

Die Unternehmen der
Medizintechnologie :
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Seminar, Thursday, 13th October 2016
Aesculap Academy, Berlin

Medical device reimbursement in Europe Reimbursement in France, Italy and the UK

Medical device reimbursement in Europe

Reimbursement in France, Italy and the UK

13th October 2016 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 Italy it is more regional. In France, the Health Insurance is run by three main funds and, in addition, around eleven smaller 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.

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 Bioteco srl, GloriMed Consulting SAS, UK HealthGateway Ltd, Medmarketconsulting s.c. and BEO BERLIN®. They can be considered as experts in the healthcare industry in Italy, France, the UK, Poland 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 Italy. 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 Italy, as the biggest European markets, 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 the three countries.

Speakers

- > **Marie Glori Pasquet**, Managing Director, GloriMed Consulting, Saint-Dionisy, France
- > **Raffaella Tommasini**, Business Developer, Bioteco srl, San Felice, Italy
- > **Jon Wilks**, Managing Director, UK HealthGateway Ltd, London, UK

Moderator

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

Assistance

- > **Antje Möller**, Assistant unit health insurance, BVMed Bundesverband Medizintechnologie e. V. (German Medical Technology Association), Berlin

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Programme overview

- 09:45 a.m. Coffee reception
- 10:15 a.m. Olaf Meyer
EUMMAN introduction: history and members
- 10:25 a.m. Marie Glori Pasquet
Reimbursement in France
 - > **Introduction**
 - > French healthcare market
 - > Medical device market in France
 - > **Market access – reimbursement assessment**
 - > Reimbursement methods
 - > Medical technology assessment
 - > Setting tariffs and prices
 - > Recommendations for new market entrants
 - > **Questions and answers**
- 11:55 a.m. Lunch break
- 12:55 p.m. Raffaella Tommasini
Reimbursement in Italy
 - > **Introduction**
 - > Medical device market in Italy
 - > Public and private health care system
 - > **Banca Dati and Repertorio**
 - > Italian national registration
 - > CND code
 - > Labelling
 - > **Tariffario Nazionale: "uno, nessuno e centomila"**
 - > Reimbursement process
 - > Key success factors
 - > **Questions and answers**
- 14:25 p.m. Coffee break
- 14:35 p.m. Jon Wilks
Reimbursement in the UK
 - > **Introduction**
 - > National Health Service
 - > **How to apply for reimbursement as a manufacturer**
 - > Process and forms
 - > Key requirements for success
 - > Timescales
 - > Amendments (e. g. price rises)
 - > **What to do if – reimbursement granted / not granted / refused**
 - > **Case studies**
 - > **Questions and answers**

(Ending about 16:05 p.m.)

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Registration

Closing date: 6th October 2016

Fax to: +49 (0)30 246 255-55

Name, prename: _____

Position: _____

E-mail: _____

Company: _____

Order number/PO (if necessary): _____

Contact partner: _____

Street _____

Postcode/city: _____

Telephone number: _____

Facsimile number: _____

E-Mail address: _____

Date, signature: _____

You may object the use of your data, at any time, without anything other than the transmission costs according to the basic rates arising for this.

Information

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Date

Thursday, 13th October 2016, 09:45 a.m. - 16:05 p.m.

Venue

Aesculap Academy in the Langenbeck-Virchow-House

Room "Robert Koch" (5th floor)

Luisenstraße 58/59, D - 10117 Berlin

Phone: +49 (0)30 51 65 12 0

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E-mail: info@aesculap-akademie.de

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

(How to find us in Berlin)

Participation fee

The participation fee amounts 515 € 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 6th October 2016 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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c/o Bundesverband Medizintechnologie e. V.

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