

# 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



239

DISTRIBUTION  
PARTNERS



39

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.

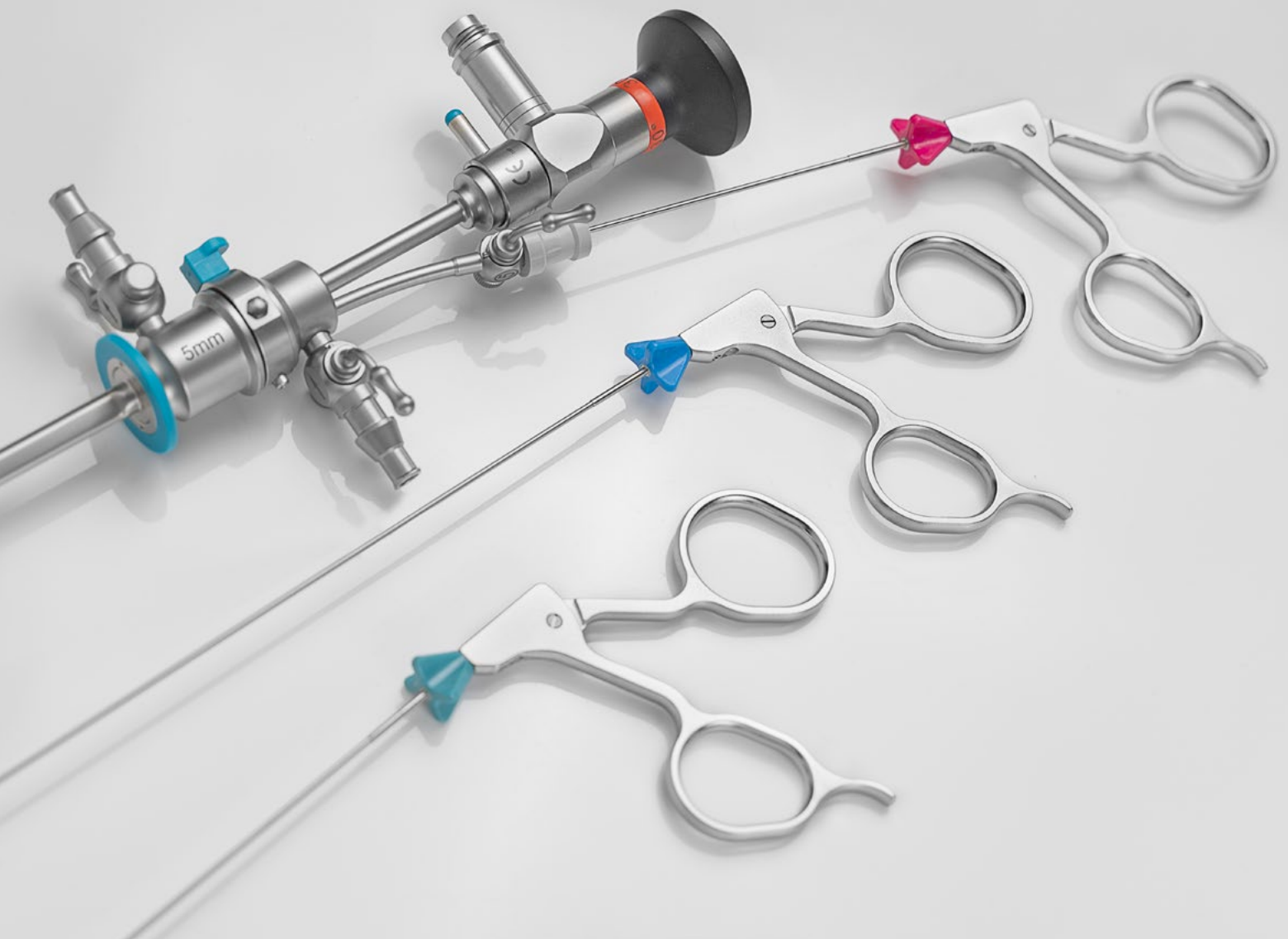
RZ is proud to be part of the "World Center of Medical Technology" in Tuttlingen.



## 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 and Endo - Urology.

## 2008 - 2016

### EXPANSION

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

## 2017 - 2021

### TECHNOLOGY UPDATES

4K camera and endoscopes joined the lineup. A new generation of endoscopic spine instruments was established. The company acquired the first step of MDR approval.

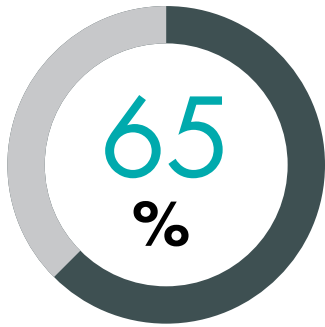
## 2022

### EXTENDED FACILITY

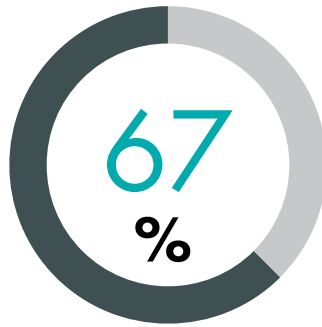
RZ invests in a new building to fulfill the growing demand.



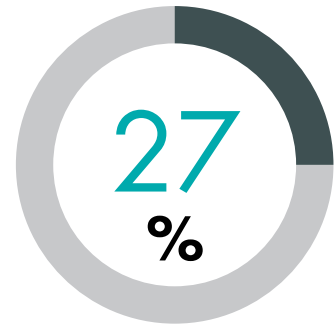




Diversity Female-Male employees

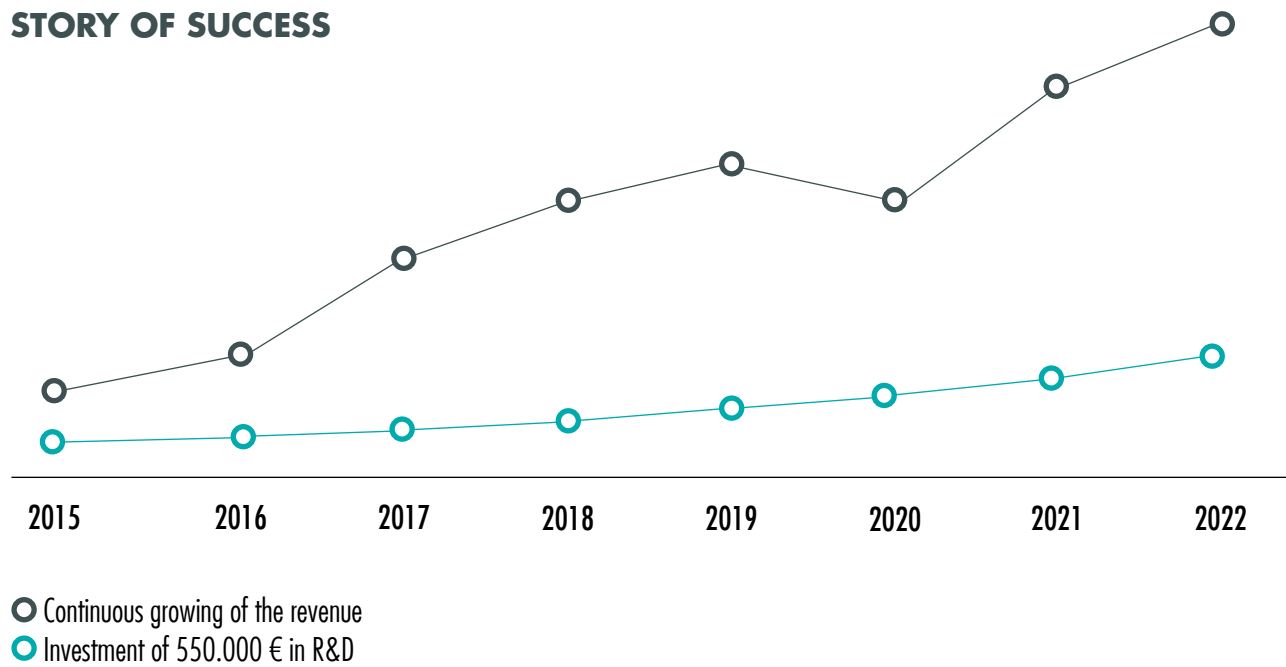


Products sold outside Europe



Revenue with new products

## STORY OF SUCCESS



- Continuous growing of the revenue
- Investment of 550.000 € in R&D



# 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 to tools he needs. Our catalogue with 1200 pages is a comprehensive book of standard surgery instruments and combines all open surgery indications.



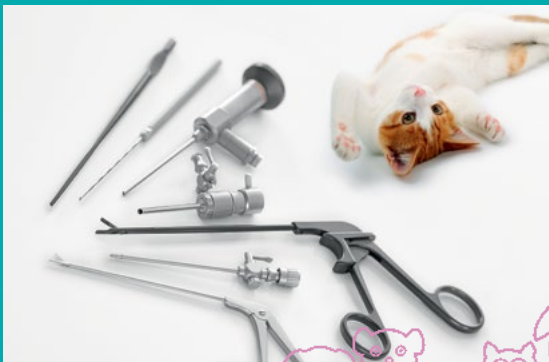
## ENDOSCOPIC DEVICES

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.



## ENDOSCOPIC SPINE

The minimal invasive treatment of spinal pathologies could make the complete treatment less painful and reduce the days in hospital. Highly dedicated devices are essential for the atraumatic approach to the spinal cord.



## 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.



THE PROCESS

# HOW DO WE WORK



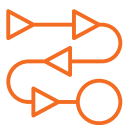
## CHALLENGES OF THE SURGEONS

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.



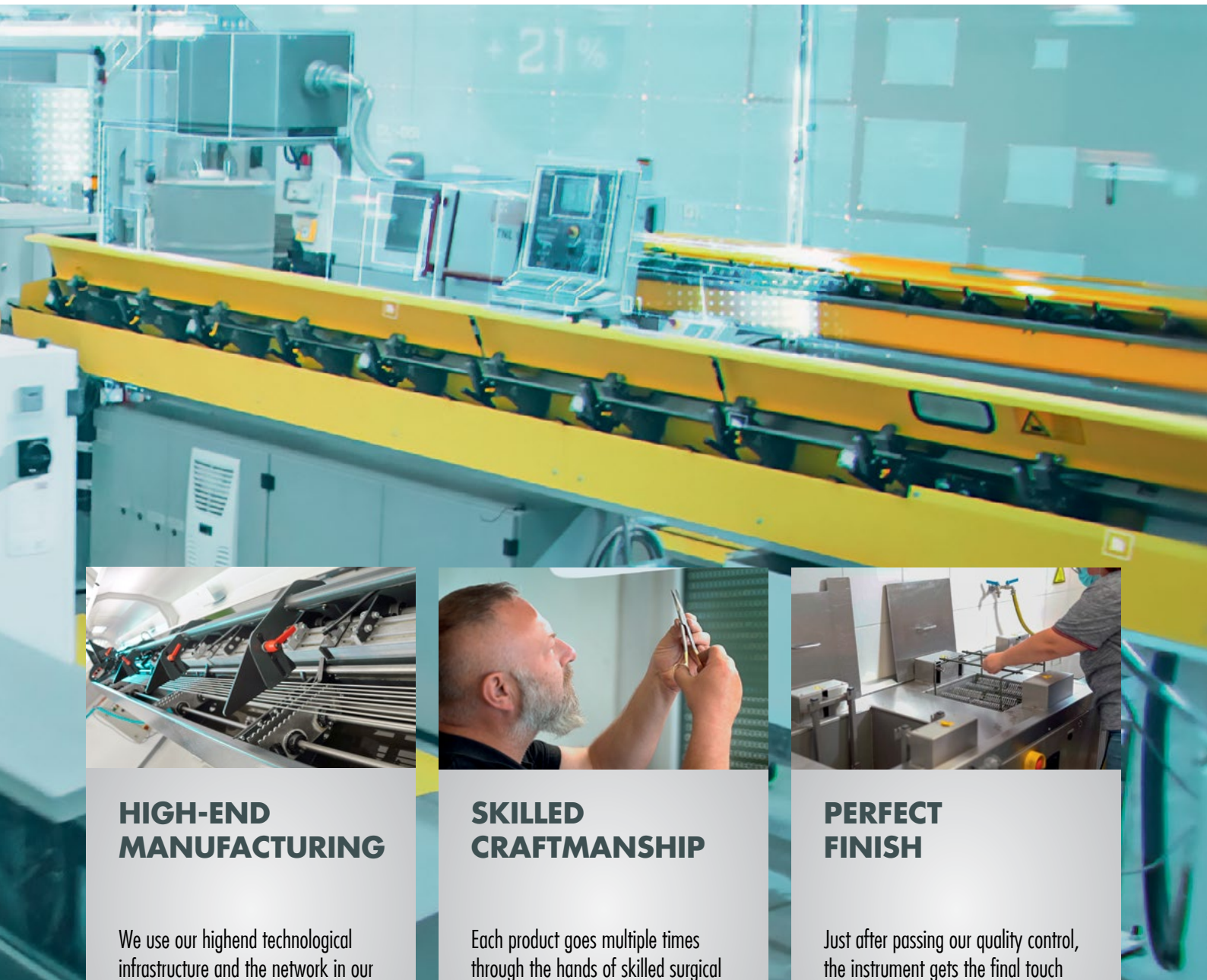
## CONSTRUCTION BASED ON REAL NEEDS

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**



**ON TRACK WITH  
MDR GUIDELINES**



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

– Angelika Annhäuser



# READY FOR SHIPMENT

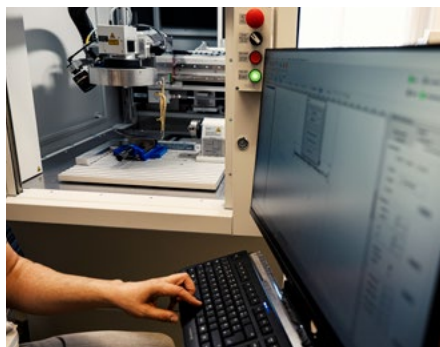


## WE DAILY SHIP PRODUCTS TO DESTINATIONS AROUND THE WORLD.

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.

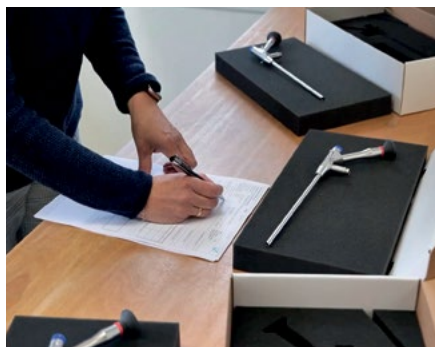
Our team and our online tools will help you to find your order and your shipment in all steps of the logistic process.





## LASER MARKING

Modern photon laser marks on all devices required information.



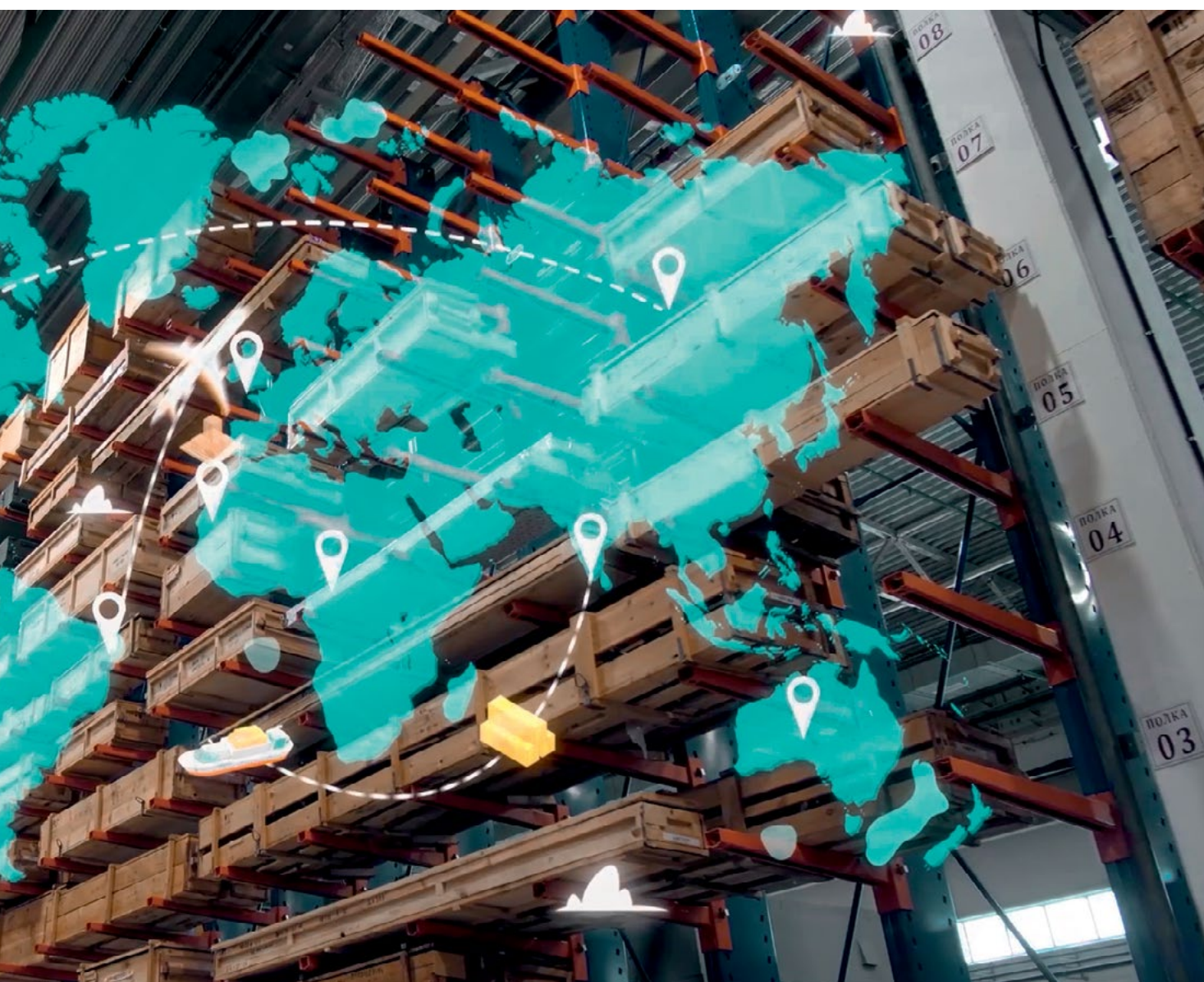
## QUALITY CONTROL

All products will be checked and documented before final packaging.

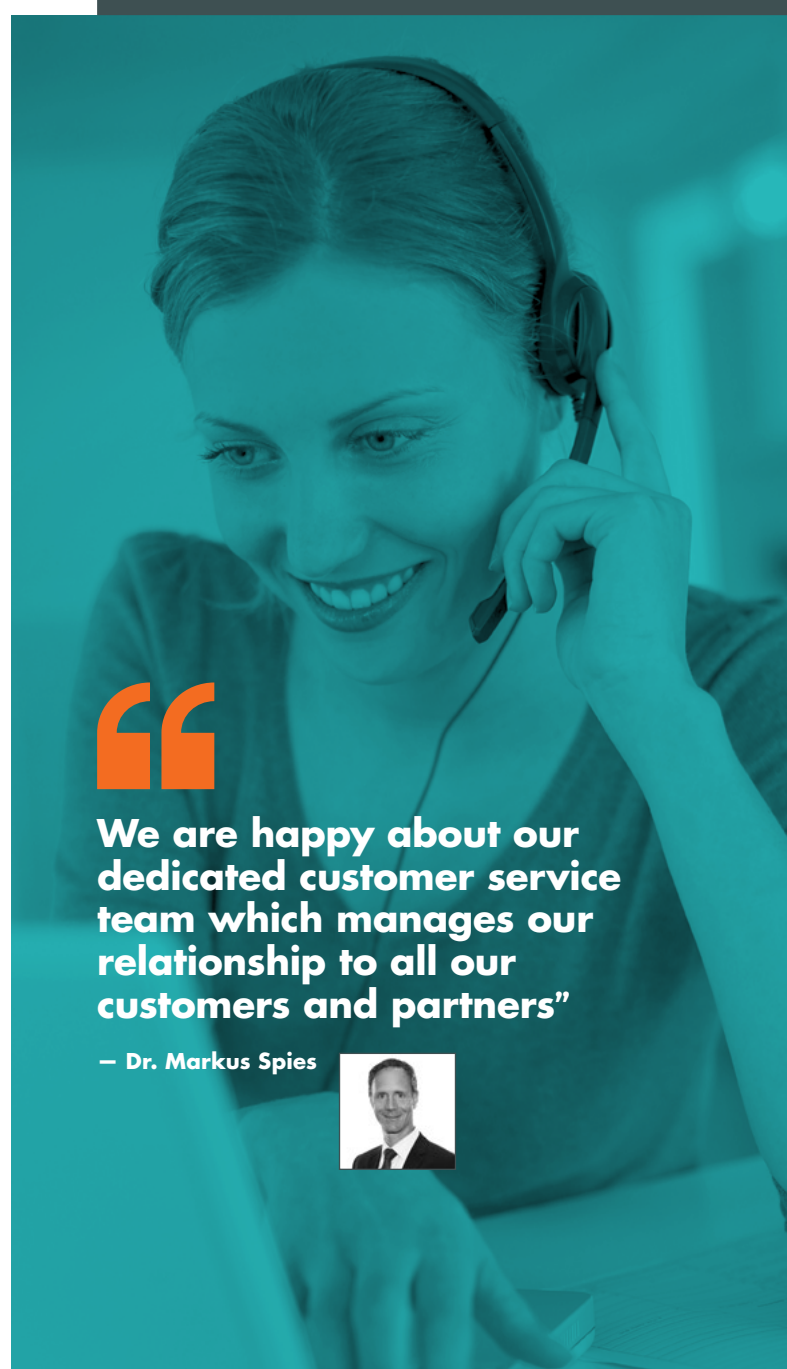


## DELIVERY ON TIME

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

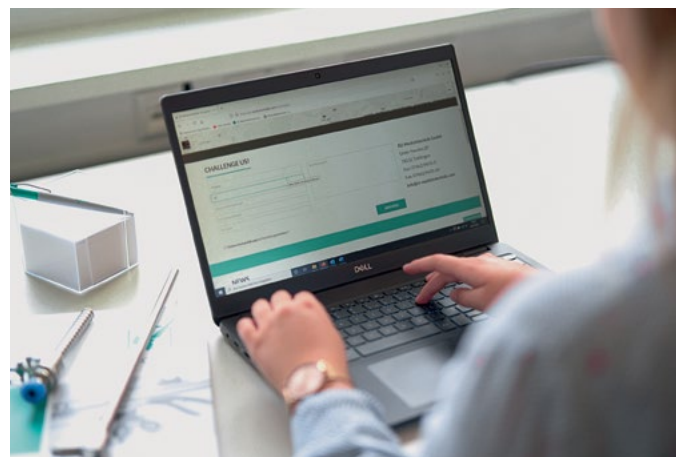
Classic marketing tools and social media advertising, digital connectivity or detailed printed catalogues. We have multiple tools to connect with you and share our company and product values.

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.





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

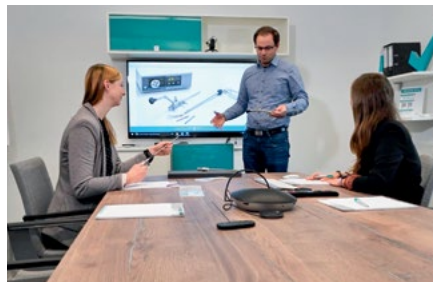
– Andreas Banescu

# 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.

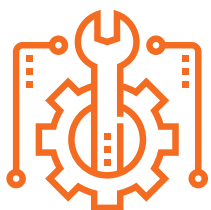
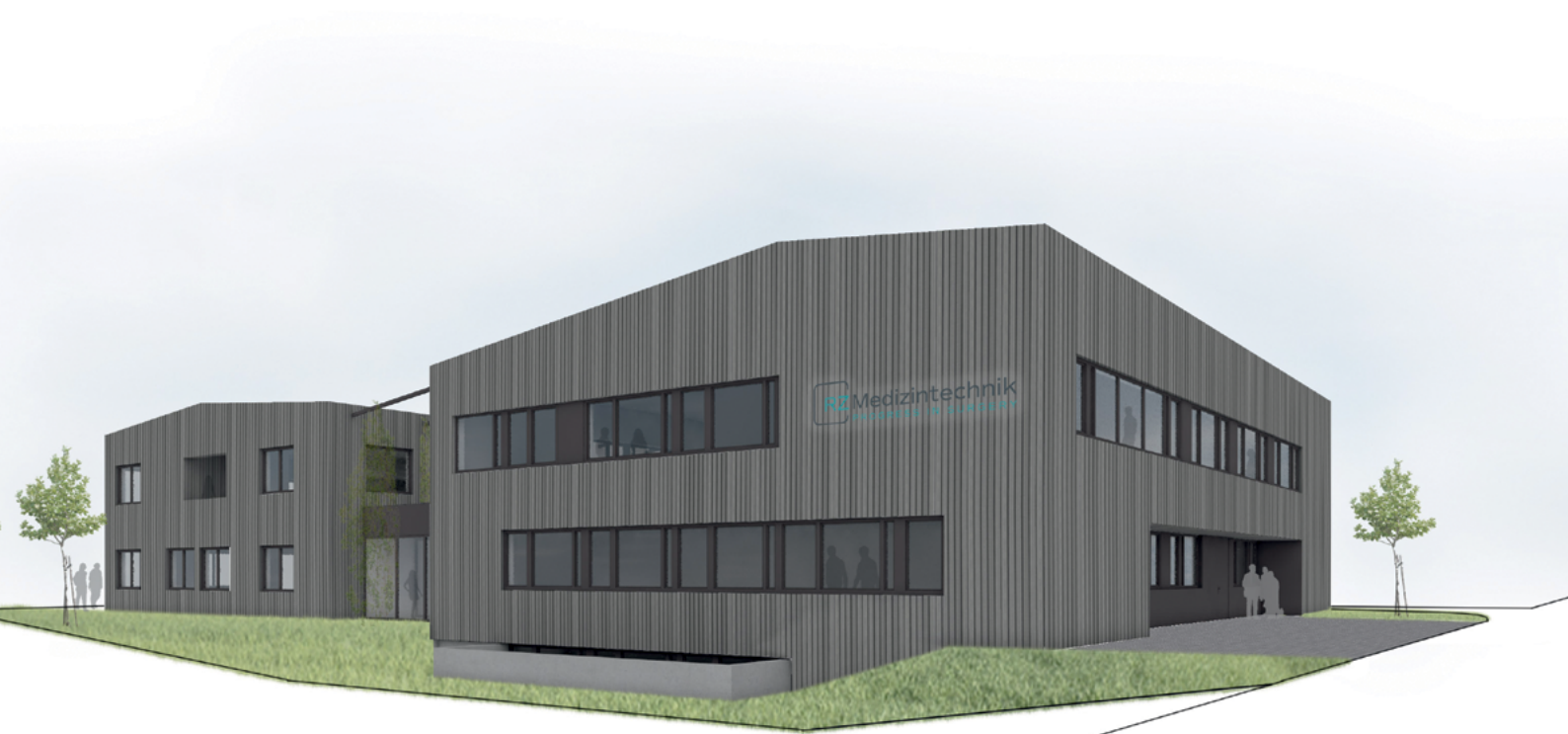
We organize workshops together with international lecturers, dry and wet labs. We collaborate with training facilities and clinicians in different countries.



**BUILDING**  
**THE FUTURE**



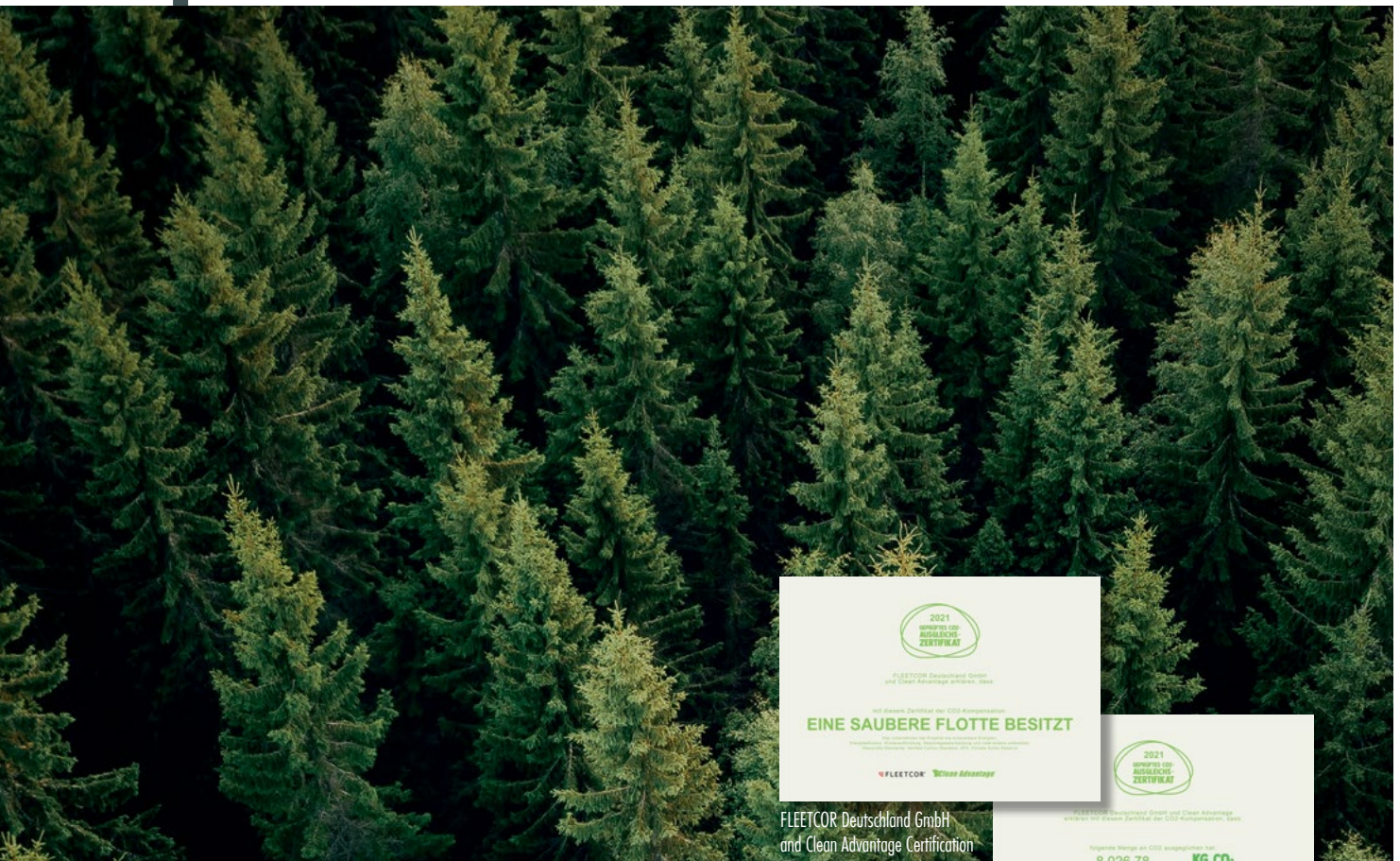




To grow with the demanding requirements and to reach our ambitious goals, the RZ family has decided to invest in the future and in 2022, the next milestone was initiated by start building the new RZ center. As a commitment to our home town and as a responsible company, we build ecologically friendly 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](http://www.rz-medizintechnik.com)



Printed on environment-friendly,  
recycled paper.