



3<sup>rd</sup> Edition

# MedFIT

Fostering Innovation in medTech

JUNE  
25<sup>TH</sup> & 26<sup>TH</sup>  
2019

LILLE  
France



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

Organised by:



With the support of:



Institutional partners:



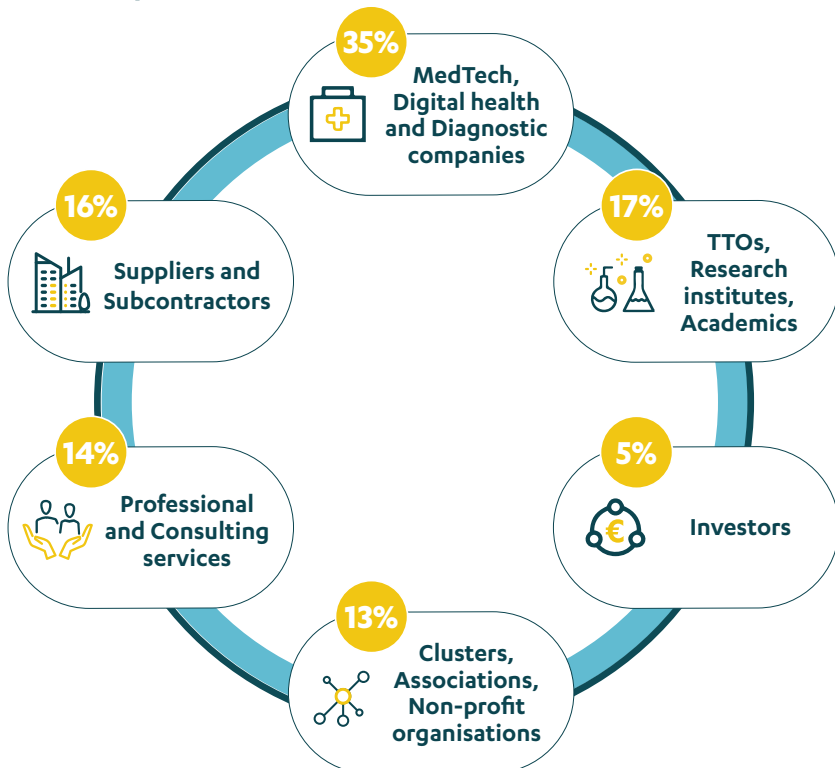
# MedFIT at a glance

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 to help industry players to source early-stage assets, to facilitate the emergence of collaborative projects between big players, public research institutions, start-ups and SMEs, to increase licensing opportunities, to obtain funding and to facilitate market access.



## Who will you meet?

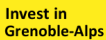


# Sponsors & Partners

## Sponsors



## Supporters



## Media Partners



# Steering Committee

## Industries



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**Leo Kretzers,**  
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Medtronic



**Daniel Kroiss,**  
VP Chief Scientific Officer  
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**Antonin Marcault,**  
New Business Development  
and Innovation Manager,  
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Strategic Innovation,  
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**Florent Surugue,**  
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## TTOs, research institutes



**Remke Burie,**  
Operations Director,  
Technical Medical Centre,  
University of Twente



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



**Terry Gourlay,**  
Head of Department,  
Biomedical Engineering,  
University of Strathclyde



**Michel de Mathelin,**  
Director,  
I-cube lab



**Abhay Pandit,**  
Scientific Director,  
CURAM

## Investors



**James Greene,**  
Advisor,  
Seroba Lifesciences



**Joseph Nathan,**  
Director New Ventures,  
Alfred Mann  
Institute at the Technion

# The event features



## **ONE-TO-ONE MEETINGS**

Identify and connect with potential business, research partners and investors involved in the MedTech, diagnostic and digital health sectors



## **WOULD-BE CEO**

Dedicated to MedTech entrepreneurs seeking a project or projects seeking a CEO



## **EXPERT MEETINGS**

Get assistance from *Medical Device Experts*



## **CONFERENCES AND ROUNDTABLE DISCUSSIONS**

Gain insight from international experts and discover the latest industry trends



## **PITCH SESSIONS**

Identify and promote innovative products, technologies and services



## **EXHIBITION**

Highlight your company's visibility with other innovators in the MedTech, diagnostic and digital health sectors



## **TECHNOMED PARTY**

Enjoy an informal networking evening

# One-to-one meetings

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



**John MacMahon**  
CEO, Mitre Medical (US)

*«The philosophy of MedFIT's one-to-one meetings is sort of new in the sector. Not only you'll be able to connect with family to bigger funds, but also to the whole medtech community: Technology, cash and expertise are gathered in a single place.»*



**Remke Burie**  
Managing Director, University of Twente (NL)

*«In Healthcare, it's all about collaborations between academia, industry and other players of the sector. With the business convention, you have time to meet and interact with them.»*

**Connect with 700 key players in the MedTech,  
diagnostic and digital health sectors at MedFIT 2019**

## How does it work?



### LOG IN

to the partnering platform one month prior to MedFIT



### REQUEST

meetings with participants of your choice



### MEET

during MedFIT



### DEVELOP

new collaborations and partnerships

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# Expert meetings



**30**  
Minute  
Meetings



**Mathieu Charleux**  
Medical Devices Consultant, MD 101 (FR)

*«Face-to-face meetings are the greatest advantage of the event. It really allows to exchange in-depth with all the medtech players.»*

## 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

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# Would-be CEO

**Are you a MedTech entrepreneur seeking a project?**

**Do you have projects seeking a CEO?**

Any MedTech entrepreneur looking for a project to get involved in is welcome to join MedFIT and particularly the "Would-be CEO" activity. Any incubator or technology transfer entity looking for an entrepreneur to lead their start-up or help launch their project is also welcome to join.

# Conferences

Supported by a prestigious Steering Committee, the **MedFIT conference programme** features the latest opinions on trending topics related to collaborative innovation partnerships, and focuses on market access, financing, the digitalisation of the sector and regulations.



**Josephine Dixon-Hardy**  
Director of Medical Technologies Innovation,  
University of Leeds (UK)

*« I was very pleased to find people with interests that are very relevant to things we want to know about, which isn't just about industry or just about academia, but how the two work together. That was well addressed in the programme. »*



**Kayar Raghavan**  
Investor Mentor & NED,  
London Business Angels (UK)

*«Excellent animated panel discussions at MedFIT 2018. Ever so satisfying to discuss in front of a knowledgeable audience.»*



**Tamar Raz**  
CEO, Hadasit (IL)

*«Knowing the market is very important; The MedFIT conferences provide great opportunities to learn more and gain insight on new rules and best practices.»*

## Plenary Session:

### How to increase the number of MedTech unicorns in Europe?

Europe is currently benefiting from dynamic MedTech start-up ecosystems. However, not so many of them succeed in scaling-up. How to better organise stock market and create a dynamic European environment driving growth, innovation and where entrepreneurs can find the support and tools they need to thrive? What are the possible strategies and paths to scale-up on the MedTech market in Europe?



## Track 1: Collaborate to innovate

#Licensing #Partnerships #R&D

- > Big size vs mid-size companies: Different ways to deal with early-stage start-up assets?
- > What are the key factors of success in the relationship between an academic institution and a resulting spin-off?

## Track 2: Financing innovation

#VCs #Startups #Investors

- > How are healthcare systems and health plans directly investing in innovative companies in Europe?
- > Agnostic investors or pure players in the MedTech sector: Who is becoming prominent in the early-stage financing scene?

## Track 3: Market innovation

#Regulation #BusinessModels #Strategy

- > How does IT tools contribute to accelerate the process of completing clinical trials in the MedTech sector?
- > MedTech SMEs and start-ups: What are the strategies & initiatives to collectively answer to public tenders?

## Track 4: Digital innovation

#AI #Data #Transformation

- > Connected devices redesign health care: How are MedTech companies adapting to this new environment?
- > MedTech and digital industry: Which grounds for collaboration?

# Pitch Sessions



## Mirren Mandalia

Director, New Business Development,  
Ethicon - part of the Johnson & Johnson Innovation family of companies (US)

*«One of the things that struck me at MedFIT was the depth and breadth of innovation across Europe and beyond. The need for collaboration to drive innovation has never been higher.»*

Present your innovative project at MedFIT thanks to four different Pitch Sessions:

### START-UP SLAMS

The Start-up Slams are dedicated to **start-up company** or **a company in creation** seeking to raise seed financing round.

Pitch fees: Free for all MedFIT participants.

### COMPANY SLAMS

The Company Slams are dedicated to **SMEs** seeking to raise a Series A or onwards financing round.

Pitch fees: €150 additional fees to the MedFIT registration fees if selected.

### COLLABORATIVE AND LICENSING OPPORTUNITY PRESENTATIONS

The Collaborative and Licensing Opportunity Presentations are dedicated to **TTOs, universities, research institutes and companies** which have an asset and are willing to entail a **collaborative project** and/or an **opportunity to out-license**.

Pitch fees: Free for all MedFIT participants.

### SERVICE PRESENTATIONS

Sponsored by:

NAMSA\*

The Service Presentations are dedicated to **service providers** and **technology platforms**.

Thanks to the Service Presentations, your company will gain more visibility!

Pitch fees: From €150 to €300 additional fees to the MedFIT registration fees if selected.



The selected candidates will receive advice and feedback («speed-mentoring») from a panel of experts. The winners will receive a prize and be awarded as the **most innovative projects in Europe**.



## How does it work?



**Apply**  
before  
March 15<sup>th</sup>, 2019

**Be selected**  
by a jury  
of experts

**Pitch**  
during MedFIT

# Join MedFIT 2019

## Registration fees\*

Book online as soon as possible and save money:

	EARLY BIRD (Before February 3 <sup>rd</sup> , 2019 incl.)	REGULAR PRICE (From February 4 <sup>th</sup> until May 26 <sup>th</sup> , 2019 incl.)	LATE REGISTRATION (From May 27 <sup>th</sup> , 2019)
Industry / Service provider	€ 687	€ 859	€ 945
Investor	€ 687	€ 859	€ 945
Non-profit organisation / TTO / Research institute	€ 527	€ 659	€ 725
Emerging company (≤5 years old) / SME (≤5 employees)	€ 383	€ 479	€ 527
Academic scientist / Clinician	€ 207	€ 259	€ 285

 Registration and information on [www.medfit-event.com](http://www.medfit-event.com)

## Increase your company's visibility\*



### EXHIBIT AT MEDFIT

6m <sup>2</sup>	€2,200 (Incl. 1 full pass* +1 visitor pass**)
9m <sup>2</sup>	€3,300 (Incl. 1 full pass* +1 visitor pass**)
12m <sup>2</sup>	€4,400 (Incl. 1 full pass* +2 visitor pass**)
18m <sup>2</sup>	€6,600 (Incl. 2 full pass* +1 visitor pass**)



### SPONSOR MEDFIT

GOLD	€15,000
SILVER	€10,000
BRONZE	€6,000

\*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)

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

## VENUE

Lille Grand Palais  
1, Bd des Cités Unies  
Lille (France)

## CONTACT

Stéphanie Gautreau  
[sgautreau@eurasante.com](mailto:sgautreau@eurasante.com)  
+33 (0)3 28 55 90 79



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