

Germany is Europe's leading business location for medical technology and its healthcare system is the largest European market. Revisions of the medical device directive as well as reforms of reimbursement procedures have affected market and patient access as a whole. The workshop on June 9 offers an overview of the German healthcare market structure and focuses on particularities of regulatory affairs as well as reimbursement strategies.

10:00	Welcoming Remarks	Dr. Ilya Hagen Forum MedTech Pharma e.V., Nuremberg
10:15	What medical device companies should know before they enter the German medical device market	Sherille Veira-Schnitzler Hildebrandt GesundheitsConsult GmbH, Hamburg
10:40	The German healthcare system: structure – primary and hospital care	Prof. Dr. Thomas Schlegel Prof. Schlegel & Kollegen, Frankfurt
11:05	A new product on the market and the money flows? Pricing and reimbursement in the German health care market	Dr. Olaf Pirk IMS Health GmbH & Co OHG, Nuremberg
11:30	Direct contracts with healthcare providers – new opportunities for manufacturers	Dr. Christoph Bischoff-Everding Hildebrandt GesundheitsConsult GmbH, Hamburg
11:55 - 13:10	Lunch Break	
13:10	Health Technology Assessments in Germany	Sunya-Lee Antoine Deutsches Institut für Medizinische Dokumentation und Information (DIMDI), Cologne
13:35	CE marking and responsibilities of manufacturers	Dieter Eckert TUV SUD Product Service GmbH, Munich
14:00	Marketing medical devices in Germany – regulatory requirements	Dr. Karin Lübbers YES Medical Device Services GmbH, Friedrichsdorf
14:25	How to translate the foresight into sales	Ernst Mayer medocan, Tüzing
14:50	Discussion	
ca. 15:00	Get together	



International One-on-One

MedTech & Pharma Partnering



Garching/Munich, Germany, June 8, 2011
1 on 1.medtech-pharma.de



Event Notes

- Venue:** Convention Center "Bürgerhaus"
Bürgerplatz 9
85748 Garching/Munich, Germany
- Dates:** **Partnering:** Wednesday, June 8, 2011, 08:30 - 18:00
Evening Reception: Wednesday, June 8, 2011, 18:00
Workshop: Thursday, June 9, 2011, 10:00 - 15:00
- Registration Deadline:** May 16, 2011
- Participation Fees:** **MedTech & Pharma Partnering, June 8**
€ 395,- plus VAT
€ 195,- plus VAT for Forum MedTech Pharma members
The registration fees cover partner matching, catalogue, lunch, refreshments and evening reception.
Workshop: Market Access Germany, June 9
€ 180,- plus VAT
€ 90,- plus VAT for Forum MedTech Pharma members
- Organisation:** Forum MedTech Pharma e.V.
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MedTech & Pharma Partnering

The One-on-One concept offers the opportunity to establish contacts with international companies and institutes in the areas of medicine, medical technology, pharma and relevant suppliers and service providers.

Based on a personal appointment schedule, it will be possible for each participant to discuss future business opportunities in up to 13 prearranged 30 minutes face to face meetings.

Program

- 08:30 Registration, Issue of Conference Documents
- 09:00 Opening Remarks
- 09:30 Cooperation Meetings
- 12:00 Lunch Break
- 13:30 Cooperation Meetings
- 15:30 Coffee Break
- 16:00 Cooperation Meetings

Evening Reception

- 18:00 The Forum MedTech Pharma e. V. cordially invites you to finish the day at the evening reception after the partnering. Take the chance of additional networking in a pleasant and enjoyable ambiance.

Make tomorrow's contacts today!

"I was highly contacted and selected from several component suppliers. I had 14 meetings during the day. My resumé: exhausting, but very effective."
Frank Rottmayer, Siemens Healthcare Sector, Germany

"Congratulation to the Forum MedTech Pharma for this excellent event. Although I registered quite late and initially had only a few talks, I was quite busy all day. The possibility for late stage matching during the day was very useful in order to arrange interesting short-term meetings."
Gregorio Cuevas, Conabio-Gem, Mexico



Review 2009

- 700 meetings
- 175 participants
- 135 companies
- 17 countries



- A** Advisors in Healthcare
AEMtec GmbH
ascendi MEDIZINTECHNIK
AT&S
Australian Trade Commission
awtec AG
- B** Bayerische Forschungsstiftung
Beckman Coulter Genomics GmbH
BIOCRATES Life Sciences AG
BioPark Regensburg GmbH
BIOTRONIK GmbH & Co. KG
BMP Labor für medizinische Materialprüfung GmbH
brunner gmbh
Bühler Motor GmbH
BYTEC Medizintechnik GmbH
- C** CERES GmbH evaluation & research
Corpus-C Design Agentur GmbH
Cyttox biological testing of medical devices
design affairs GmbH
- D** DTU-Nanotech, Tech. Uni. of Denmark
eucatech AG
- E** Fairfax County Economic Development Authority
- F** FINPRO - Finland Trade Center
Fleuchaus & Gallo Partnerschaft
Forum MedTech Pharma e.V.
Fraunhofer IGB
Fraunhofer Institut Photonische Mikrosysteme
Gaudlitz GmbH
Gesundheits-Cluster | Clusterland Oberösterreich GmbH
- H** Horst Scholz GmbH & Co. KG
HTI bio-X GmbH
HUBER+SUHNER GmbH
- I** ID-Design
iFact Inc.
Iftest AG
infoteam Software AG
Innovation Center Denmark
Institut für Mikrotechnik Mainz GmbH
iThera Medical GmbH
- K** KMWE Precision Systems & Precision Components
KWHC GmbH
- L** LAB & Company München GmbH
LEUKOCARE AG
LPKF Laser Electronics AG, Plastic Welding Division
- M** Mechatronic AG
Medidata GmbH
medocon
Metecon GmbH
- N** Netherlands Business Support Office (NBSO)
NTS Group
- P** PANATecs GmbH
Pekago Covering Technology | Pekago Kunststoff
PKCie - Prof. Köpper & Cie Management Consultants
provention gmbh
- R** ras materials GmbH
Ritter GmbH
- S** Sanofi-Aventis Germany GmbH
seleon gmbh
senetics healthcare Dr. Wolfgang Sening
SIBETH Partnerschaft
Siemens AG Healthcare Sector - Strategy
softgate GmbH
Sonntag und Partner
Süddeutsche Feinmechanik GmbH
- T** Tech. Univ of Denmark
TÜV SÜD Akademie
- U** User Interface Design GmbH
- V** Verhaert New Products & Services N.V
ViroLogik GmbH
Volz International
Vratís Ltd.
- W** WILD Gruppe
WILDDDESIGN GmbH & Co. KG
Winicker Norimed GmbH

How to take part

Application:

Complete the application form and create your company profile on the internet at

1on1.medtech-pharma.de

Online database:

With your registration you receive access to the online database and may browse the profiles of all participating companies.

Pre-arranged business meetings:

Convenient search functions allow you to filter through company profiles to match your individual interests and to send your meeting requests. At the same time, you may accept or decline requests from other participants requesting a meeting with you. If possible, we are pleased to arrange additional business meetings on site.

Schedule:

To be best prepared, you will receive your own personal agenda ahead of the event and for efficient postprocessing also a digital catalog of all company profiles and contacts.