

LEADING IN CUTTING-EDGE MEDICAL INNOVATION

A growing company in Beijing, Shuimu Dongfang is a **PIONEER IN MEDICAL DEVICES** contract design and manufacturing outsourcing solutions for China's expanding healthcare sector.

China's medical device industry is rapidly expanding, with high-end innovations such as medical robots now filling crucial gaps in the domestic market. In response to the growing demand, Beijing Shuimu Dongfang Medical Technology Co.,Ltd. (Shuimu Dongfang) has emerged as a pivotal player. They provide contract design and manufacturing outsourcing (CDMO) services that enable companies to develop cutting-edge products efficiently and affordably.

Founded in 2017 and recognized as a national high-tech enterprise, Shuimu Dongfang has quickly become a leader in Beijing's medical device ecosystem. Shuimu Dongfang has incubated more than 20 global top tier medical device projects, including one unicorn (a privately held startup valued above \$1 billion), 12 national high-tech enterprises, and seven products that have attained NMPA III registration, demonstrating its significant impact on the industry.

The medical device sector — which includes medical robots, medical imaging, energy therapy, nuclear medicine, precision surgical instruments, AI-assisted diagnostic systems, and invitro diagnostics — plays a vital role. However, the industry faces challenges, such as producing a diverse range of products, but small batch runs, and managing high investment, and long development cycles.

"A key focus is reducing costs and increasing efficiency in research and production,"



▲ Shuimu Dongfang employs a high-end medical device contract design and manufacturing outsourcing (CDMO) platform to customize products for clients.

says Binbin Wang, General Manager of Shuimu Dongfang, "Addressing diverse needs at different stages of development requires both a range of resources and a healthy development ecosystem."

The company approaches these challenges by offering comprehensive CDMO services from R&D to production, testing, registration, and marketing. Shuimu Dongfang helps clients save costs and accelerate time-to-market. Its unique CDMO+X service model combines commissioned research and production with additional support such as clinical resources and investment assistance. "This tailored approach accelerates prototype iteration cycles by over 50%, increases efficiency by 80%, and reduces development costs by 60%," Wang explains.

In a design project for total knee replacement surgery, Shuimu Dongfang developed a structured light scanning

workstation and implemented intelligent algorithms to address challenges in prosthesis modelling, resulting in an optimum tool workstation.

Another project targets a potential injection site — the suprachoroidal space — for treating eye diseases, Shuimu Dongfang has designed a microinjection device, conducted rigorous verification tests, and produced 1,000 sets of samples after biosafety evaluation and type inspection.

The company's management team has extensive R&D experience, particularly in innovative and high-demand products, Wang says. "More than 60% hold an advanced degree in fields such as engineering, AI, and clinical medicine. They offer a high calibre talent pool in the domestic CDMO sector when catering to large medical enterprises and multinational corporations."

Partnerships with major clinical hospitals, university research institutes, high-end medical device companies, and governmental departments have also fostered an innovative ecosystem, further strengthening its position in the market.

The company will continue to focus primarily on international CDMO services and has plans to expand its regional presence by establishing branch centres in key locations. "We also plan to diversify our products and services from medical robotics, to extend into nuclear medicine and energy therapy, high-end medical imaging, implantable medical device, and invitro diagnostics," Wang says. ■



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