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## **nexialist has now arrived in North America and announces the opening of its first subsidiary in Montreal**

As part of its international development, nexialist is delighted to announce its presence in North America. The consulting firm, specialized in regulatory intelligence and compliance for healthcare products, has strategically chosen Montreal as the location for its first subsidiary: nexialist Inc.

By its geographic location and culture, at the interface of Europe and North America, and its ecosystem, full of innovative companies in the life sciences and health technologies, Montreal stands out as the best gateway to the Atlantic for the leadership of nexialist. To support Canadian manufacturers with experts on European regulations and to provide European manufacturers with an access to North American markets are the missions of nexialist Inc.

Alban Gossé, co-founder of nexialist and president of nexialist Inc, explains: "The opening of a subsidiary in Canada is the natural consequence of a strategic reflection on the positioning of nexialist on the North American territory. The first trip to Montreal made by my associates in 2019 gave us the opportunity to discover the local ecosystem, which attracted us, and then a mission organized by La Région Sud at the end of 2020 (Canada Business Meetings) confirmed our first impression. I would like to warmly thank Rising Sud Team, Team France Export Sud PACA, Business France and Big Bang Factory for their support, which allowed us to sign with our first client during this mission."

Regulations on medical devices, in-vitro diagnostics and innovative therapies are constantly changing and becoming more demanding. Compliance has become a major strategic challenge for business leaders.

In this context and by facilitating access to regulations for manufacturers, nexialist participates in medical progress and contributes to making medical innovations accessible to the greatest number of patients. Transforming regulatory requirements into business opportunities and translating regulations into anticipation strategies are the keywords of development for nexialist. Indeed, compliance with regulations should become a real lever to participate in the company's strategy.

According to Alban Gossé: "Of course, we are observing regulatory requirements becoming more and more demanding, but at the same time, there is a trend towards the homogenization of these requirements on a global level. To optimize their processes and to streamline implementation, manufacturers need to take a global approach when it comes to health product compliance. By expanding our presence in major geographical areas, it will allow us to provide our customers with the best possible support."

To meet the needs of manufacturers on these topics, nexialist Inc. will recruit a local team of experts who will work closely with the team in France to offer international expertise to all the clients of the group.

The Montreal subsidiary is headed by Emmanuelle Abarnou. For the past ten years, Emmanuelle has held various positions in R&D, marketing, and operations management in the medical device industry. Since she moved in Montreal in 2015, she has successfully unified teams of collaborators working from France, Canada, and the United States.

"I am very excited about this new project that has been entrusted to me and motivated to spread the expertise of nexialist in this new territory. And it is also the company's culture, at the service of its collaborators who progress together and mutually enrich each other, that I intend to instill in the Montreal team." says Emmanuelle Abarnou, General Manager of nexialist Inc.

## ABOUT NEXIALIST

Founded in 2012, nexialist works with companies in the medical device sector, including in vitro diagnostic and advanced therapy devices. We provide support with any compliance, quality, and regulatory-related challenges as well as product development and commercialization strategy.