



MedFIT

Fostering Innovation in medTech

The European partnering event
for innovation partnerships and investment rounds
in the MedTech, diagnostic and digital health sectors

AGENDA



September
15th & 16th
2020

—
GRENOBLE, France

—
4th edition

MEDFIT

at a glance

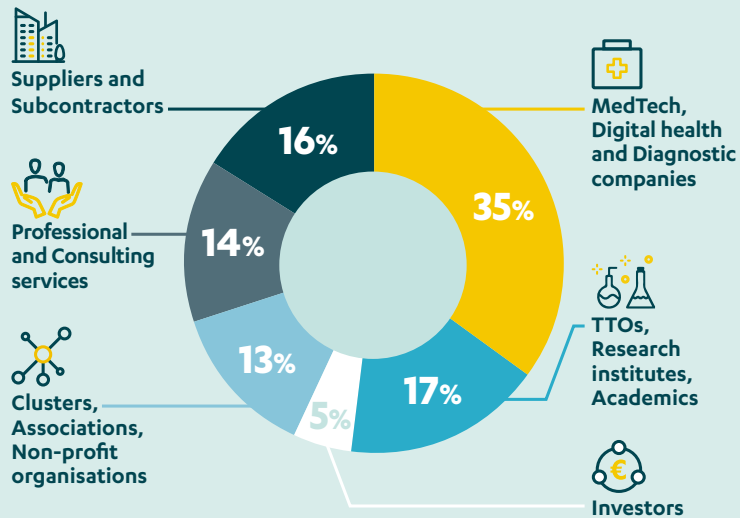
MedFIT is your opportunity to connect with international key innovators in the **MedTech, diagnostic and digital health sectors**. As the **leading European partnering event**, MedFIT provides the ideal environment for academic and industrial actors to:

- Build partnerships
- Source innovative and competitive early-stage R&D projects
- Facilitate the emergence of collaborative projects
- Increase licensing opportunities
- Obtain funding and facilitate market access

 **750+** Delegates

 **25+** Countries represented

WHO WILL YOU meet?



STEERING committee

INDUSTRY



Stig Visti Andersen
CEO
Magnisense



Xavier Bertrand
Vice President EMEA
Healthcare Services & Alliances
Boston Scientific



Franz Bozsak
CEO & Co-Founder
Senseo



Ravi Chana
Head of Business Development
Roche Diagnostics



Ulf Hengstmann
Digital Innovation Manager
Bayer Business Services



Mike Karim
CEO
Oxford Endovascular



Daniel Kroiss
Vice President of R&D
MicroPort CRM



Stéphane Lavallée
President
Surgivisio



Antonin Marcault
New Business Development and Innovation Manager
Philips



Hervé Monchoix
Strategic Innovation Leader
Becton Dickinson



Nicolas Ploquin
CEO
Unilabs France



Cécile Réal
CEO
Endodiag



Rogier Receveur
Sr. Engineering Manager,
Bakken Research Center
Medtronic



Nils Reimers
R&D Manager
Stryker



Simon Turner
EU Scouting
Baxter

ACADEMIA, TECHNOLOGY TRANSFER OFFICES



David Aubert
MEDTEG Business Developer
Ghent University



Remke Burie
Operations Director,
Technical Medical Centre
University of Twente



Josephine Dixon-Hardy
Director of Medical
Technology Innovation
University of Leeds



Caroline Dreyer
President
SATT Conectus



Terry Gourlay
Head of Department,
Biomedical Engineering
University of Strathclyde



Abhay Pandit
Scientific Director
CURAM

INVESTORS



Frank Bulens
Partner
Imec.xpand



Anke Caßing
Investment Manager
High-Tech Gründerfonds



James Greene
Advisor
Seroba Lifesciences



Joseph Nathan
Director New Ventures
Alfred Mann
Institute at the Technion

ASSOCIATIONS, CLUSTERS & LAW FIRMS



Marco Pintore
General Manager
BioValley France



Florent Surugue
Economic Development
and SMEs Director
SNITEM



Cécile Théard-Jallu
Partner Attorney
De Gaulle Fleurance & Associés



Grégory Vernier
Executive Director
MEDICALPS



Etienne Vervaecke
General Manager
Eurasanté & Clubster NHL

THEY trust us

MEDTECH, DIGITAL HEALTH AND DIAGNOSTIC COMPANIES

Baxter Healthcare | Bayer | Becton Dickinson |
Bluehealth Innovation Centre | Boston Scientific | GE Healthcare |
Guerbet | Johnson & Johnson | Macopharma | Medtronic |
MicroPort CRM | Roche Diagnostics | Sensome | Urgo...

TTOS, RESEARCH INSTITUTES & ACADEMICS

CHU Grenoble | Cluster Lombardo Scienze della Vita | EIT Health |
France Innovation | Innov'Health | Lifetech.brussels | SATT Linkium |
LISA Life Science Austria | OuluHealth | Porteghal | SNITEM |
Technion Technology Transfer | University of Ghent |
University of Greenwich | World Trade Center Twente...

INVESTORS

AXA Venture | Asabys Partners | BPI France | High-Tech Grunderfonds
| Imec.Xpand | NLC Ventures BV | Omnes Capital | Seroba Life Sciences
| Seventure Partners | Supernova Invest | Truffle Capital...

CROS, CONSULTING FIRMS & PROFESSIONAL SERVICES

Elemed | Eurofins | FGK Clinical Research | Freemind Consultants |
ICOSA | IQVIA | JA Kemp | Lumeon | Mazars |
Minnetronix Medical | NAMSA | SGS...

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 EIT Health is supported by the EIT,
a body of the European Union

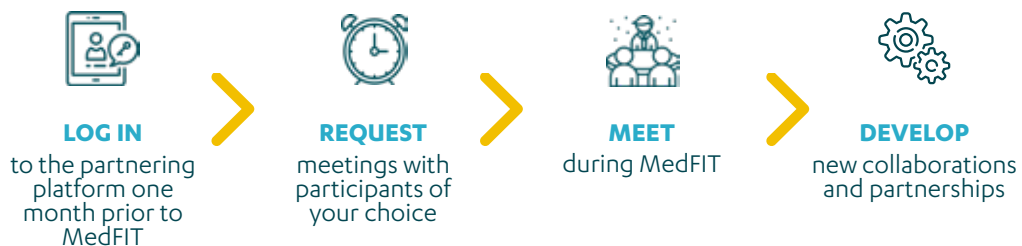


ONE-TO-ONE meetings

The MedFIT partnering activity is the best way to **identify and connect** with potential business, research and financial partners.

48H TO MEET YOUR FUTURE PROJECT PARTNERS, OBTAIN FUNDING AND ACCELERATE INNOVATION

How to organise your meetings?



The partnering platform is powered by: 

TECHNOMED party

Keep on networking during the Technomed Party at the Fort de la Bastille, located in the heart of Grenoble!

Tuesday, September 15th | From 6.30 pm

Programme: NETWORKING | MUSIC | DANCING | COCKTAILS | PHOTOBOOTH



WOULD-BE CEO

Are you a MedTech entrepreneur seeking a project?

Do you have projects needing a CEO?

As talented CEOs are frequently sought-after by many stakeholders of the MedTech industry, to both launch and drive new companies to success, this Would-be CEO session will bring together representatives of emerging start-ups, technology transfer offices, incubators and investing networks as well as CEOs and would-be CEOs to address this important issue.

Any **MedTech entrepreneur** looking for a project to get involved in is welcome to join MedFIT and particularly the Would-be CEO session. Any **incubator** or **tech transfer entity** looking for an entrepreneur to lead their start-up projects is also welcomed to join.

Wednesday, September 16th | 12.30 pm - 2.00 pm

Would-be CEO talk & lunch: How to source the right talents for an early-stage company?

1/ Panel discussion

How to identify and retain talents with the necessary soft skills and technical expertise to drive growth and innovation? How to find the right co-founders? Which networks to activate?

Hear from start-up management savvy experts and receive feedback and best practices.

2/ Networking time

This networking moment will be the occasion to establish collaborations between future entrepreneurs and projects in need of CEOs.

INVESTOR lunch



MedFIT has the pleasure to organise an Investor Lunch on September 15th.

Tuesday, September 15th | 12.45 pm - 2.00 pm

This dedicated lunch will offer the opportunity to investors to discuss early-stage investment trends and exchange on the 2020 highlights. Most importantly, this networking time will be the perfect moment to solidify co-investment networks.

Investors can sign up onsite on September 15th.



PITCH sessions

Discover the most recent innovations during the MedFIT pitch sessions! Start-ups and technology holders will present their projects in order to foster partnerships and business development opportunities in the MedTech, diagnostic and digital health fields.

5 MINUTES TO CONVINC

- The Start-up Slams are a great opportunity for **young companies** seeking to raise a financing round to showcase their project in front of potential partners and investors.
- The Collaborative and Licensing Opportunity Presentations are a great opportunity for **TTOs, universities, research institutes and companies** to showcase their technologies in front of potential partners, in order to entail a collaborative project and/or a licensing deal.



PITCH sessions



The selected candidates will have the opportunity to present their project and receive advice and feedback (“speed-mentoring”) from a panel of experts. The winners will be awarded as the most innovative start-up and the most promising technology in MedTech, Diagnostic or Digital Health.

AWARD CEREMONY

Wednesday, September 16th from 4.00 pm
Innov’Area (exhibition hall)

The winners will also:



- Win a **free pass** and an **exhibition stand** for MedFIT 2021



- **Collaborate** with our partners and international experts



- Generate **business leads & meet investors**



- Get **media coverage** after the event

MEET-THE experts



30
Minute
Meetings

Are you seeking assistance from Medical Device Experts?

Secure a free flash meeting by sending a request on MedFIT's partnering platform to meet with one of our experts.

The Experts are specialised in many fields, such as:

- Regulatory affairs / Quality assurance
- Production / Sourcing
- Preclinical evaluation / Clinical affairs
- Reimbursement
- Sales and marketing strategy
- Funding and financing
- Research & development
- Merger and acquisitions
- Human resources



Powered by:  MD101
CONSULTING FOR MEDTECH FIRMS

 AXEME
Recrutement santé

AGENDA

Day One

Tuesday, September 15th, 2020

	Conference Sessions	Pitch Sessions	Meet-the-Experts	One-to-one Meetings
8.30 am 9.00 am	Name badge pick-up & Welcome coffee			
9.00 am 10.00 am	Panel discussion How to tackle the barriers to meaningful Academia-Industry collaborations in MedTech?		 Medtech Experts Flash meetings	 One-to-one Meetings
10.15 am 11.15 am	VC- Start-up fireside chat Due diligence golden rules	Toolbox session Key principles of choosing your first market		
11.30 am 12.45 pm	PLENARY SESSION From treatment to prevention: How will MedTech and diagnostic companies drive the future of health through more personalised and data-driven services?			
12.45 pm 2.00 pm	Lunch	Investor lunch	 Medtech Experts Flash meetings	 One-to-one Meetings
2.00 pm 3.15 pm	Panel discussion Leveraging the data generated by medical devices: Which perspectives to fuel innovation in MedTech?			
3.30 pm 4.00 pm	Panel discussion Case studies: Which digital innovations to manage chronic diseases?		 Medtech Experts Flash meetings	 One-to-one Meetings
4.00 pm 4.30 pm	Industry pitch			
4.45 pm 5.00 pm	Toolbox session How to integrate value-based healthcare early in your company's development?		 Medtech Experts Flash meetings	 One-to-one Meetings
5.00 pm 6.00 pm				
From 6.30 pm	Technomed Party			

AGENDA

Day Two

Wednesday, September 16th, 2020

	Conference Sessions	Pitch Sessions	Meet-the-Experts	One-to-one Meetings
8.30 am 9.00 am	Welcome coffee			
9.00 am 10.00 am	Toolbox session The keys to unlocking early stage funding and de-risking emergent technologies		 Medtech Experts Flash meetings	 One-to-one Meetings
10.15 am 11.15 am	Panel discussion How can start-ups benefit from engaging with corporate early?	Panel discussion Achieving CE Mark certification: How to get your milestones financed?		
11.30 am 12.30 pm	Panel discussion How does MDR impact your regulatory planning?		 Medtech Experts Flash meetings	 One-to-one Meetings
12.30 pm 2.00 pm	Lunch	Talk & lunch: Would-be CEO		
2.00 pm 3.00 pm	Ask the experts Emerging legal issues and regulatory framework for digital health technologies		 Medtech Experts Flash meetings	 One-to-one Meetings
3.15 pm 3.30 pm	Panel discussion Diagnostic solutions vs. Consumer-grade devices : How is digitalisation blurring the lines?			
4.15 pm			 Medtech Experts Flash meetings	 One-to-one Meetings
4.30 pm 5.30 pm	Panel discussion How can industry and hospital collaborations enable faster translation of innovation into clinical applications?			

● Track 1: Collaborate to innovate

● Track 2: Financing innovation

● Track 3: Market innovation

● Track 4: Digital innovation

Coffee, tea and water will be available all day.

CONFERENCE programme

Steered by a prestigious Committee, the **MedFIT conference programme** brings together bright minds to debate on innovation-focused topics and discuss current stakes of the sector related to:

Track 1: Collaborate to innovate

#Licensing #Partnerships #R&D

Fostering new collaborations is key to fuel innovation and support R&D needs in MedTech. As global healthcare evolves to deliver more value to patients, partnerships with hospital leaders, technology experts, payers and innovators are the cornerstone of the medical technologies' evolution. What are the elements to forgather to merge the scientific, academic, and industry spheres? How is innovation sourced through collaboration with academia? What are the main drivers and favoured models for big players/early stage companies' partnerships?

Track 2: Financing innovation

#VCs #Startups #Investors

Seed and Series A investments are crucial to transforming new ideas into products and moving start-up teams into small businesses. Finding the right funding sources and equity partners to get from early stage to regulatory approval is far from straightforward. How to identify the initial sources of funding for MedTech R&D projects? What method should you use to fund your start-up? How to attract venture for early stage financing?

Track 3: Market innovation

Make innovation access the market

#Regulation #BusinessModels #Strategy

Planning a market access should start early in the product development process, increasing the chances of successfully bringing an innovation to market. How to keep track on market trends and regulatory requirements while building your strategy? How can a company accurately anticipate market access, pricing and reimbursement related issues? This track aims to give a comprehensive approach of the pathway to market for emerging medical technologies.

Track 4: Digital innovation

#AI #Data #Transformation

Digital health technology and services are growing very rapidly, offering a wide new range of connected devices, transforming and personalising the way care is delivered. Information and data generated by medical technologies, paired with the advances in AI should play a vital role in improving health outcomes and making health systems more efficient. How are MedTech companies, large and small, adapting their business models? How do they deal with the flow of data as well as the legal and regulatory related issues?



PLENARY SESSION

September 15th | 11.30 am - 12.45 pm

From treatment to early detection: How will MedTech and diagnostic companies adapt their business models and unlock the value of data?

Constant developments in new technologies, big data, robotics and artificial intelligence have turned into innovative MedTech engines, setting the scene for a more targeted and personalised healthcare. As medical technologies have been increasingly generating information and data, MedTech companies could differentiate themselves and deliver improved outcomes to patients through their ability to harness this data and use it to diagnose health issues early, focusing on early intervention and treatment rather than cure.

How is this transformation of the sector redefining traditional industry financial and economic models? To what extent is this impacting existing MedTech players and new start-ups business model as well as their collaboration choices? When it comes to data-driven healthcare, has the progression from research to clinical value moved as fast as the promised results? What are the existing standards and regulatory framework for the next generation of medical technologies and how can reimbursement systems be changed to provide incentives for further development in this direction?

Track 1: Collaborate to innovate

September 15th | 9.00 am - 10.00 am



How to tackle the barriers to meaningful Academia-Industry collaborations in MedTech?

Numerous tools have been created in the last years to foster academia-industry collaborations. What are the expectations of both parties? What are the main challenges and competing interests partners have to deal with? What are the best practices in participatory research and which collaborative mechanisms are presently favoured to deliver clinical and economic value?

September 16th | 10.15 am - 11.15 am



How can start-ups benefit from engaging with corporate early?

What are the benefits or constraints to partner with corporate at the early stages of a start-up? What are MedTech big players looking for in their strategic partnerships and what can they bring to the development of a young company? How to create the win-win scenario to advance technology?

September 16th | 4.30 pm - 5.30 pm



How can industry and hospital collaborations enable faster translation of innovation into clinical applications?

Working closely together through advanced collaborations can bridge the gap between clinicians and innovators, improve the assessment of unmet medical needs and fast track the application of new medical technologies. What are the specificities of these partnerships in terms of management models and R&D means mutualisation? How have they proved to be fertile in clinical applications for the benefit of both parties?



Track 2: Financing innovation

September 15th | 10.15 am - 11.15 am



VC-Start-up fireside chat: Due diligence golden rules

What do venture funds and other professional investors look for when performing a due diligence to decide whether to invest in a start-up – or not? What are the most important issues investors usually require in the due diligence process and how to prepare for it?

Join this fireside chat between VC and start-up and learn from their visions on the best practices in the due diligence process.

September 16th | 9.00 am - 10.00 am



The keys to unlocking early stage funding and de-risking emergent technologies

One of the major obstacles for any early-stage MedTech company may be to jump-start funding for their product development and break down the wall of cautious investors. Faced with this financing challenge, on which door should entrepreneurs knock to move from an idea to proof of concept and to start de-risking the technology? What are the prevailing seed investments sources? How available are non-dilutive funding sources in MedTech and how to approach angel investors, incubators at the very beginning?

Join this toolbox session to learn how to navigate and secure these various funding opportunities.

September 16th | 10.15 am - 11.15 am



Achieving CE Mark certification: How to get your milestones financed?

Developing a roadmap and trying to understand the timing and cost of all potential steps are keys to avoid falling into funding gaps down the road. This means structuring the necessary funds early to achieve specific milestones and subsequent financing rounds to be achieved. How can a young company finance the large expenses prior to regulatory approval? How to identify the right equity partners and involve them in your ongoing operations?

This panel discussion gathering expert investors and successful entrepreneurs aims to provide a better understanding of the timelines, operations, and budgets required to best measure the available funding options at the onset of new start-ups.

Track 3: Market innovation

Make innovation access the market

September 15th | 10.15 am - 11.15 am



Key principles of choosing your first market

Planning for market access and evaluate how much a product will cost in each considered market is an important part of the early-stage value proposition. Alongside market size itself, a multitude of factors - such as competition, market value, probability of reimbursement, regulatory framework, cultural differences – are to be considered when selecting your medical device distribution market. While taking a stepwise approach can help manage the budget, how to identify the best target market for your product? Which key drivers should you build your strategy on? How to integrate these parameters from the development phase and ensure your first market can be a stepping stone to enter others?

September 15th | 4.45 pm - 6.00 pm



How to integrate value-based healthcare early in your company's development?

The influence of value-based care is expanding. As device manufacturers increasingly have to demonstrate product value to hospitals, clinicians, payers and patients, value-based payment models are already impacting industry business models. How to provide an environment where those new models can work? How can innovators define, demonstrate, quantify and communicate the value of their technologies from the early stage of development and commercialisation? Through illustrative examples, experts will feature best practices and tools to measure value, outcomes and cost.

September 16th | 11.30 am - 12.30 pm



How does MDR impact your regulatory planning?

MDR has called for more stringent safety and data requirements for devices distributed in the EU. Implementation of the new regulations has been unclear as notified body capacity appears insufficient and some technical questions are still pending. How have MedTech companies been reviewing their strategic business model to work under the new reform? Do all products may warrant the investment required to bring them into conformance or to market when allocation of significant funds is necessary to comply with the new regulations? How does MDR influence your choice to go to CE Mark and to what extent do manufacturer consider launching new products outside the EU, seeking a more profitable and comprehensive market entry strategy?

Track 4: Digital innovation

September 15th | 2.00 pm - 3.15 pm



Leveraging the data generated by medical devices: Which perspectives to fuel innovation in MedTech?

More and more medical devices are collecting data, from the hospital to the patient home, offering a significant potential to gain actionable insights and outcomes for preserving patient's health. As MedTech companies report an increase of R&D spending in device connectivity, where are we in terms of capability and data integration from these new technologies? How are the generated data effectively collected and used as of today? To what extent are the data from devices redirected towards R&D for future product development?

September 15th | 3.30 pm - 4.30 pm



Case studies: Which digital innovations to manage chronic diseases?

Innovative digital solutions intend to make a difference in addressing chronic conditions. As they include and connect a growing number of devices, apps and services to support patients and their caregivers, what are their actual contribution to chronic illness management? What are the current business models for consumers and payers? How are these solutions adopted by the end users and what are their added value? This session aims to provide a fresh look on digital solutions (apps, connected devices, and services) through talks from cutting edge e-health entrepreneurs.

September 16th | 2.00 pm - 3.00 pm



Ask the experts: Emerging legal issues and regulatory framework for digital health technologies

Digital health technologies are disrupting the industry while uncovering an array of risks and legal concerns. MedTech and digital health players must understand these barriers and protect patient well-being and privacy. Our experts will help you understand the scope and concepts in the legal framework of digital health and assist in evaluating the applicability of regulations for digital health solutions, identifying red flags and finding solutions.

September 16th | 3.15 pm - 4.15 pm



Diagnostic solutions vs. Consumer-grade devices : How is digitalisation blurring the lines?

Evolving consumer expectations and anytime patient data access are making way for non-traditional players to disrupt the healthcare industry. While diagnostic sector has already changed with rising digital medical-grade solutions, what are the challenges additionally brought by the rapid development of consumer-grade devices? How are diagnostic players to stay competitive when an increasing number of consumer trackers and apps may successfully turn into certified medical devices? Will this transformation lead to new collaboration models?

SESSION formats



Panel discussion

Moderated roundtable discussion consisting in an exchange of ideas and perspectives by international experts to delve into the latest challenges of the sector.



Toolbox session

A toolbox session is designed to provide practical skills, easy-to-follow guidelines and take-home tools which delegates can put into practice to deal with their current issues.



Fireside chat

Informal, yet instructive dialogue between 2 speakers, adding a casual tone to the conversation while providing value and key content to the audience.



Ask the experts

Interactive session providing expert guidance and opportunities to brainstorm solutions for your most pressing challenges.

HOSTED event

IMODE SIXTH ANNUAL CONVENTION

September 15th, 2020 | 8.30 am - 12.30 pm



IMODE is organising its **sixth annual convention** during MedFIT with a morning conference on September 15th. IMODE will also hold an exhibition stand during MedFIT convention and participate to MedFIT one-to-one meetings.

Programme:

8.30 am – 9.00 am	Name badge pickup and Welcome coffee
9.00 am – 10.30 am	Conferences
10.30 am – 11.00 am	Networking break
11.00 am – 12.30 pm	Conferences
12.30 pm – 2.00 pm	Lunch
1.00 pm – 6.00 pm	Access to MedFIT and one-to-one meetings

Speakers:

- **Prof. Dennis Douroumis**, University of Greenwich, Faculty of Engineering and Science
- **Dr. Sheng Qi**, University of East Anglia
- **Dr. Nicolas Blanchemain**, University of Lille
- **Dr. Rima Ait-Belkacem**, Imabiotech
- **Dr. Tina Vermonden**, University of Utrecht

“Hyaluronic acid hydrogels: from protein delivery to 3D bioprinting.”

IMODE is a collaborative research project for multicomponent pharmaceutical products (co-amorphous and co-crystals) and medical devices that are loaded with bioactive molecules. Started in 2016, the project’s overall objective is to bring together the specific transdisciplinary skills and experiences of partners (academic research groups, development agencies, SMEs) in order to provide the 2 Seas Area with strategic advantages for innovative pharmaceutical and medical applications.

Partners:

project-imode.com



HOSTED event

EIT HEALTH BRIDGEHEAD

September 15th, 2020 | 8.00 am - 5.00 pm



EIT Health is the largest healthcare innovation community in the world, bringing together the brightest minds from the worlds of business, research, education and healthcare delivery to answer some of the biggest health challenges facing Europe. As part of its Accelerator activities, EIT Health catalyses new business growth to deliver transformative products and services.

EIT Health’s **Bridgehead programme** provides European start-ups and scale-ups with individualised support in growing their validated businesses beyond their home markets. During this process, start-ups are guided by members of EIT Health’s vetted European network of top-notch accelerators, who open the right doors to establish and grow cross-border business. Start-ups travel to accelerators of their choice to speed up access to markets, leverage from local networks of partners and clients, access infrastructure and get first-hand advice regarding local regulatory and regulatory systems. The Bridgehead programme operates within two distinct tracks to meet the start-ups’ demands: Bridgehead Europe and Bridgehead Global.

ABOUT the organisers



Eurasanté is a technology transfer tool, an incubator, an accelerator and a cluster manager in the Health field in Northern France. Eurasanté assists French and foreign companies, entrepreneurs, scientists and clinicians with their innovation and development projects. The region includes over 1,000 healthcare companies with 30,800 employees in this sector. Eurasanté also promotes and develops the Eurasanté bio-business Park which hosts 7 hospitals, 4 universities, 7 specialised schools, 170 companies and 50 laboratories within a European-wide scientific and medical site. Eurasanté also organises four international healthcare-related partnering events that aim to increase and improve interaction between academia and industry: BioFIT (Life Sciences), MedFIT (MedTech, Diagnostic, Digital Health), NutrEvent (Food, Feed, Nutrition, Health) and AgeingFit (Healthy Ageing).

www.eurasante.com @Eurasante



Clubster NHL is a competitiveness cluster and a network gathering 350 members committed to innovation in health and nutrition. Clubster NHL aims to connect academia, industry and health professionals and to foster innovation for better health and sustainable food. Its goal is to bring together and support stakeholders from the health and food sectors in designing, developing and financing their future products and processes.

www.clubster-nsl.com @ClubsterNSL



Competitiveness cluster since 2005, BioValley France aims to federate, develop and promote the healthcare sector in the Grand Est region through innovation. The cluster is based on a dynamic network of companies, a leading academic and clinical research, as well as an integrated network of key stakeholders in innovation. BioValley France supports its members in their R&D Innovation approach and gives them access to high value-added expertise, in a market approach. The Cluster contributes to the networking of the various actors and the creation of regional, national and international partnerships. Finally, BioValley France actively participates in the territory's structuring projects, such as Nextmed, which aims to create a Medical Technologies campus in Strasbourg that hosts an entire ecosystem of excellence dedicated to the development of tomorrow's health technologies.

www.biovalley-france.com @BioValleyFrance



Founded in 2000, MEDICALPS is an NPO and a cluster of companies in the field of healthcare technologies. It is located in Grenoble, in the heart of the French Alps, known as one of the most inventive cities in the world and a top-notch place to innovate in the high-tech industry. MEDICALPS gathers over 100 members including leading edge start-ups, SMEs, global players, world-class research centres and universities. Although actively supported by local authorities, MEDICALPS is mainly governed by a community of entrepreneurs who aim to ensure the visibility, growth and international development of member companies. With a unique emphasis on the healthcare technology sector, our objectives focus on: gathering stakeholders and promoting the local ecosystem through communication tools and networking opportunities, facilitating member operations by setting up workshops, presence at exhibitions and conventions and a soft-landing programme in US in addition to other services, structuring the local healthcare sector by developing shared industrial resources.

www.medicalps.eu @medicalps



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JOIN MedFIT 2020

REGISTRATION FEES (Fees per person) | (excl. VAT)

	SUPER EARLY BIRD Before September 30 th , 2019 incl.	EARLY BIRD From October 1 st , 2019 to February 3 rd , 2020 incl.	REGULAR FEE From February 4 th to July 29 th , 2020 incl.	LATE REGISTRATION From July 30 th , 2020
Mature company (> 5 years old)	€ 730	€ 811	€ 908	€ 998
Investor	€ 730	€ 811	€ 908	€ 998
Non-profit organisation / TTO / Research institute	€ 563	€ 625	€ 700	€ 770
Emerging company (≤ 5 years old) / SME (≤ 5 employees)	€ 408	€ 453	€ 507	€ 558
Academic scientist / Clinician	€ 258	€ 286	€ 320	€ 352

EXHIBITION FEES (excl. VAT)

	SUPER EARLY BIRD Before September 30 th , 2019 incl.	EARLY BIRD From October 1 st , 2019 to February 3 rd , 2020 incl.	REGULAR FEE From February 4 th to July 29 th , 2020 incl.
Start-up corner 4 m² (incl. 1 full pass* ≤ 5 years old)	€ 1,300	€ 1,500	€ 1,700
6 m² (incl. 1 full pass* + 1 visitor pass**)	€ 2,200	€ 2,400	€ 2,600
9 m² (incl. 1 full pass* + 1 visitor pass**)	€ 3,300	€ 3,500	€ 3,700
12 m² (incl. 1 full pass* + 2 visitor pass**)	€ 4,400	€ 4,600	€ 4,800
18 m² (incl. 2 full pass* + 1 visitor pass**)	€ 6,600	€ 6,800	€ 7,000

*The FULL PASS gives access to all MedFIT activities (access to the partnering platform to pre-organise one-to-one meetings).
**The VISITOR PASS gives access to all MedFIT activities (except the partnering platform).

SPONSORSHIP OPPORTUNITIES (excl. VAT)

★ **PLATINUM**
€ 20,000

★ **SILVER**
€ 10,000

★ **GOLD**
€ 15,000

★ **BRONZE**
€ 6,000

There are many additional visibility opportunities, please contact us for a customised offer.

GRENOBLE

Located in the heart of the French Alps, the Grenoble area is a leading region in EU and a major Health Technology Hub.

This technology hub fuels innovation in healthcare through a vibrant economy, strong research capabilities and entrepreneurship dynamism. With a reputation that spans the globe, Grenoble brings together world-class science, education, medical centres, industry leaders and innovative companies. The local medical devices industry is a major economic driver with more than 200 companies shaping the future of healthcare.

EVENT VENUE

ALPEXPO

Avenue D'innsbruck
38034 Grenoble, France

GENERAL ENQUIRIES

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CONFERENCE PROGRAMME

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Organisers:



Institutional Partners:

