

# Succeed in Germany's Healthcare Market ,Grow your business in an Aging Society'





#### Moderator

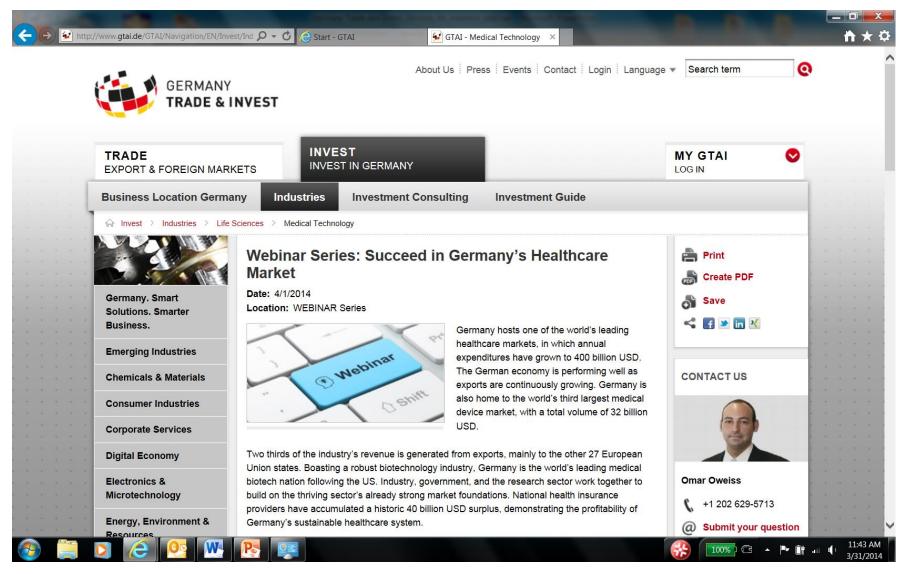


Omar Oweiss
Director
Investor Consulting
Germany Trade and Invest

#### Healthcare Webinar Series



#### www.gtai.com/succeed-in-german-healthcare





#### **Succeed in Germany's Healthcare Market**

#### December 5th, 2013

- Intro to the German Healthcare Market and the MedTech Industry
MassMEDIC and US Commercial Service

#### **April 1st, 2014**

- Identify strategies and mechanisms to obtain reimbursements

US Commercial Service and BVMed

#### June 12th, 2014

- Explore partnering and funding opportunities in German BioRegions BioDeutschland, BioRegio, MassBio and BayBio

#### September 23rd, 2014

- Grow your business in an aging society
Institute of Gerontology & German Association of Gerontechnology

#### October 28<sup>th</sup>, 2014

- Opportunities in the digital healthcare industry Partners (TBC)

September 23, 2014 4

#### Healthcare Webinar Series



#### Agenda



Ms. Melanie Wiegand, Germany Trade & Invest

Impact of Demographic Change on Healthcare Demands



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Ms. Melanie Wiegand, Germany Trade & Invest

Impact of Demographic Change on Healthcare Demands



Dr. Vera Gerling, Institute of Gerontology, Univ. of Dortmund Society and Health Care Product Considerations in the German Senior Market



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Ms. Melanie Wiegand, Germany Trade & Invest

Impact of Demographic Change on Healthcare Demands



Dr. Vera Gerling, Institute of Gerontology, Univ. of Dortmund Society and Health Care Product Considerations in the German Senior Market



Mr. Marcus Sauer, German Association for Gerontechnology

The Technological Imperatives of Creating a Health Care

Product for the German Senior Market



#### Agenda

# Q&A session at the end

Please post questions through webinar toolbar





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- Market entry analyses
- Tax and legal information
- Funding and financing
- Partnering
- Site selection

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## **Publications**





# Ms. Melanie Wiegand

Manager, Investor Consulting
Chemicals & Healthcare
Germany Trade and Invest GmbH





# Dr. Vera Gerling

Research Fellow
Institute of Gerontology
Technical University of Dortmund





### Mr. Marcus Sauer

Director Training and Consulting

GGT – German Association for

Gerontological Technology



# Ask our experts.....



Wiegand



Gerling



**Oweiss** 



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Promoted by the Federal Ministry for Economic Affairs and Energy and the Federal Government Commissioner for the New Federal States in accordance with a German Parliament resolution.

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