



Die Unternehmen der  
Medizintechnologie  
[www.bvmed.de](http://www.bvmed.de)

October 26, 2022  
Online Seminar

## 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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## 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.

The speakers of the seminar are considered to be experts in the healthcare industry in France, the UK and Scandinavia respectively. They are familiar with national registration requirements, have gathered experience in reimbursement and in regulatory affairs.

### Goal

The aim of this 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. The Experts will highlight the most important requirements and keys for success in these countries.

**The Online-Seminar will be held in English.**

### Target group

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.

### Speakers

- > **Martin Glaser**  
Managing Partner  
ValueAdders | Denmark
- > **Peter Karlsten**  
Chief Executive Officer  
Gate 88 AB | Sweden
- > **Marie Glori Pasquet**  
Managing Director  
GloriMed Consulting | France
- > **Jon Wilks**  
Managing Director  
UK HealthGateway Ltd | UK

### Moderator

- > **Juliane Pohl**  
Head of department for outpatient health care  
Federal Association of Medical Technology (BVMed) | Berlin

### Seminar Manager

- > **Heike Bullendorf**  
Head of BVMed Academy  
Federal Association of Medical Technology (BVMed) | Berlin

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## Overview

9:15 a.m.	Registration and technical Check	12:30 a.m.	lunch break
9:30 a.m.	Juliane Pohl <b>Welcome and opening</b>	1:30 p.m.	Peter Karlstén <b>Reimbursement in Sweden and Norway</b> <ul style="list-style-type: none"><li>&gt; Introduction</li><li>&gt; Public and private health care system</li><li>&gt; Market access – reimbursement assessment</li><li>&gt; Reimbursement-process and forms</li><li>&gt; Key requirements for succes</li><li>&gt; Timescales</li><li>&gt; Amendments (e. g. price rises)</li></ul>
9:40 a.m.	Marie Glori Pasquet <b>Reimbursement in France</b> <ul style="list-style-type: none"><li>&gt; Introduction</li><li>&gt; Public and private health care system</li><li>&gt; Market access – reimbursement assessment</li><li>&gt; Reimbursement-process and forms</li><li>&gt; Key requirements for succes</li><li>&gt; Timescales</li><li>&gt; Amendments (e. g. price rises)</li></ul>	2:50 p.m.	break
11:00 a.m.	break	3:00 p.m.	Martin Glaser <b>Reimbursement in Denmark</b> <ul style="list-style-type: none"><li>&gt; Introduction</li><li>&gt; Public and private health care system</li><li>&gt; Market access – reimbursement assessment</li><li>&gt; Reimbursement-process and forms</li><li>&gt; Key requirements for succes</li><li>&gt; Timescales</li><li>&gt; Amendments (e. g. price rises)</li></ul>
11:10 a.m.	Jon Wilks <b>Reimbursement and Distribution in the UK</b> <ul style="list-style-type: none"><li>&gt; Introduction</li><li>&gt; Public and private health care system</li><li>&gt; Market access – reimbursement assessment</li><li>&gt; Reimbursement-process and forms</li><li>&gt; Key requirements for succes</li><li>&gt; Timescales</li><li>&gt; Amendments (e. g. price rises)</li></ul>	4:30 p.m.	End

**Registration open until October 25, 2022**  
online | [www.bvmed.de/reimbursement2022](http://www.bvmed.de/reimbursement2022)

Participation is only possible with prior registration. You will receive a registration confirmation by email.

### Dial-in data

Participants will receive the access data by email no later than 2 days before the conference will start.

**Participation fee**  
Per person plus statutory VAT

**420.00 euros** | BVMed Member  
**490.00 euros** | Non-Member

Conference documents are included. The participation fee is due after receipt of the invoice without any deductions.

### Cancellation

Cancellation free of charge is possible no later than 5 days before the conference will start.

### Organizer

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