



SEPTEMBER 23-25, 2019

BOSTON CONVENTION AND EXHIBITION CENTER
 BOSTON, MA

themedtechconference.com | @MedTechCon

INTERNATIONAL DELEGATIONS

With **3,000** attendees representing more than **30** countries around the world, The MedTech Conference is the annual must-attend event to advance your growth goals.

ESTABLISH new market opportunities

ATTRACT R&D financing

FIND partners

LEARN from leading peers

SEE the cutting-edge pipeline

SHOWCASE your competitive advantage

WHY ATTEND

INDIVIDUAL DELEGATES:

- ✓ Learn how to access the U.S. market
- ✓ Find partners and attract capital
- ✓ Showcase your technology pipeline
- ✓ Engage in research/tech transfer discussions

DELEGATION ORGANIZERS:

- ✓ Showcase the best of medtech in your region
- ✓ Attract inward investment
- ✓ Help your delegates identify and find partners

MAXIMIZE YOUR PARTICIPATION

ORGANIZE A PAVILION:

- ✓ Showcase the strengths and advantages of doing business in your country or region
- ✓ Highlight the incentives your country or region offers
- ✓ Display cutting-edge technologies and technology pipelines

BRING GOVERNMENT DECISION-MAKERS:

- ✓ Engage in substantive dialogue with the global medtech sector
- ✓ Learn from your counterparts about successful strategies to increase the competitiveness of your country or region
- ✓ Hear real stories from patients about the impact and value of medtech innovation

BENEFIT FROM...

UNPRECEDENTED ACCESS TO THE WORLD'S MOST IMPORTANT MEDTECH INNOVATORS!

- ✓ Connect with CEOs, corporate business development executives, tech transfer officers and financiers
- ✓ Arrange one-on-one partnering meetings using the MedTech Connect platform
- ✓ Participate in SME programs including MedTech Innovator, AdvaMed Accel Leadership Forum, investor networking and more
- ✓ Attend sessions addressing everything you need to know to get your products to market quickly and efficiently

FOR MORE INFORMATION, PLEASE CONTACT:

Caroline Ruggieri | Director of International Programs | +1.240.441.4128 | cruggieri@advamed.org

REGISTRATION

Options

INTERNATIONAL DELEGATION REGISTRATION OPTIONS:

- Official international delegations — regional or national groups of five or more persons organized by government or other organizing entity — may take advantage of registration discounts for your delegates.
- International delegation organizers are encouraged to consider the pre-paid bulk registration purchase for the maximum discount available.
- Individual registrants from countries that do NOT have an official delegation may also be eligible (see below).
- Not sure if your country or region has an official delegation? Contact Caroline Ruggieri, cruggieri@advamed.org.

PRE-PAID BULK REGISTRATIONS FOR OFFICIAL DELEGATION ORGANIZERS:

- Contact Caroline Ruggieri to indicate the number of registrants in your group. A unique code will be assigned for members of your delegation to receive a full-access registration at no charge (this will include access to the MedTech Connect partnering system).
- You, as the delegation organizer, will receive an invoice for a flat fee of \$1,000 for each registrant who uses your code. One invoice, one payment made to AdvaMed!
- This fee reflects the emerging company, AdvaMed member, early fee, less 15%.

INTERNATIONAL DELEGATION DISCOUNT:

- Members of your delegation will receive a flat fee of \$1,075.
- Registrants MUST be part of an official delegation.
- This fee reflects the emerging company, AdvaMed member, early fee, less 10%.

INDIVIDUAL NON-U.S. PARTICIPANTS:

- If you are NOT part of an official delegation, you can still take advantage of a discounted fee by contacting Caroline Ruggieri.
- You will receive a 10% discount code off the prevailing full-access registration fee.
- You are encouraged, however, to contact your regional or national investment promotion and/or trade office to encourage an official delegation — this would make you eligible for the special discount options listed above!

FOR MORE INFORMATION, PLEASE CONTACT:

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THE
MEDTECH
CONFERENCE

Powered by  AdvaMed

Attendee

DEMOGRAPHICS

JOB TITLES

NEARLY 60%
OF OUR ATTENDEES ARE C-LEVEL/
EXECUTIVE LEADERS



INDUSTRY SECTORS

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

JOB FUNCTIONS



**BUSINESS
DEVELOPMENT**



**EXECUTIVE
MANAGEMENT**



**GOVERNMENT/
LEGISLATIVE AFFAIRS**



**INVESTMENT/
FINANCE**



REGULATORY



REIMBURSEMENT



SALES



**LEGAL & HEALTH CARE
COMPLIANCE**

Massachusetts **A MEDTECH** **POWERHOUSE**



More than **1,800** life sciences companies, including **300+** device makers



TOP-TIER RANKINGS for device exports, patents, employment and VC funding

Nearly all of the largest medtech firms have a presence in Massachusetts:

22
R&D
locations

15
Manufacturing
locations

10
Headquarters
or division
headquarters

4
Investment
fund
locations

4
Innovation
centers

These are just a few of the top medtech companies that make Massachusetts their home:

- Boston Scientific Corp.
- DePuy Synthes Cos. of Johnson & Johnson
- Philips Healthcare
- Smith & Nephew Inc.
- Thermo Fisher Scientific
- Waters Corp.

The nation's most prominent research hospitals are all in Massachusetts:

- Mass General
- Harvard Medical School
- Dana-Farber
- Boston Children's
- And others...with nearly \$3 billion in NIH funding