

Company Presentation FAQs

What is a Company Presentation and who can apply?

Company Presentations are 9-minute podium presentations, typically given by the CEO or a senior executive of the company, to showcase the company's technology, business objectives, and investment and partnership goals. Medtech manufacturer startups and small companies up to commercial-stage companies can apply. Selected companies gain visibility with industry leaders, strategics, investors, and other potential partners attending The MedTech Conference.

**Service providers are not eligible for Company Presentations. We encourage service providers to explore the Solutions Showcase sponsorship and to contact sales@advamed.org for more information.*

What is the deadline for submitting a Company Presentation application?

This application deadline is August 19, 2026, or until all presentation slots are filled.

Do I need to register for The MedTech Conference to give a company presentation and is there a company presentation fee?

If you are approved, there is a \$1,500 company presentation fee and an invoice with payment instructions will be provided. You must also purchase either an All-Access registration or a Medtech Campus pass. (Note: The Medtech Campus pass does not include access to the messaging and partnering features of the conference app.)

When will I find out if I've been accepted for a company presentation slot?

We will review and accept company presentations beginning May 4 and then on a rolling basis. If you submit after May 4, please allow two weeks from your submission date to receive a response.

What should I include in my Company Presentation?

Presentations should clearly articulate your value proposition and investment or partnership opportunity within the 9-minute timeframe. Suggested slide content includes:

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| 1. Company Overview – Vision, mission, and value proposition | 7. Go-to-Market Strategy |
| 2. Problem Statement – Unmet clinical or market need | 8. Competitive Landscape |
| 3. Your Solution - Product/Technology overview | 9. Traction and Milestones |
| 4. Clinical and Regulatory Strategy | 10. Financial Overview and Funding Needs |
| 5. Market Opportunity | 11. Leadership Team and Expertise |
| 6. Business Model | 12. The Ask |
- *suggested 20 slides maximum*



If accepted for a Company Presentation, what are the next steps and on-site logistics?

- You will receive a confirmation email and must confirm your participation within one week.
- A speaker toolkit will be distributed this summer outlining key tasks, key deadlines, and instructions for submitting your presentation in advance of the conference.
- Company Presentations are 9 minutes and strictly timed.
- Company Presentations are not recorded.
- Company Presentations will take place on the Innovation Pavilion stage in the Medtech Campus.
- Presentation slots will be scheduled on Monday, October 19th, Tuesday, October 20th, or Wednesday, October 21st. The final schedule will be shared this summer.
- Presentations are operated from the AV/technical desk. The stage set-up includes:
 - Podium
 - Two 85" audience-facing video monitors
 - Confidence monitor
 - Countdown timer
 - Slide advancer

Who can I contact with questions and for more information?

For specific company presentation questions, contact Beth Perkins at bperkins@advamed.org.

For general application questions, contact program@advamed.org.