



UNITED BY PURPOSE

UNITED BY MEDTECH

OCTOBER 5-7, 2020 | TORONTO, ONTARIO



Powered by  AdvaMed



AdvaMed

Advanced Medical Technology Association

- Leading medtech trade association in Washington, D.C.
- Global presence
- 400 member companies, ranging from the largest to smallest medtech innovators and producers
- All medtech sectors represented, including diagnostics, digital health, cardiovascular, orthopedics, dental health, and more
- Focus areas: policy, regulation, SME support, trade, market access, educational events



THE MEDTECH CONFERENCE 2020

- October 4-7, 2020
- Metro Toronto Convention Centre (MTCC), Toronto, Canada
- Premier, global gathering of medtech leaders
- 3.5 days of abundant educational, networking, showcasing and business development opportunities

BY THE **NUMBERS**

With **3,000** attendees representing nearly **40** countries around the world, The MedTech Conference is a must-attend event for the industry's prominent and most promising companies.

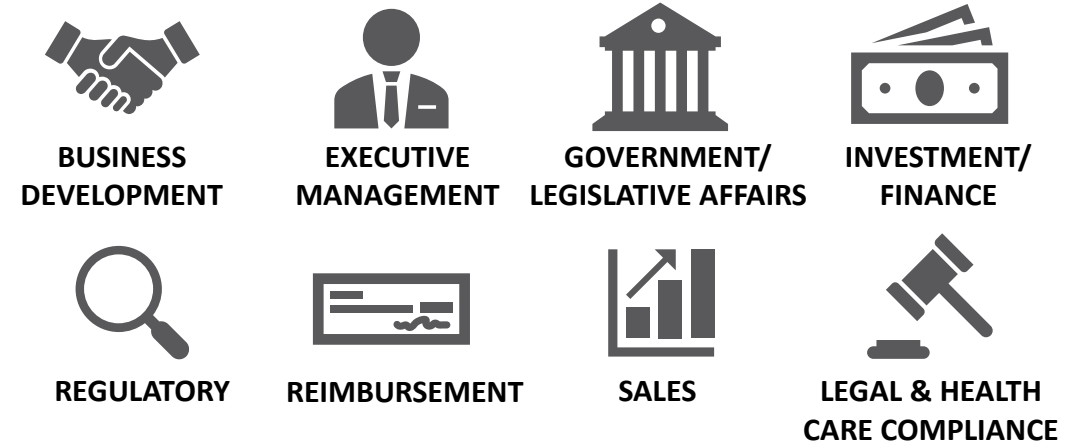
INDUSTRY SECTORS

SURGICAL NEUROLOGICAL Dental OPTHALMIC
SOFTWARE Radiation Therapy WOMEN'S HEALTH Cybersecurity
DIABETES Capital Equipment **CARDIOVASCULAR**
VASCULAR **ORTHOPEDIC** Infectious Disease
DIGITAL HEALTH Metabolic Disease/Obesity
CANCER/ONCOLOGY Nutrition Products IMAGING Blood
Information Security **DIAGNOSTICS** WOUND HEALING

NEARLY 60%
OF OUR ATTENDEES ARE
EXECUTIVE LEADERS



JOB FUNCTIONS



ACCESS TO **INDUSTRY LEADERS**



CROSS-CUTTING **EDUCATION**

CYBERSECURITY **DIAGNOSTICS** Value **EU MDR/IVDR**

INNOVATION Capital Formation **STANDARDS** Digital Health **ROBOTICS**

TRADE Coverage **CLINICAL TRIALS** **TENDERING**

IMDRF Case for Quality **PERSONALIZED MEDICINE**

REAL-WORLD EVIDENCE Digital Transformation **DATA** **UDI**

SOFTWARE Machine Learning **M&A** Strategic Partnerships **AI**

510(K) Inspections **ADVAMED CODE OF ETHICS**

POWERFUL **PLENARIES**



DYNAMIC **EXHIBITS**

Explore more than **150** companies and **6** presentation stages.

- CEOs Unplugged Stage
- MedTech Innovator Showcase
- Innovation Pavilion
- Patient Pavilion
- Solutions Showcase
- MedTech Exec Talks





EXHIBIT / SPONSOR **OPTIONS**

- Make an impact!
- Showcasing and visibility opportunities available at www.themedtechconference.com
- Contact Cassy Pristas, cpristas@advamed.org for details

PAST INTERNATIONAL **SPONSORS & EXHIBITORS**

Australia

Belgium

Canada

China

Costa Rica

Finland

France (Rhone-Alps)

Ireland

Israel

Netherlands

U.K.

...and more



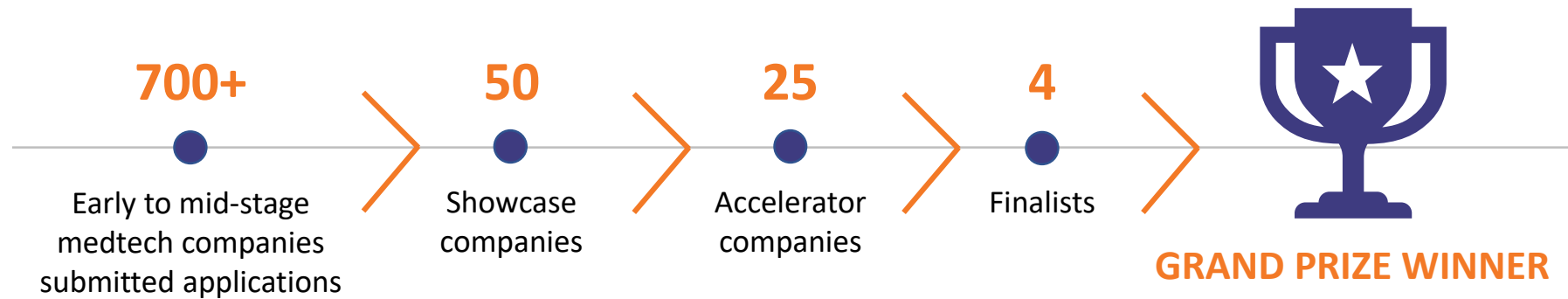
VALUABLE CONNECTIONS

One-on-one partnering powered by

**MEDTECH
CONNECT**



EMERGING COMPANIES



SMEs, INVESTORS & CORPORATE BUSINESS **DEVELOPMENT**

Accel Leadership Seminar

Business Development / Finance Panels

- Case studies, best practices, new models for financing & collaboration

Strategic Investor Speed Networking

- Corporate BD execs & equity investors meet with the 50 MedTech Innovator Showcase companies

Innovation Pavilion





INTERNATIONAL **DELEGATIONS**

- 39 countries in 2019
- 20% of total attendance
- Dedicated assistance for international delegations
- Contact Caroline Ruggieri, cruggieri@advamed.org for details



INTERNATIONAL PROGRAMS 2019

- U.S. Market Access Seminar
- International Reception
- Opening Super-Session
- China program / dinner
- LatAm sessions / reception
- Country presentations
- Global Health Award
- Site visits post-conference

DELEGATION ORGANIZERS: **YOUR OPPORTUNITIES**

- Showcase the best of medtech in your region
- Attract inward investment
- Help your companies identify collaborators or investors to advance their business and market access goals
- Bring high-level public officials for visibility & networking opportunities
- Benefit from international delegation registration discounts for you and your delegates

SHOWCASING **OPTIONS**

- Exhibit / sponsor
- “Export Café”
- Pre-conference promotional support
- Strength in numbers!

REGISTRATION **OPTIONS**

	FULL ACCESS		EXHIBIT PROGRAM PASS	
	Early Bird Rate	Standard Rate	Early Bird Rate	Standard Rate
Member Less than \$100M	\$1,195	\$1,395	\$695	\$795
Member Over \$100M	\$1,995	\$2,195	\$695	\$795
Member Non-Manufacturer	\$2,095	\$2,295	\$695	\$795
Non-Member Less than \$100M	\$1,495	\$1,695	\$695	\$795
Non-Member Over \$100M	\$2,295	\$2,495	\$695	\$795
Non-Member Non-Manufacturer	\$2,395	\$2,595	\$695	\$795
Government/Academic/Nonprofit/Hospital/Investor	\$1,195	\$1,395	\$695	\$795
Plenary Sessions	✓		✗	
MedTech Connect Partnering	✓		✗	
Education Program – 80+ Sessions	✓		✗	
MedTech Innovator Showcase	✓		✓	
Exhibit Hall with six presentation stages, including CEOs Unplugged and MedTech Exec Talks	✓		✓	

Visit themedtechconference.com for more information.

REGISTRATION DISCOUNTS FOR **INTERNATIONAL DELEGATIONS**

- Flat-fee for members of official international delegations
- Option for pre-paid bulk purchase
- Discount also available for individual (non-North American) delegates



ARRIVE EARLY, **STAY LATE!**

- Site visits / facility tours in Western Canada (TBD)
- Market Access Seminar on Sunday, October 4 at the Metro Toronto Convention Centre.
- Site visits / facility tours in Toronto, Ontario and Montreal, Quebec on Thursday & Friday, October 8-9.



NEXT **STEPS**

- Block your calendar for the week of October 4-9 (Sunday through Friday)
- Download our international brochure from www.themedtechconference.com (International Delegations tab)
 - Distribute to your in-country medtech community to solicit interest & participation
- Contact Caroline Ruggieri to discuss delegation participation & support
- Connect with our local (Canada-wide) hosts
- Plan for the long-term:
 - In 2021, the conference will be held in Minneapolis, Minnesota, USA
 - Alert your counterparts from consulates / trade offices in Minneapolis that you are working with us this year and invite them to come to the conference to see it first-hand

THANK YOU!

Caroline Ruggieri

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