

# INVITATION

If you're a **CEO**, **board member** or **investor** and you are concerned about the future and a thriving Belgian medtech valley, register, and join us !

We kindly invite you to the first meeting of "Medtech & the road to home market success".

As you know, there are many options to have your medical device solution financed: by the patient, the healthcare professional, the healthcare institution (using the hospital budget) or by a reimbursement through NIHDI. Following questions will raise:

- Is there a chance that your final solution will be reimbursed? How rough is that road?
- How fast will your technology find its way into real implementation?
- How far away are we from a thriving medtech Valley in Belgium where home-grown medtech companies can be successful in their home-market?



## PRACTICAL DETAILS of this FIRST MEETING

**First come, first served: there are already 90 people registered !**

Have the CEO's (and their investors) understand the challenges related to NIHDI reimbursement of novel technologies and the implementation of innovative care processes in Belgium.

- When: **October 3rd** from 14:00-17:00
- Where: Living Tomorrow, Indringingsweg 1, 1800 Vilvoorde.
- Free registration: <https://bemedtech.be/nl/opleidingen-en-events/komende-opleidingen-en-events?id=93>
- Program:
  - 13:30 - 14:00 *Welcome & coffee*
  - 14:00 - 14:15 Introduction, Scope and Background
  - 14:15 - 14:40 The financing of medtech in Belgium
  - 14:40 - 15:05 Recent dossiers - Illustrative Case Studies
  - 15:05 - 15:30 Why new technologies have a hard time to get financed and implemented
  - 15:30 - 15:50 *Break*
  - 15:50 - 16:20 How are surrounding countries doing it?
  - 16:20 - 16:40 Possible solutions
  - 16:40 - 17:00 Discussion, conclusions, next steps, closure

### **Suggested next steps (to be confirmed on October 3rd):**

- On **November 23rd**, Brussels: Establish a full day workshop with the committed CEO's, board members, investors to come up with a remediation plan.
- **December - February**: Translate the remediation plan into a White Paper endorsed by the Belgian medtech ecosystem.
- Present the White Paper to policy makers on the MedTech Meetup and Galenus Award of **March 14th, 2024**, three months prior to the elections, with the goal to have elements in the new Governmental after May 2024.

Initiative from **beMedTech** (the Belgian federation of medical technologies) together with **Medvia**, **BioWin**, **MecaTech**, **Lifetech Brussels** (the regional clusters) and supported by **Imec.istart**, **COVARTIM** and the **VOKA Health Community**