

Medtech startup Tetrus inks distribution agreement in New Zealand to expand presence in APAC market

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Alpha Medical will have exclusive distribution rights for Tetrus EnFix demineralised bone fiber implants



US-based startup Tetrus, Inc., focused on bone-to-tendon healing following orthopedic surgery, has announced the signing of a new distribution agreement with Alpha Medical, a well-established distributor in New Zealand.

Additionally, Dr Craig Ball, a pre-eminent shoulder surgeon in New Zealand has agreed to join Tetrus' Clinical Advisory Board. These strategic partnerships will expand existing distribution of Tetrus products already fully commercialised in the US, and in Australia by Australian Biotechnologies, to now include distribution in New Zealand with Alpha Medical.

As part of the agreement, Alpha Medical will have exclusive distribution rights in New Zealand for the Tetrus EnFix demineralised bone fiber implants intended for enthesis repair in shoulder, elbow, hip, knee and ankle procedures. Alpha Medical has an extensive range of high-quality, innovative products and an experienced team committed to providing superior solutions that support successful surgical outcomes and patient recovery.

The EnFix family of allograft products are designed to enhance healing at the enthesis, where failure often occurs. The implants are 100% demineralised bone fiber (DBF), providing osteoinductivity and osteoconductivity, resulting in optimal biologic performance with minimal disruption to current surgical techniques.

This new collaboration marks a key milestone in Tetrous' ongoing global expansion efforts.