



# MEDICAL DEVICES Meetings

**Stuttgart - GERMANY**

**MARCH 7 - 8, 2018**

**INTERNATIONAL MATCHMAKING EVENT FOR THE MEDICAL DEVICES INDUSTRY**



**BADEN WÜRTTEMBERG:  
EUROPE'S STRONGEST  
MARKET FOR MEDICAL DEVICES**



Organized by:



In partnership with:



[www.medical-devices-meetings.com](http://www.medical-devices-meetings.com)



**300** International companies



**15** Countries represented



**3000** One-to-one meetings

In collaboration with:



Industrial partner:





## WHAT IS MDM STUTTGART?

MDM Stuttgart is a **unique matchmaking event in Europe** comprising the entire value chain of the medical devices industry.

MDM Stuttgart is the perfect platform for manufacturers, suppliers, research and development institutions as well as innovative companies to build up **targeted business relations through pre-arranged one-to-one meetings**. Choose the companies you want to meet beforehand!

Exhibiting at MDM Stuttgart allows you to save time and

1. Meet the right contacts
2. Identify new business opportunities
3. Strengthen relationships with current clients
4. Get a detailed insight into market trends and innovation

Additionally to the one-to-one meetings, MDM Stuttgart offers you a conference program focusing on topics such as trend markets, digitalization and additive manufacturing in the medical devices industry, reimbursement and new regulations in the European healthcare system and much more, held by experts of the Medtech industry.



## WHO IS MDM STUTTGART FOR?

### CONTRACTORS / SCOUT in the fields of...

- ✓ Procurement
- ✓ Purchasing
- ✓ Engineering
- ✓ Research & Development
- ✓ Supply Chain
- ✓ Scientific collaboration



**Receive an INVITATION\***  
and secure your B2B MEETINGS

*\*invitation free of charge*



### EXHIBITORS / PROVIDERS from the fields of...

- ✓ Business Development
- ✓ Technical Promotion
- ✓ Sales
- ✓ Marketing



**Book your BOOTH\***  
with a pre-planned B2B SCHEDULE

*\*charges apply for booth*

## CAPABILITIES & TECHNOLOGIES REPRESENTED

### YOUR CAPABILITIES, SERVICES AND TECHNOLOGIES

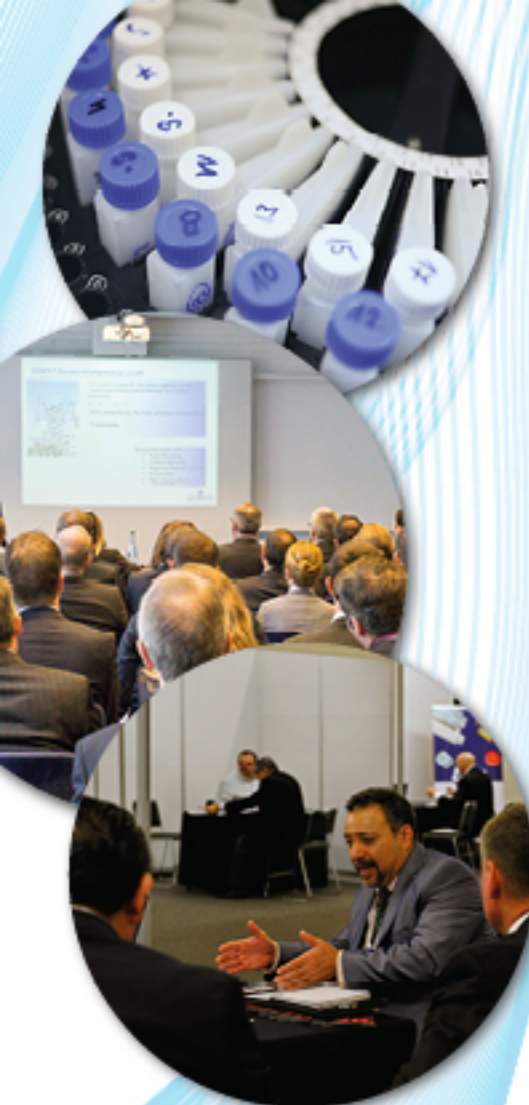
• Manufacturing • Processes • Technologies,  
Systems • Services • Innovation

### TYPE OF TECHNOLOGIES

• Surgical Instruments • Articles of Daily Use • Endoscopy •  
Dental Care • Sterilisation, Equipment, Hygiene • Therapeutic  
Systems and Devices • Implants / Exoprosthesis • Patient  
Diagnostics • Imaging Techniques • in-vitro Diagnostics •  
eHealth/Telemedicine • Laser Technology/Optical Systems •  
Tissue Engineering • Regenerative Medicine







## HOW DOES IT WORK?

- 1 Register on the online platform, accessible from the MDM website, and fill out your booking form 
- 2 Complete your profile by describing precisely your expertise and services as well as your projects and needs 
- 3 Request meetings with relevant contacts 
- 4 Validate meeting requests 
- 5 Receive your individually tailored meetings schedule from us! 

**98%** of attendees met with the companies they selected

Over **80%** of participants reported that it was a cost-effective event

**91%** satisfied with the MDM conferences and workshops program

## WHAT PARTICIPANTS THINK ABOUT US

*"The Medical Devices Meetings were an efficient speed-sourcing to find potential partners and have deep dive talks later on."*

### FRESENIUS

Ercan Birinci, Director Global Category Management Electrical & Mechanical Components

*"The event allowed me to use the two days in a very efficient way: from getting in contact with pre-selected companies in defined time slot to helping me network and identify new potential opportunities. Being approached by suppliers was also useful to exchange on trends. Compared with standard fairs, Medical Devices Meetings delivered a very good outcome/cost ratio."*

### SANMINA

Oliver Bischoff,  
Business Development Manager Central Europe

*"The organization of the Medical Devices Meetings in February 2016 in Stuttgart was excellent."*

*By the easy to use scheduling system I was able to make nearly 20 appointments with potential customers and suppliers in two days. Very efficient! Highly recommended!"*

### TRELLEBORG SEALING SOLUTIONS

Ralf Gergen, Segment Manager Life Sciences Europe

*"It was a very well-organized meeting with a sensible time-to-benefit ratio in order to quickly exchange information. It represents an excellent platform for medical technology in many areas."*

### DÜRR DENTAL AG

Markus Schertzl,  
Head of Purchasing

## PARTICIPANTS IN 2017



BIOTRONIK – FRESENIUS AG – DÜRR DENTAL GMBH – AESCULAP AG – APTAR PHARMA – ANDRAMED GMBH – PAUL HARTMANN – KARL STORZ – OSYPKA AG – KIRCHNER & WILHELM GMBH – FRAUNHOFER IPA-PAMB – FRAUNHOFER IGB – CELLPACK AG – FESTO – STRATASYS – EBM-PAPST – JENOPTIK – RICHARD WOLF – THALES – PANASONIC – ECR AG – CYIENT INC. – CHIRON-WERKE GMBH & CO KG...



**advanced business events** is a leading European organizer of business conventions or One-to-One Meetings events, conferences, congresses dedicated to professionals in the industry.




With a portfolio of over 80 000 clients, we have organized over 1 000 events in a number of key industrial sectors such as aeronautics, medical equipment, rail industry, chemical processing, automotive, composites materials... Using our concept of pre-planned One-to-One Meetings, our services continue to provide you with a number of tailored tools to facilitate identification, understanding and the penetration of new markets.




**abe** is proudly recognized in the industry as a key player whose business is to connect OEMs and suppliers through pre-arranged and business focused meetings and conferences.



### CONTACT US



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since 1998

General Organization Medical Devices Meetings

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