Webinar “Opportunities on the Brazilian MedTech market”

Tuesday 12 December – 15:00 – 16:30 CET

Webinar in English

Program

15:00 - 15:10 Welcome and general introduction
By Claudia Rolim, Economic Representative in Brazil - FIT São Paulo

Moderator/MoC of the session: John Baekelmans, Science & Technology Counsellor Health Tech, Flanders Investment & Trade

15:10 - 15:25 Overview of the MedTech market in Brazil
By Fernando Silveira, President, ABIMED, The Brazilian Association of the Health Technology Industry (I)

15:25 - 15:40 How to successfully tackle the Brazilian MedTech market
By David Uemoto, Institutional Relations, ABRAIDI, the Brazilian Association of Importers and Distributors of Health Products (II)

15:40 - 15:55 Import regulations and how to deal with registration of MedTech in Brazil
By Glauco Jr, International Director, Medical Register Group (III)

15:55 - 16:15 Testimonials by Flemish companies: Takeaways for Flemish medtech companies tackling the Brazilian market
  ▪ Materialise - by Jeroen Vancraen, Commercial Manager Engimplan Brasil
  ▪ Orfit – by Matthias Cuypers, Global Sales Director

16:15 - 16:30 Closing remarks & Q & A

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I. ABIMED is the sector federation of Brazilian MedTech producers. The members also include distributors who are well connected to the high end hospitals. ABIMED represents 65% of the market for medical equipment and devices in Brazil. They also have multinationals among their members.

II. ABRAIDI, is the Brazilian Association of Importers and Distributors of Health Products. The association has about 300 members; half of them being distributors/importers and half of them distributors only. The products they represent range from medical instruments, personal protective equipment (including f.e gloves, medical wear) to orthosis and prothesis devices, cardio and orthopedic implants, tomography equipment and magnetic resonance equipment.

III. Medical Register Group is a Brazilian private company specialized in health regulatory consultancy and registration of medical devices and pharma chemicals in Brazil; has 20 years of experience in the market.