

### 対象国「血液事業」分野における開発ニーズ(課題)

- ・人口増加と医療技術発展に伴い血液需要も増加するが、血液の安定供給が出来ていない
- ・血液製剤(血小板)保管機材が欠如し、適切な輸送機材も不足。運用知識・管理技術も改善を要する
- ・地方部における医療格差(国別開発協力方針)

### 提案製品・技術

- 【製品】振とう保管用恒温槽(国内シェア1位)
- 【機能】血液製剤(血小板)を揺らしながら $22^{\circ}\text{C}\pm 2^{\circ}\text{C}$ で保管する機材
- 【効果】血小板は手術時の止血・がん治療で輸血
- 【技術】適切な温度管理・運用を証明する適格性確認

### 本事業の内容

- ・ 契約期間: 2023年3月6日～2025年2月10日
- ・ 対象国・地域: ウズベキスタン共和国タシケント州
- ・ カウンターパート機関: 保健省(治療・予防局)共和国血液センター
- ・ 案件概要: 血液成分を適切に保管・輸送する機材の普及・実証・ビジネス化事業。本事業後に保管用冷蔵機材、輸送箱、輸送用蓄冷剤を血液センター及び病院に販売するビジネス展開を図り、ひいてはウ国の適切な血液保管・輸送に貢献し、地方部を含めたウ国全土の血液事業発展への貢献を目指す。



振とう保管用恒温槽

### 開発ニーズ(課題)へのアプローチ方法(ビジネスモデル)

【本事業で中央機関と実証し、実績を作ることがカギ】

- ①代理店(医療商社)を選定
- ②公立血液センター・バンク約200ヶ所に販売、その後、私立病院施設約3,000ヶ所に販路拡大
- ③現地会社を設立、大同工業所製品の定期メンテナンス及び現地に対応可能な修理を行うことで、他メーカーとの差別化を図り、販売促進に繋げる

### 対象国に対し見込まれる成果(開発効果)

- ・製品・技術の適格性と有効性が確認され、血液製剤を安定的に保管・輸送することができる体制が整備される
- ・血液製剤保管機材が適切に運用・維持管理される体制が構築される
- ・日本式の血液製剤保管・輸送システムモデルが構築され、そのモデルが普及・促進される

### Development Issues Concerned in Blood service Sector

- Demand for blood has increased with population growth and development of medical technology, but there is not a stable supply of blood.
- Lack of blood product (platelet) storage equipment and appropriate transport equipment. Operational knowledge and management techniques need to be improved.
- Healthcare Disparities in Rural Areas (Country Development Cooperation Policy)

### Products/Technologies of the Company

<Product>

- Platelet Incubator; Chromatochamber (No.1 share in Japanese market)
- Equipment to store blood products (platelets) at 22°C ± 2°C while shaking
- Platelets are transfused to stop bleeding during surgery and cancer treatment.
- Qualifying technology to prove proper temperature control and operation

### Survey Outline

- Survey Duration: March 2023~Feb 2025
- Country/Area: Republic of Uzbekistan, Tashkent
- Name of Counterpart: Republican Center for Blood Transfusion
- Survey Overview: This project is for the dissemination, demonstration, and business based on equipment for proper storage and transportation of blood components. After the project, we aim to develop the business of selling storage equipment for blood products, transport boxes, and cool packs for transport to blood centers and hospitals, and further contribute to the proper storage and transport of blood in Uzbekistan, aiming to contribute to the development of the blood service throughout the country, including the rural areas.



### How to Approach to the Development Issues

<The key is to demonstrate and gain experience with the central organizations during the project>

1. Select distributors (medical trading companies)
2. Plan to sell to approximately 200 public blood centers and banks, followed by expansion of sales channels to approximately 3,000 private hospital facilities
3. Establish a local company to provide regular maintenance and possible repair services for Daido's products, thereby promoting sales and differentiating the company from other competitors.

### Expected Impact in the Country

- Management system will be in place to qualify and validate products/technologies of Daido, and to ensure stable storage and transport of blood products.
- Management system will be established to ensure that blood product storage equipment is properly operated and maintained.
- Japanese-style system model of blood product storage and transport will be established, and the model will be disseminated and promoted.