

THE MEDTECH CONFERENCE

2020 GLOBAL OPPORTUNITIES



Powered by  AdvaMed

OCTOBER 5-7, 2020 | TORONTO, ON

ADVANCE YOUR GROWTH GOALS

Every year, thousands of medical technology professionals gather at The MedTech Conference for three days of educational programming, partnering, exhibits and networking.

- » **ESTABLISH** new market opportunities
- » **ATTRACT R&D** financing
- » **FIND** partners
- » **LEARN** from leading peers
- » **SEE** the cutting-edge pipeline
- » **SHOWCASE** your competitive advantage



3,300+
ATTENDEES



39
COUNTRIES

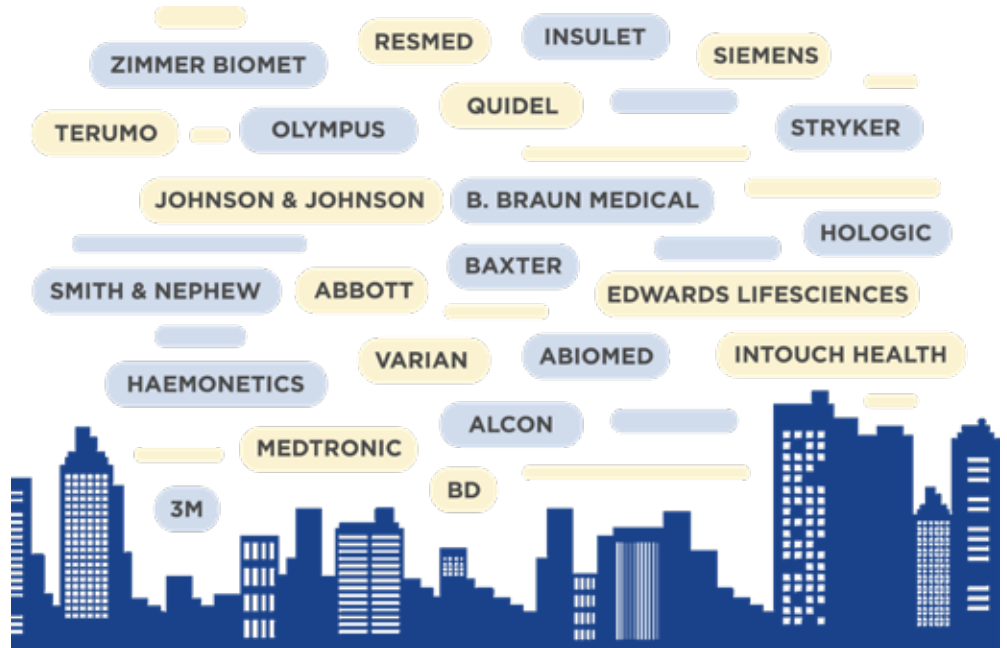
20+ INDUSTRY SECTORS

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





1,400+ PARTICIPATING COMPANIES, INCLUDING



HEAR FROM PAST CONFERENCE ATTENDEES



STÉPHANIE GAUTREAU
Eurasanté

[PLAY VIDEO](#)



TOUFIC AZAR
MEACOR

[PLAY VIDEO](#)

DELEGATION ORGANIZERS

The MedTech Conference welcomes international delegations from nearly 40 countries around the world.

- » 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
- » Benefit from international delegation registration discounts for you and your delegates

THE MEDTECH CONFERENCE MEANS SUCCESS!

“Taiwan’s Ministry of Science and Technology Deputy Director-General Chun-Yi Tu first brought twelve biomedical startups to MedTech Conference 2019 in Boston... During the exhibition, the teams received a total of 180 appointments with major medical manufacturers and academic institutions from around the world. **The teams received orders totaling \$120 million US dollars through Advamed, opening business opportunities across the global market.**”

“MedTech Conference organizer Advamed has great influence in the biomedical industry due to its connections with 80 top-tier medical manufacturers and 400 key members. The 12 startup teams from Taiwan Tech Arena (TTA), that collaborated with Taiwan Startup Institute (TSI) and the Biomedical Industrial Innovation Promotion Program, received significant attention during the exhibition.”

Taiwan Tech Arena | Sept. 29, 2019

SHOWCASING OPTIONS FOR DELEGATIONS

- » Organize a pavilion in the Exhibit Hall
- » Stand out in the crowd! Become a conference sponsor to position your organization or region, enhance your visibility and access your target audience. Contact Cassy Pristas at cpristas@advamed.org for sponsorship information.
- » Tell your story: present your region’s major incentives to invest during a special “Discover Global Markets” program within the Exhibit Hall.

ARRIVE EARLY, STAY LATE

Plan to attend the U.S. Market Access Seminar on Sunday, October 4 at the Metro Toronto Convention Centre. Facility tours and business events in Montreal, Quebec and Greater Toronto, Ontario will be offered to delegations. Stay tuned to themedtechconference.com for updates.

Contact Caroline Ruggieri at cruggieri@advamed.org for tailored assistance and suggestions on how best to plan your participation at The MedTech Conference.



EDUCATION & BUSINESS DEVELOPMENT

The MedTech Conference fosters an environment that helps propel emerging and early growth medical technology companies to success. The following are just a few of the sessions presented at the conference in 2019.

- » [Revolutionizing the Silver Economy](#)
- » [U.S. Market Access Seminar](#)
- » [Delivering Great Care and Technology Transformation in the World's Largest Integrated Health System](#)
- » [Value Based Care: Lessons and Learnings in LATAM Impacting the MedTech Industry](#)
- » [China Market Access Updates – Regulatory, Clinical, Reimbursement and IP](#)
- » [International Digital Health: Perspectives on Data, Partnerships and Scaling Internationally](#)
- » [MDR/IVDR - What Now?](#)



CONNECT, MEET & COLLABORATE

- » Connect with CEOs, corporate business development executives, tech transfer officers and financiers.
- » Set up one-on-one meetings with potential investors and key stakeholders through MedTech Connect, a networking platform to search for attendees and request meetings based on mutually available times.
- » Participate in SME programs including MedTech Innovator, AdvaMed Accel Leadership Seminar, investor networking and more.

REGISTRATION OPTIONS



INTERNATIONAL DELEGATIONS

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.

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%.

PRE-PAID BULK REGISTRATION

- » 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%.

INDIVIDUAL NON-NORTH AMERICA PARTICIPANTS

Individual registrants from countries that do NOT have an official delegation 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 agency and/or trade office to encourage your government to organize an official delegation.

Not sure if your country or region has an official delegation? Contact Caroline Ruggieri at cruggieri@advamed.org.

For more information on global opportunities at The MedTech Conference, visit themedtechconference.com/international.