

## Medical technology for the spinal column and endoprosthetics

Silony Medical International AG establishes its head office in Thurgau



Management Board of Silony Medical International AG: Olaf Reich (CFO), Marcus Kerwin (Member of the Board and COO), Hubert Seitz (Chairman of the Board)

**Silony Medical International AG is a young, dynamic company with solid experience in the healthcare sector. It develops and produces implants and instruments for the spinal column and endoprosthetics for the hip area. Silony Medical established its head office in Switzerland in 2013. The company operates subsidiaries in Germany and England. All central functions of the group are managed and implemented from Frauenfeld.**

### From experience for use in practice

The idea underlying the founding of Silony Medical International AG was to draw on synergies between hospital business and medical technology. This is how the idea came about to develop its activity in the field of medical technology: the development and manufacture of products tailored precisely to the needs of doctors, clinic staff and patients.

The emphasis was placed on solutions which take account of the patients first and foremost, but also of increased cost awareness in the healthcare sector. This distinguishes the company from globally-active manufacturers which follow the trend of standardising products.

### A stronghold of medical technology

From the very outset, Switzerland was identified as the location for the head office, in particular because it boasts a high concentration of outstanding know-how in the field of medical technology as well as competent, qualified staff. The moderate



Silony Medical International AG was founded in 2013, is active in the field of medical technology and provides implants and instruments for the spinal column and endoprosthetics. When developing its products, the company focuses on the patients, doctors and clinic personnel. In doing so, it takes account of local requirements and, where necessary, tailors the applications to the relevant daily clinic life.

The group employs about 70 staff. The head office is located in Switzerland (Frauenfeld). Silony operates subsidiaries and sales companies in Germany and England. The company proposes its high-quality solutions in the main markets of Europe, the Middle East and Australia.

[www.silony-medical.com](http://www.silony-medical.com)

tax burden also played a role. Furthermore, and despite its strong currency, Switzerland is well placed in terms of international competition. The Silony Medical management board was also highly impressed by the loyalty and cooperation of employees during crisis situations in Switzerland. With the abolition of the minimum euro exchange rate by the Swiss National Bank (January 2015) and the resulting strong Swiss franc, they had the chance to observe just how quickly and easily well-known companies were able to react.

### **Thurgau – an attractive location**

The efficient advice and accompaniment provided before and during the installation process was one of the decisive points that tipped the balance in favour of Thurgau. «We received comprehensive support, in every sense of the word, that we have never experienced anywhere else», stated the Silony Medical International AG management board. «The support offered relating to our property search and recruitment as well as to residence and work permits enabled us to be operational in a very short space of time.» Silony Medical also found the cooperative relationship between the authorities and the company pleasantly surprising. Every effort is made to find a solution suitable to both parties.

The proximity to the German border was also an advantage insofar as specialists from the other side of the border can also apply for job vacancies. Most employees could nevertheless be recruited in Switzerland directly.

### **Frauenfeld – the central head office**

At its sites in Switzerland, Germany and England, Silony Medical employs a total of about 70 employees. Over a period of less than two years, the staff at the head office in Frauenfeld has grown to 12 employees. The following central functions are managed and implemented for all subsidiaries from Thurgau: international sales, technical product management, support for the advisory boards, finance and controlling, human resource management, central purchasing and supply chain management.

### **Plans for the future**

The company forecasts that the site in Thurgau will double its staff on condition that business continues to develop as at present.

### **Quick facts**

**Origin:** Germany  
**Branch:** Medical technology  
**In Thurgau since:** 2013

#### **Main reasons for choice of location:**

- a high level of competence in medical technology
- the availability of specialist staff
- the efficiency of the authorities
- proximity to the German border
- the moderate tax burden