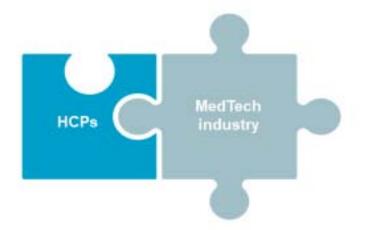




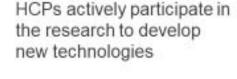
### MedTech industry's special relationship with HCPs



The MedTech industry and HCPs collaborate closely throughout several stages of the development and use of medical technologies.









This close collaboration is key to develop innovative technologies to treat patients



HCPs are trained on how to use technologies



The industry liaises regularly with HCPs to ensure that the technologies are updated and maintained

# Phasing out of direct sponsorship

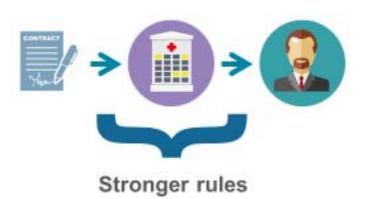


2016 2017 2018

# "Direct sponsorship"



## "Educational grants"



#### Key challenges today



- Company Organised Education Events Challenges/reactions from medical societies
- Transposition by (e.g. France) and alignment with National Associations (e.g. national CVS)
- Understanding, buy-in & knowledge of the Code, e.g. scope of CVS international assessments; speaker support in satellite symposia; poster presenters; travel agencies set up
- Non-documented claims, e.g. list of HCP names provided with a Grant; scrutiny of CVS assessments
- Transparency: national laws and updating the MedTech system