

Die Unternehmen der
Medizintechnologie :
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Seminar, Thursday, 28th February 2019
Aesculap Academy, Berlin

Medical device reimbursement in Europe
Reimbursement in France, the UK and
Scandinavia (Sweden with additional
consideration of Norway and Denmark)

Medical device reimbursement in Europe

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28th February 2019 in Berlin

Summary

Topic

Every European country has its distinct development of health care system, different reimbursement logic and particular regulations. In Germany, reimbursement registration is highly regulated and centralized, while in France, the Health Insurance is run by two main funds and a dozen of specific funds, while there are more than hundred funds in Germany. The scope and role of statutory health insurances also vary. For instance, all UK residents receive health care services and products free of charge; while in Germany, only certain services or prescribed products are for free for insured patients. Basically, Scandinavian countries mainly work with tenders.

Even though medical device registration in a certain list or directory is required in all these countries, the procedure, required documentation, fees, validity and resulting reimbursement rates are country-dependent. For manufacturers to familiarize themselves with such peculiarities consumes precious time and effort.

EUMMAN (EUropean Medical Market Access Network) is a network between medical device consultancies, namely Biotecco srl, GloriMed Consulting SAS, UK HealthGateway Ltd, A-net Medmarketconsulting s.c.; Crefact, Gate 88 and BEO BERLIN®. They can be considered as experts in the healthcare industry in Italy, France, the UK, Poland, the Netherlands Scandinavia and Germany, respectively. They are familiar with national registration requirements, have gathered experience in reimbursement and in regulatory affairs. Since 2014, EUMMAN as a network is ready to jointly advice and provide solutions for their clients.

Target audience

This seminar targets medical device manufacturers who would like to sell their products in France, the UK or Scandinavia. Even though similarities exist between German and other European health care systems, for successful market access it is vital to understand them in-depth. It is especially important for new entrants. However, even successful manufacturers can benefit from insights on simpler and quicker processes.

Goal

The aim of this one-day seminar is to familiarize manufacturers with regulatory affairs of certain European countries. France, the UK and Scandinavia are attractive destinations for medical devices. However, demand and marketing research are not enough for successful entry. In order to access the market in an effective and efficient way, manufacturers need to understand and comply with the respective regulations and procedures. Experts from EUMMAN will highlight the most important requirements and keys for success in these countries.

Speakers

- > **Peter Karlstén**, CEO, Gate 88 AB, Skellefteå (Sweden)
- > **Marie Glori Pasquet**, Managing Director, GloriMed Consulting, Saint-Dionisy (France)
- > **Jon Wilks**, Managing Director, UK HealthGateway Ltd, London (UK)

Moderator

- > **Olaf Meyer**, Division Manager Marketing & Sales, BEO BERLIN® – BEO MedConsulting Berlin GmbH, Berlin

Assistance

- > **Anne Zimmermann**, Assistant Department Medical Technical Aids and Wound Dressings – Outpatient Care, BVMed – Bundesverband Medizintechnologie e. V. (German Medical Technology Association), Berlin

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Programme overview

09:45	Coffee reception	14:35	Peter Karlstén Reimbursement in Scandinavia (Sweden with additional consideration of Norway and Denmark) <ul style="list-style-type: none">> Introduction<ul style="list-style-type: none">> Public and private health care system> Market access – reimbursement assessment<ul style="list-style-type: none">> Reimbursement-process and forms> Key requirements for succes> Timescales> Amendments (e. g. price rises)> Questions and answers
10:15	Olaf Meyer EUMMAN introduction: history and members		
10:25	Marie Glori Pasquet Reimbursement in France <ul style="list-style-type: none">> Introduction<ul style="list-style-type: none">> Public and private health care system> Market access – reimbursement assessment<ul style="list-style-type: none">> Reimbursement-process and forms> Key requirements for succes> Timescales> Amendments (e. g. price rises)> Questions and answers	(Ending about 16:05)	
11:55	Lunch break		
12:55	Jon Wilks Reimbursement and Distribution in the UK <ul style="list-style-type: none">> Introduction<ul style="list-style-type: none">> Public and private health care system> Market access – reimbursement assessment<ul style="list-style-type: none">> Reimbursement-process and forms> Key requirements for succes> Timescales> Amendments (e. g. price rises)> Questions and answers		
14:25	Coffee break		

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Registration

Closing date: 22th February 2019

Fax to: +49 (0)30 246 255-78

Name, prename: _____

Position: _____

E-mail: _____

Company: _____

Order number/PO (if necessary): _____

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- YES**, I am interested in further information about activities of BVMed and MedInform and agree to receive them by e-mail.
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Note:

By registering, you consent to the use (print, digital, online) of the photos taken during the event.

Information

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Date

Thursday, 28th February 2019, 09:45 - 16:05

Venue

Aesculap Academy in the Langenbeck-Virchow-House
Room „Robert Koch“ (5th floor)

Luisenstraße 58/59, D - 10117 Berlin

Location: https://germany.aesculap-academy.com/go/?action=AkadVenueData&venue_id=285714

Participation fee

The participation fee amounts 535 € per person plus VAT. The fee includes lunch, drinks and handouts.

The fee as stated in the invoice is payable immediately on receipt of invoice without any deductions.

Registration

Please register before 22th February 2019 on this registration form or online at www.bvmed.de/events.

Please note that registration is required. You will receive a confirmation of registration by E-mail. The number of participants is limited.

Cancellation

Cancellation without costs is possible only in writing until five working days before the date of the seminar.

For cancellations after this deadline the full participation fee is payable.

MedInform reserves the right to change lecturers and/or the programme schedule.

In case of a cancellation of the event, for reasons which are the fault of **MedInform**, the fees paid will be reimbursed. More extensive claims are hereby excluded.

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