

Die Unternehmen der  
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Online Seminar  
**November 11, 2026**

## **Medical device reimbursement in France, the UK and Scandinavia**

# Medical device reimbursement in France, the UK and Scandinavia

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## 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.

## Goals

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.

## 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

## Seminar Manager

- > **Tina Wilke**  
Consultant BVMed Academy  
Federal Association of Medical Technology (BVMed) | Berlin

The Online-Seminar will be held in English.

### Registration open until November 10, 2026

online | [www.bvmed.de/reimbursement2026](http://www.bvmed.de/reimbursement2026)

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 online seminar will start.

### Cancellation

Free cancellation is possible up to 5 working days before the webinar starts. After that, the full participation fee is due even in case of non-attendance. Our »Terms and Conditions for Participation and Cancellation« apply.

### Participation fee

The participation fee is due after receipt of the invoice without any deductions.

### BVMed Member

**425.00 Euro | per person | excl. VAT**  
505.75 Euro | per Person | incl. VAT

### Non-Member

**495.00 Euro | per Person | excl. VAT**  
589,05 Euro | per Person | incl. VAT

Seminar documents are included.

### Organizer

BVMed Academy  
c/o Federal Association of Medical Technology (BVMed) e.V.  
Georgenstraße 25 | 10117 Berlin  
Tel. | +49 30 246255-0  
[www.bvmed-akademie.de](http://www.bvmed-akademie.de)

The BVMed Academy reserves the right to change lecturers and / or postpone or change the program sequence. If an event has to be canceled for reasons for which the BVMed Academy is responsible, only participation fees that have already been paid will be reimbursed. Further claims are excluded.

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## Agenda

9.15 a.m.	Registration and technical Check	12.30 a.m.	Lunch break
9.30 a.m.	<b>Welcome and opening</b>	1.30 p.m.	Peter Karlstén <b>Reimbursement in Sweden and Norway</b>
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>		<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>
	> Questions and answers	2.50 p.m.	Break
11.00 a.m.	Break	3.00 p.m.	Martin Glaser <b>Reimbursement in Denmark</b>
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>		<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>
	> Questions and answers	4.30 p.m.	End