



**SEPTEMBER 23-25, 2019**

BOSTON CONVENTION AND EXHIBITION CENTER  
BOSTON, MA

[themedtechconference.com](http://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](mailto: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](mailto: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:

**Caroline Ruggieri** | Director of  
International Programs | +1.240.441.4128 |  
[cruggieri@advamed.org](mailto:cruggieri@advamed.org)





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:**

<b>22</b> R&D locations	<b>15</b> Manufacturing locations	<b>10</b> Headquarters or division headquarters	<b>4</b> Investment fund locations	<b>4</b> Innovation centers
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**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