

ABOUT US

RZ Medizintechnik GmbH



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**We believe in our products
and our strong relation to
all our customers”**

— Rainer Zubrod



CONTENT

02	SHORT FACTS ABOUT US	14	DEDICATED TO QUALITY
04	OUR COMPANY PHILOSOPHY	16	READY FOR SHIPMENT
06	A SUCCESS STORY	18	WHAT MAKES US SPECIAL - SERVICE
08	OUR PRODUCTS	20	ADVANCED TRAINING
12	THE PROCESS - HOW DO WE WORK	22	BUILDING THE FUTURE



WE STRONGLY BELIEVE IN **QUALITY**

Quality is not just a word or basic requirement - Quality is a big part of our RZ philosophy and one of our core values.

SHORT FACTS

ABOUT US



52

COUNTRIES



330

**DISTRIBUTION
PARTNERS**



50

**WONDERFUL
TEAM MEMBERS**



∞

**HAPPY
CUSTOMERS**



RZ is still a family owned company and already two family generations dedicating their passion into surgical and endoscopic instruments and devices.

RZ is proud to be part of the “World Center of Medical Technology” in Tuttlingen.



OUR COMPANY

PHILOSOPHY

The way we do things at RZ stands for our beliefs in working culture, customer relations and our commitment to surgical devices.





We have a strong commitment to our company philosophy and believe in our core value which are essential pillars of our future strategy”

– Tobias Zubrod



COMMITMENT TO SUSTAINABILITY

Sustainability means commitment to our home region with a short pathway from the raw material to the finished good. Tuttlingen and RZ have grown based on outstanding craftsmanship for surgical instruments and endoscopic devices.

We believe in products with a long lifetime in surgery which creates connectivity to the surgeon.



INNOVATIVE PRODUCTS

Innovation is not just a new product. Innovations should provide a solution to make things easier. Innovation should be driven by the user and the person who uses or maintain the product. We stay in constant dialog with our partners around the globe and listen to their needs.



ENVIRONMENTALLY FRIENDLY

As part of our environment we see our responsibility for our community as well as for our global footprint. Reusable products, economical building, a critical look into our processes and a personal commitment from each single person will help to keep RZ as green as possible.



SOCIAL RESPONSIBILITY

Our corporate social responsibility is very important for us. RZ has established a family friendly working culture and every employee is important for us.

We take responsibilities in our community and support social activities and youth sport groups in our region.

A SUCCESS STORY

1994

FOUNDATION

Rainer Zubrod founded RZ as a small family business and got approved by CE and ISO.

1998 - 2005

NEW FACILITY

Tobias Zubrod, the son of Rainer Zubrod, joined the management. A new facility was built and the company started with minimal invasive surgery products. FDA approval.

2002 - 2007

NEW INDICATIONS

RZ extended the product portfolio for Hysteroscopy & Endo - Urology.

2008 - 2016

EXPANSION

ArthVANCE®, ArthVIEW® and ArthFLOW® as new products were included into the growing product portfolio. MDSAP approval.

2017 - 2020

TECHNOLOGY UPDATES

4K camera and endoscopes joined the lineup. The company acquired the first step of MDR approval.

2021

MiLEP SYSTEM

The company invented the MiLEP System for Endo-Urology with the smallest 22 Charr. diameter

2022 - 2023

EXTENDED FACILITY

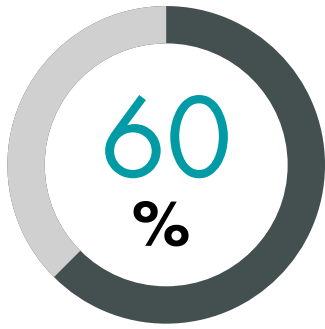
RZ invests in a new building to fulfill the growing demand.

2024

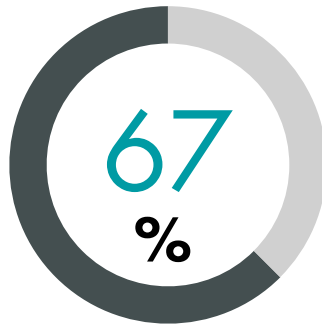
30 YEARS ANNIVERSARY

Celebrating the 30th year of progress in surgery.

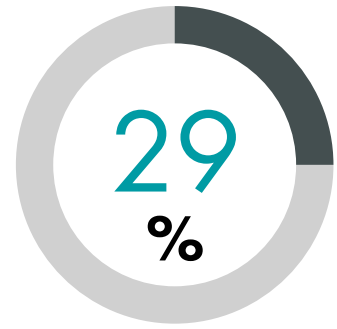




Diversity Female-Male employees

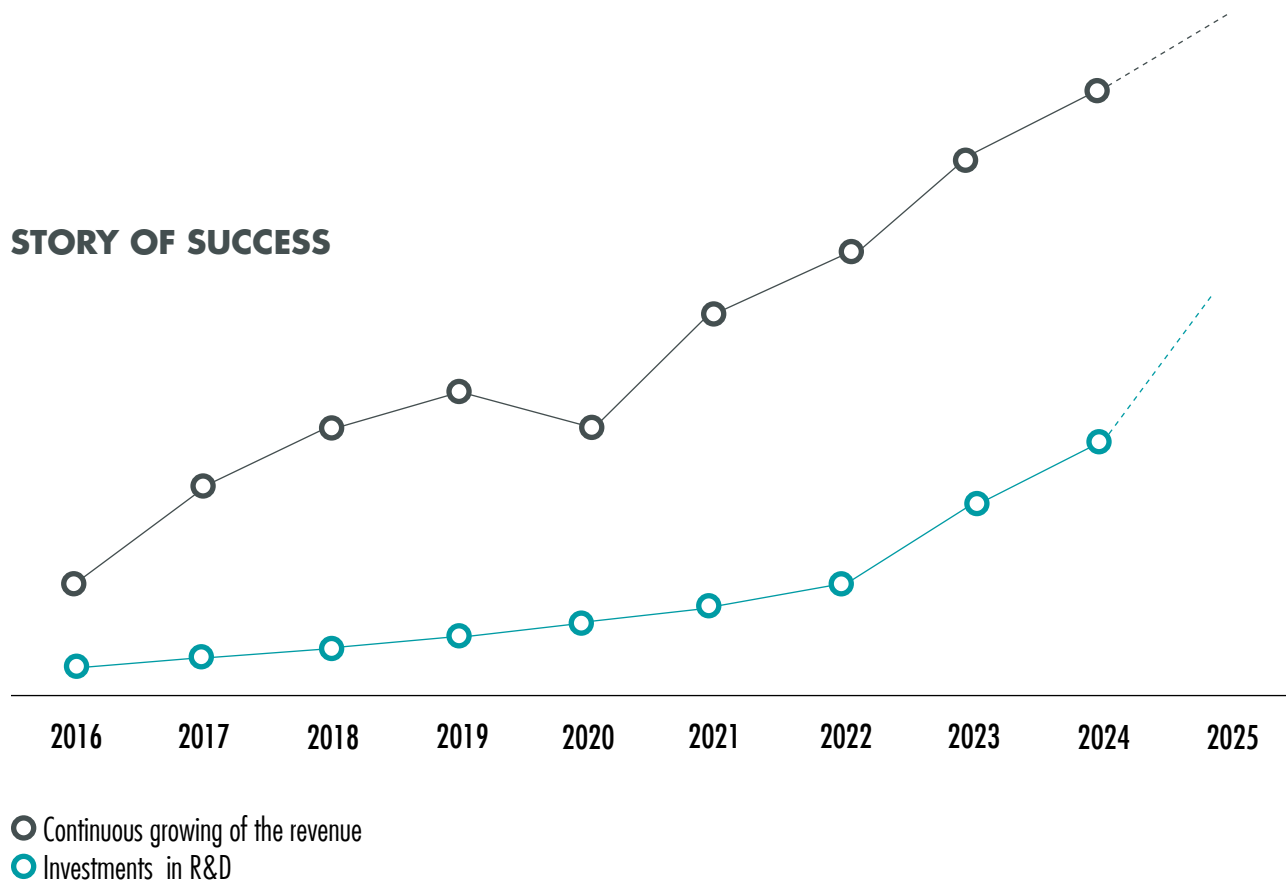


Products sold outside Europe



Revenue with new products

STORY OF SUCCESS



OUR PRODUCTS

MORE
THAN
15.000
PRODUCTS

We sale more than 15.000
products in different product
groups.





ENDO - UROLOGY

Minimal Invasive Treatment of the BPH or stone management with the smallest possible diameter. We make the instruments as small as possible for an atraumatic approach.



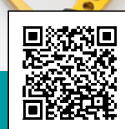
HYSTEROSCOPY

Office or operative Hysteroscopy needs small diameter scopes, sheaths, dedicated forceps and hand instruments for an appropriate treatment of all intrauterine pathologies.



LAPAROSCOPY

Our 200 catalogue pages with instruments, scopes and equipment offer all needed tools for the diagnostic and treatment of intraabdominal pathologies.



ARTHROSCOPY

Orthopedics is not just the right implant. Precise instruments and scopes are needed to get access to all joints. Specialized instruments for the rotator cuff repair or the treatment of Cruciate Ligament complete our range of products.



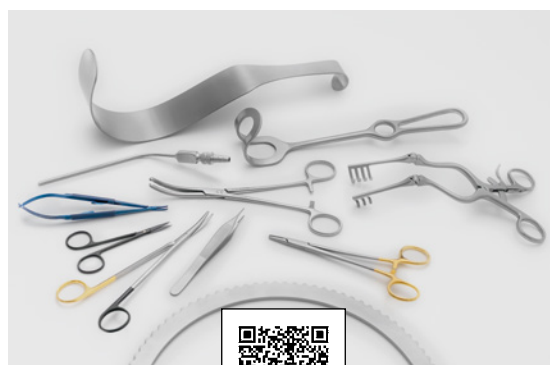
We don't just offer a single product, we offer a complete solution for solving problems on the OR"

— Christian Fabri



ENT

Classical ENT instruments as well as equipment for the intranasal approach for intracranial diseases are part of our portfolio. Besides the OR we have a strong focus on the cleaning and maintenance of each instrument and we search for new solutions to make cleaning easy.



OPEN SURGERY

9500 different patterns all Made in Germany will provide the surgeon with the tools he needs. Our catalogue with 1200 pages is a comprehensive book of standard surgery instruments and combines all open surgery indications.



ENDOSCOPIC DEVICES

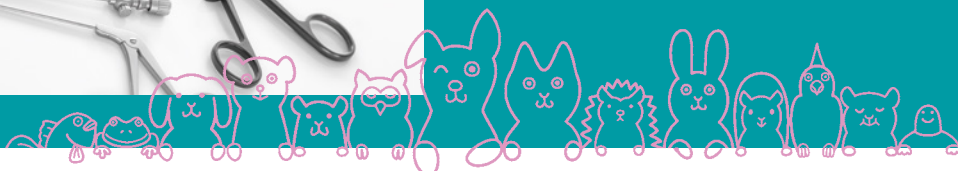
We have established a product line for all Clinic ORs or Offices. From 1-Chip Full HD till 3-Chip 4K, from Xenon to LED or from vacuum pumps till pressure-controlled roller pumps.



VETERINARY MEDICINE

Animals are part of the family and deserve the best treatment. We have established a dedicated division to the animal health which provided specialized options to the veterinarians.

www.spitz.vet



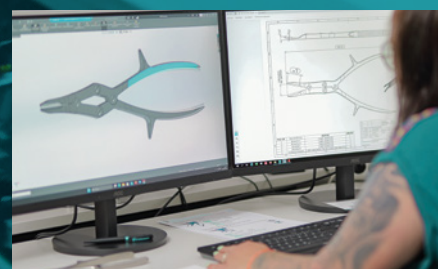
THE PROCESS

HOW DO WE WORK



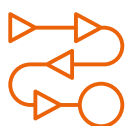
CHALLENGES OF THE SURGEONS

We take the challenge and listen to the surgeon, the technical and nursing staff as well as to the needs of the AEMP department to provide a better product.



CONSTRUCTION BASED ON REAL NEEDS

Short decision ways and high flexibility keeps the project plan short. QM and RA are part of each development from the early stage of the idea to guarantee the conformity in all project stages.



THE STORY OF THE PRODUCT

The story of our products tells the story of our core values. Sustainability, the focus on real innovations, the commitment to our area and the flexibility of our processes keeps our focus on each single project and product.



HIGH-END MANUFACTURING

We use our highend technological infrastructure and the network in our home area to keep our production quality on a high level and to be a sustainably partner in the complete supply chain of the product.



SKILLED CRAFTSMANSHIP

Each product goes multiple times through the hands of skilled surgical device mechanics and the products just pass our quality control after single piece control by different skilled persons.



PERFECT FINISH

Just after passing our quality control, the instrument gets the final touch and will be marked with all necessary documentation.



**I like the perfect cut of our scissors
and the sound of a good needle holder”**

– Thorsten Bezikofer



DEDICATED TO QUALITY



We work in accordance to the international standards and continuously improve our processes. We take the challenges and will continue to provide our partners and customers all required products.



We got approved by the major international authorities.



Quality control is a major part in our production process.



No single product leaves the company without a final inspection.

**IMPLEMENTED
AND CERTIFIED TO
ISO 13485 AND CE**



**CERTIFIED TO
MDSAP**



**CERTIFIED ACC.
TO MDR**



**Good documentation keeps our processes
clean and helps constant traceability”**

– Daniela Lang



READY FOR SHIPMENT



WE DAILY SHIP PRODUCTS TO DESTINATIONS AROUND THE WORLD.

The planning, realization and control of the shipment of our goods are important parts of our business. We have the competence and tools to ship all goods in all countries around the world.

Our team and our online tools will help you to find your order and your shipment in all steps of the logistic process.





LASER MARKING

Modern photon laser marks on all devices required information.



QUALITY CONTROL

All documents are checked and documented before final packaging.



DELIVERY ON TIME

We work with all major logistic providers for reliable delivery of the good.



WHAT MAKES US SPECIAL

SERVICE



We are happy about our dedicated customer service team which manages our relationship to all our customers and partners”

— Dr. Markus Spies



PARTNERS AND COOPERATIONS

We work together with several clinical and scientific partners around the world and have established external cooperations to scientific institutes.



WEBINAR AND TRAINING

Continuous education is a key pillar to be up to date with all medical improvements, new techniques and developments. We provide monthly webinars and organize in person trainings for our distribution partner as well as for our clinical customers.



EXHIBITIONS AND VIRTUAL SHOWROOM

We always like to meet you at conferences and trade shows around the world. Besides the personal meetings we use the digital opportunities and present our products in a virtual showroom.



REPAIRS AND EXCHANGES

All repairs will be executed by highly qualified technicians with trained expertise. To guarantee high quality repairs, our team works closely with other technical departments like R&D and Quality Management.



MARKETING TOOLS

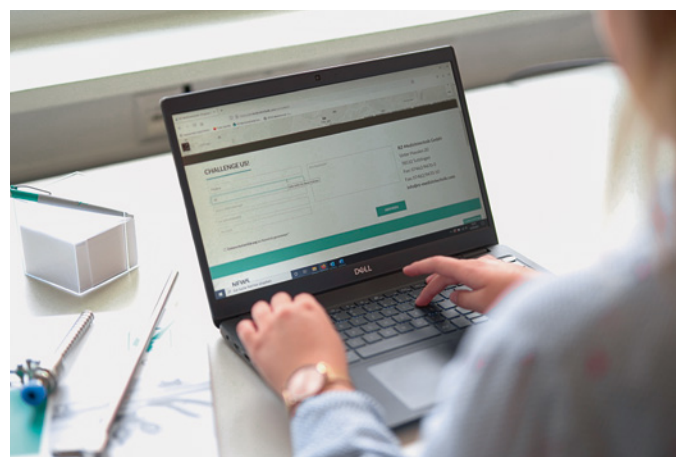
Classic marketing tools and social media advertising, digital connectivity or detailed printed catalogues. We have multiple tools to connect with you and share our company and product values.

Our In-house photo studio and graphic design department is just one important part of our marketing toolbox.



WEBSITE AND CUSTOMER AREA

Digital communication and interaction is part of our customer experience. Our website has information about all our products and gives you access to your specific customer area.





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**“We know that training
and education is the key to
promote a good product
and show the value of an
good idea”**

— Andreas Banescu

ADVANCED TRAINING



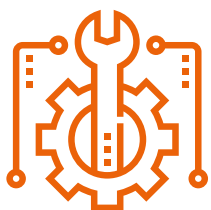
Internal training and continuous education are important tools for all RZ employees. We have a constant apprenticeship program in place and give all RZ members possibilities to improve their knowledge.

We organize workshops together with international lecturers, dry and wet labs. We collaborate with training facilities and clinicians in different countries.



BUILDING THE FUTURE

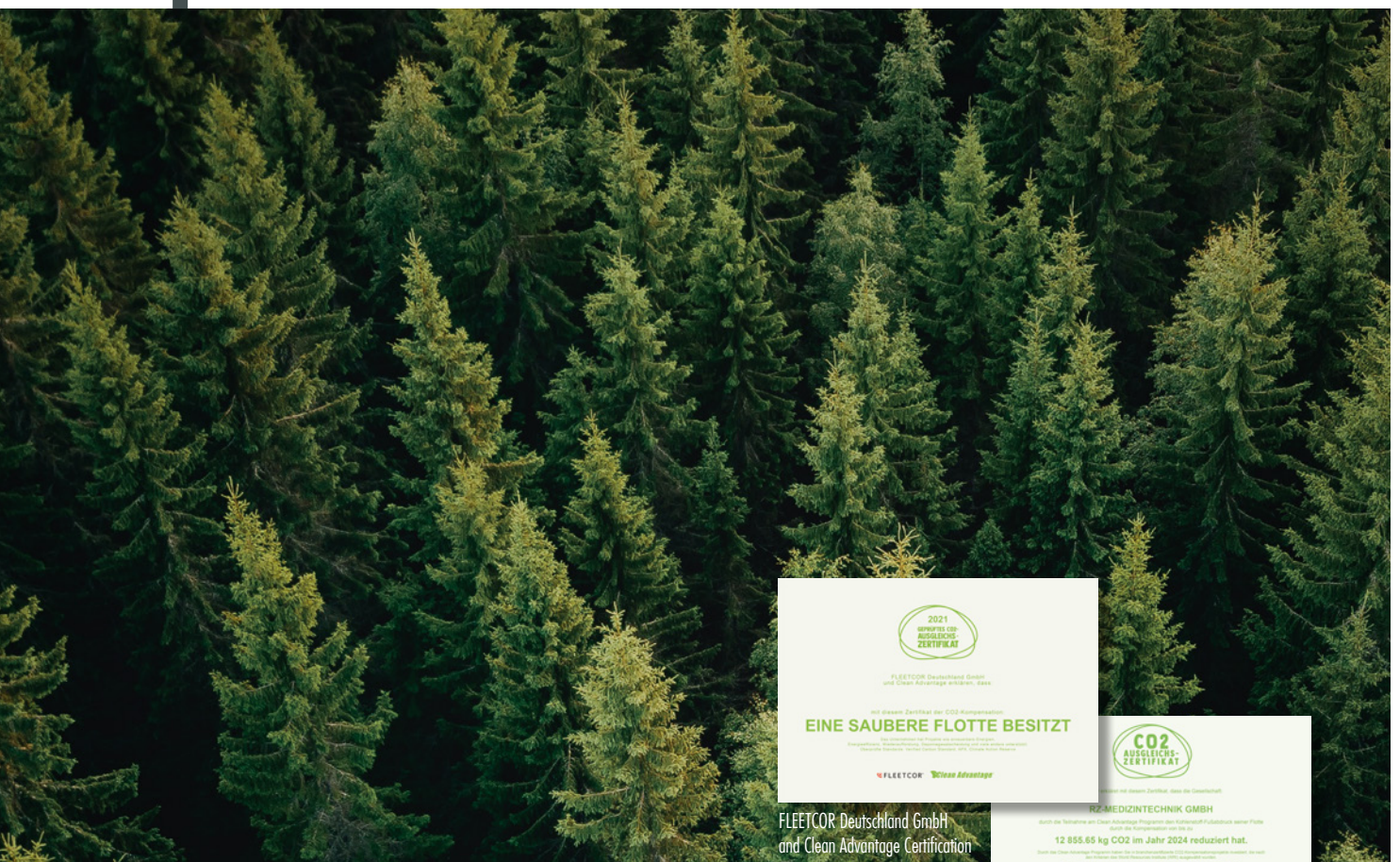




To grow with the demanding requirements and to reach our ambitious goals, the RZ family has decided to invest in the future and in 2022, the next milestone was initiated by start building the new RZ center. As a commitment to our home town and as a responsible company, we build ecologically friendly in Tuttlingen.

ENVIRONMENTAL RESPONSIBILITY

We are going beyond environmental compliance and we have realized that acting in a socially and environmentally responsible way is more than just a legal duty. Our commitment to reusable products, short supply chain, choosing to build with eco friendly materials or the compliance with international environmental standard is important for RZ and all employees.



FLEETCOR Deutschland GmbH
and Clean Advantage Certification



In addition to the legally prescribed measures, we also follow our own environmental values:

- Preparation to be certified according ISO 14001
- Business goals based on the UN Sustainable Development goals
- Energy efficient construction
- Clean advantage car fleet



www.rz-medizintechnik.com

Printed on environment-friendly,
recycled paper.