



IMPLANTS

2020

International conference on innovation,
manufacturing and purchasing strategies in orthopedics

IMPLANTS 2020 TUTORIALS

- Orthopedic Market perspectives and main issues
- Orthopedic Contract Manufacturing Markets and player strategies

PARIS / FRANCE

Monday 9 November 2020

6:00 pm to 9:30 pm

Hôtel Napoléon

(100 meters from the Arc de Triomphe)

Created
and chaired by



avicenne
MEDICAL

Exhibiting at:



SOFCOT
9-11 NOVEMBER 2020



tutorials.implants-event.com

Special tutorial

6:00 pm to 9:30 pm



REGULARLY RATED AMONG
TOP
SPEAKERS

Ali Madani

**FOUNDER & MANAGING
PARTNER AT AVICENNE
CONSULTING**

Ali founded AVICENNE in 1992. Avicenne is a strategic consulting firm based in Paris with operations in the USA, Europe, Japan, China, and many developing countries.

Ali has advised major orthopedic companies like Medtronic, Zimmer Biomet, Depuy, Stryker on strategy, sales & marketing and technology. He has also been involved in many M&A processes (company value > 50 M\$).

In addition, he has helped newcomers to the field of orthopedic contract manufacturing and advised them on building their strategy and their Business Plan (example of success: after 5 years, revenues of the new comer > 100M\$).

He has also advised multiple Private Equities for acquisitions and build-up. In 2005, he founded the annual medical industry conference and exhibition, Implants (www.implants-event.com) which he has presided over ever since. Globally, he has been involved in more than 300 projects for 200+ customers in the medical devices field.

Ali is speaker, chairman and workshop moderator of 15+ international conferences worldwide each year.

Profil in LinkedIn:

www.linkedin.com/in/ali-madani-40a4ab/

Critical questions to be answered during this tutorial:

- What are the latest trends and main changes within the orthopedic market? Ceramic usage, cementless, dual mobility cup, anterior approach, reversed shoulder, 3D printed implants, robotic assisted surgeries, Minimally Invasive Surgery, orthobiologic products, etc.
- Are the major OEMs increasing their outsourcing to contract manufacturing? Rate and trend of outsourcing for each Major company, number of pieces outsourced for different parts: forged, cast, machined, coated, etc.
- What are the needs of orthopedic OEMs? in terms of services, shared responsibilities, co-development agreements, etc.
- What are the key growth factors and barriers for orthopedic contract manufacturing development?
- What roles will the BRICs, South America and Central European countries play in the future of contract manufacturing? What is the risk of production relocation to lower labor cost economies? and for which products? Generic instruments, non- complex implants, etc.
- What will be the winning emergent products and technologies? Customized implants, single-use instruments, biologics and bio-resorbable materials, smart implants and instruments, disruptive manufacturing process, etc.
- Will the increased weight of regulations and certifications impact profitability? Will there be more inspections, audits, and tighter controls for contract manufacturers?
- Latest trends in orthopedic raw material improvements What are the long-term trends affecting the casting, forging, machining, coating and finishing processes? What is the impact of Additive Manufacturing?
- How has contract manufacturing of the coating process changed?
- How do the major OEMs work with product markings, packaging and sterilization?



WHO SHOULD ATTEND THIS TUTORIAL?

Orthopedic companies, Contract Manufacturing Organizations, R&D laboratories, researcher and anyone interested in innovation and new products

C-SUITE: • Chief Executive Officers • Chief Operation Officers • Chief Marketing Officers • Chief Technology Officers

VPs, DIRECTORS AND MANAGERS OF: • Supplier quality • Supply chain • Purchasing • R&D • Global sourcing
Quality and regulatory • Product development • Advanced manufacturing • Additive manufacturing • Engineering
Product marketing • Marketing • Sales • Business Development • Business Analytics

PE, CONSULTANTS & MEDIA: • Managing Partner • Senior Partner • Partner • Senior Advisor • Senior Consultant
Associate Consultant • Healthcare journalist • Specialized journalist • Chief Editor

Implants Tutorials sponsorship program

BECOME A SPONSOR

The Implants Tutorials Session offers industry sponsors the chance to benefit from the high visibility surrounding such events.

SPONSOR LEVELS

€ 3,000 (US\$ 3,400)

Only two available.
Includes:

- Your linked logo displayed on our website as "Gold Sponsor"
- Your linked logo on all our email mailshots* (15) promoting the event
- 3 conference entries
- 2 customized ad inserts within our email campaign*
- 1 table 2 m x 1 m to display your documents
- Your roll-up in the conference room.



€ 2,000 (US\$ 2,270)

Only three available.
Includes:

- Your linked logo displayed on our website as "Silver Sponsor"
- Your linked logo on all our email mailshots* (15) promoting the event
- 2 conference entries
- 2 customized ad inserts within our email campaign*
- Your roll-up in the conference room.



* Sent to our qualified orthopedic database of over 35,000 contacts.

EMAILING CAMPAIGNS

2 campaigns
€ 1,250 (US\$ 1,385)

- Your ad (text and picture) published within 2 emailing campaigns sent to our qualified database of over 35,000 contacts up to the event opening.
- Target: Orthopedic implant companies, contract manufacturers, private equity firms, research laboratories in USA (45% of total database) & Europe (35%), ROW (20%).

You supply the advertisement - 200 words max + 1 picture (JPG file).



ADVERTISING INSERT

Full page € 1,000 (US\$ 1,150)

- Published in the official program, downloadable from the website and distributed during the SOFCOT annual trade-show in Paris. Also displayed during the tutorials.
- Target: Orthopedic implant companies, contract manufacturers, private equity firms, research laboratories in USA, Europe, etc.

You supply the advertisement in final size with 2 mm bleed, four-color (CMYK), 300 dpi, HD PDF or EPS file.



TO BECOME A SPONSOR,
JUST CONTACT US

IMPLANTS Event Team

Mr Claude FOUBERT:

cfoubert@implants-event.com - +33 (0)2 47 27 33 30

WHERE

Hôtel Napoléon, Paris Etoile

(100 meters from the Arc de Triomphe)

40 avenue de Friedland • 75008 Paris • France



WHEN

- 6:00 pm,
**Welcome reception
at Hôtel Napoléon, Paris Etoile**
- 6:15 pm to 8:15 pm
Ali MADANI's Tutorials
- 8:30 pm to 9:30 pm
Cocktail reception

HOW TO REGISTER

- Visit tutorials.implants-event.com
and register online
- Early Bird fee before Sept. 15, 2020: € 170
- Late fee after Sept. 16, 2020: € 190
- On the spot: € 240

Exhibiting at:



CONTACTS

For any questions relating to registration, organization or sponsoring for IMPLANTS 2020 Tutorials, please contact us.



Ali Madani
Chairman

a.madani@implants-event.com



Claude Foubert
Event Director

c.foubert@implants-event.com

Created
and chaired by



avicenne
MEDICAL