## Preserving Innovation

Strategic Sample Management for MedTech Growth and Compliance

5<sup>th</sup> of June 2025 **Wendy Cullen** BDM

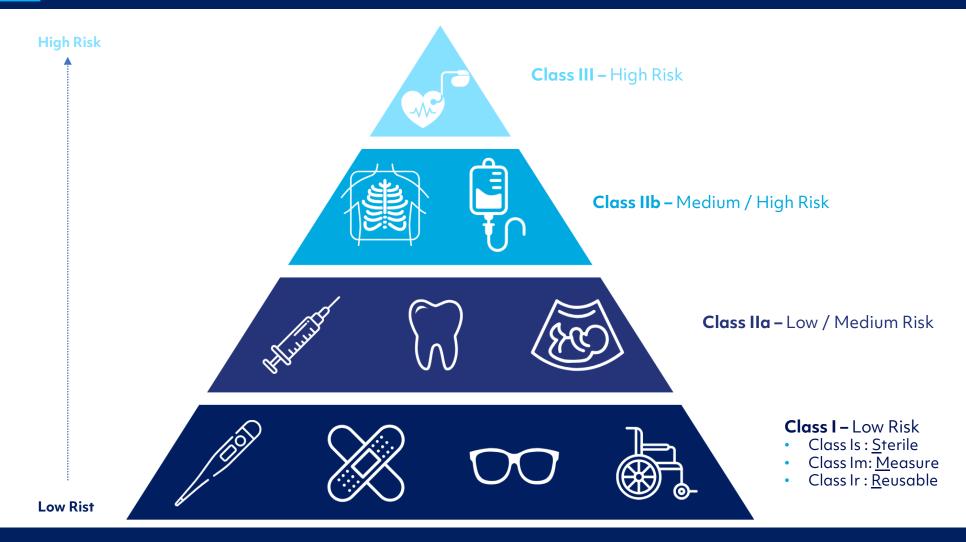


### Regulation 7 of the Medical Devices Regulations 2002 (SI 2002 No 618, as amended)

# Medical Devices Come in Many Shapes, Sizes and Types...



## Types of Medical Devices - 6 Classes



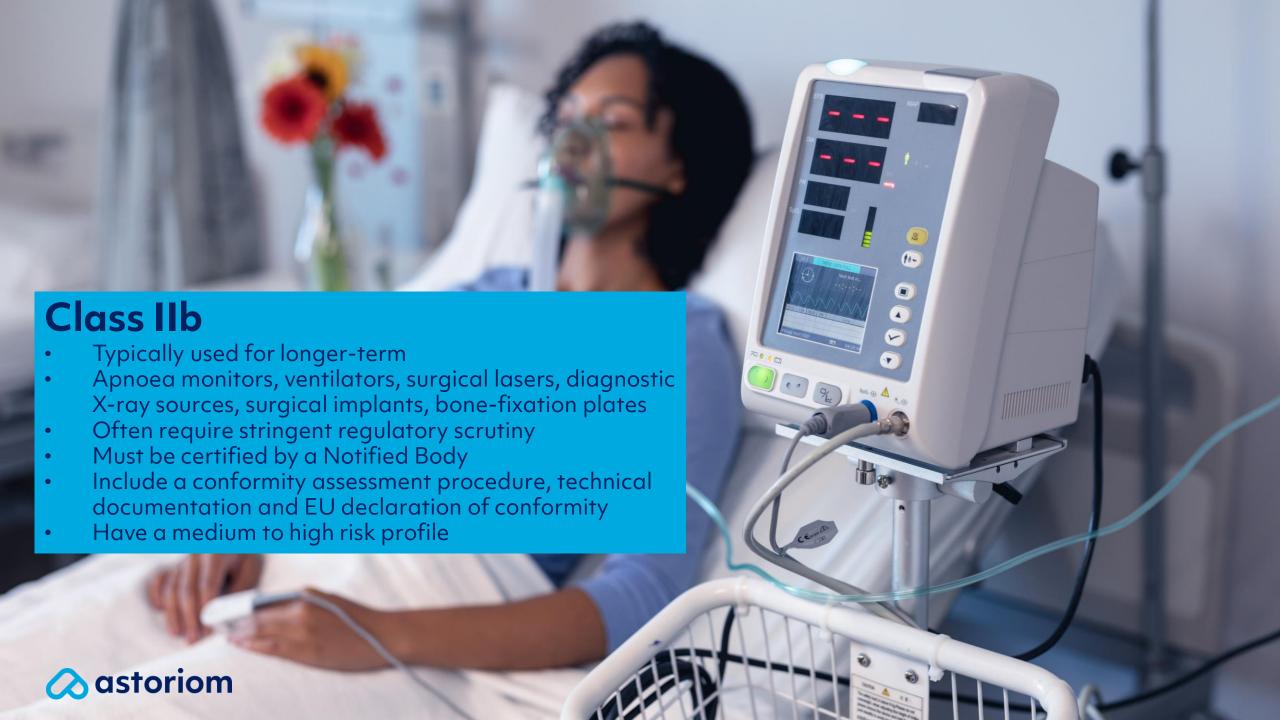




### Class IIa

- Short-term use
- Corrective contact lenses, standard hearing aids, TENS devices, dental fillings, surgical clamps
  Certified by a notified body
  Have a medium risk profile





#### Class III

- Typically used for longer-term
- Pacemakers, implantable defibrillators, artificial heart valves, long term implantable (joint replacement), contraceptive IUD's devices containing medicinal substances
- Machinery important to patient health or sustaining life Undergo strictest level of regulatory scrutiny
- Notified Body must issue a conformity certificate before these devices can be placed on the market
- Highest risk profile





Class IIa











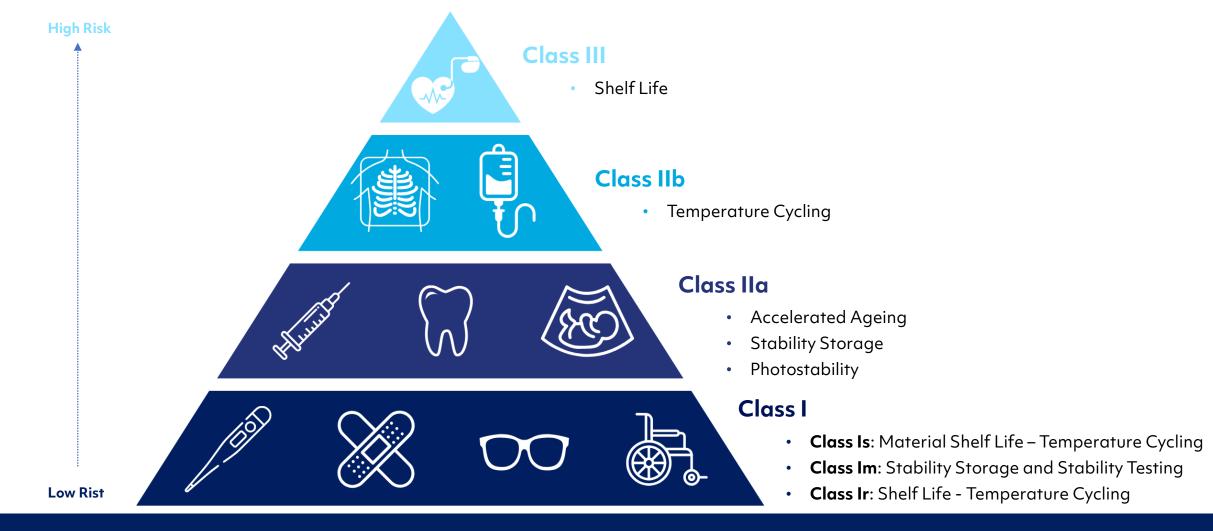


## Challenges & Risks

of R&D Sample Sustainability in the Medical Device Sector

- Regulations: complex and varying global regulatory requirements
- Diverse sample types: polymers, tissues, diagnostic reagents, and sensor materials all require tailored storage and monitoring strategies
- Skilled personnel and certified storage facilities: critical for ensuring proper documentation, chain of custody, and storage compliance
- Sample handling and storage requirements: depending on device classification and function
- Packaging & transport: improper conditions during sample transport can jeopardise the viability of materials
- Stability data supporting regulatory submissions: critical for product approval and distribution
- Unforeseen disasters: can destroy samples & delay research

## Supporting Medical Devices





## Our Success Stories Orthopaedic Franchise

#### **Stability Storage**







**Bone Cement** 

Changes in Medical
Device Directive

Not Enough Capacity

#### **Astoriom's Offer:**







**Business Continuity** 

Regulatory Knowledge Capacity





# Our Success Stories Leading Supplier of tubes and catheters



#### **Accelerated Ageing**







Medical Tubes and Catheters

Changes in Medical Device Directive No Capacity for Specific Temperature

#### **Astoriom's Offer:**







**Business Continuity** 

**Quick Response** 

Supply Data for Medical Submission -MHRA



## Safeguarding Samples Every Step of the Way

Visit us at booth G58



