



24 YEARS **MOVING** **HEALTHCARE** **FORWARD**



czechmed[®]

Česká asociace dodavatelů
zdravotnických prostředků

Who we are

CzechMed, the Czech Association of Medical Device Suppliers, has long contributed to raising the level of healthcare in the Czech Republic through the products of its members. CzechMed brings together 22 members, both Czech and international companies, representing 30 % of the Czech medical devices market. The aim is to gradually raise awareness of the latest medical devices among the professional and lay public awareness. For more details visit www.czechmed.cz



30

medical device manufacturers
resources in Europe



> 5 000

employees



CZK 6,5 mld.

reported turnover
member companies

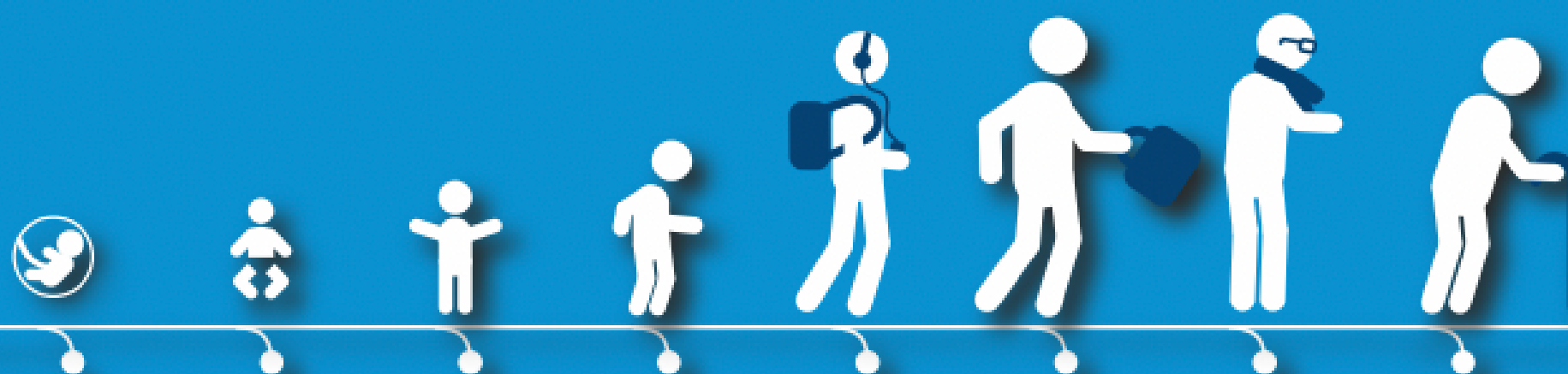


> 500 000

medical devices

CzechMed is a member of the European group MedTech Europe, which represents companies that develop, design, manufacture and supply medical and diagnostic technologies. MedTech Europe aims to improve access to modern, innovative and reliable medical technologies for patients and professionals. For more details visit www.medtecheurope.org

MEDICAL DEVICES THROUGHOUT LIFE



Medical devices save lives and improve health. The entire product category comprises more than 500,000 items. Medical devices include medical innovations, medical equipment, instruments and services. The scope is broad. From everyday products such as patches to highly sophisticated products such as pacemakers and joint replacements.



"CzechMed's acquisitions are aimed at increasing the share of spending on medical devices and technologies in the total cost of health care because it is based on the belief that they are the carriers of progress in medicine and a guarantee of improving health, improving the diagnosis and treatment of disease states, prolonging and improving the quality of life of patients, and increasing the efficiency of care."

President of the CzechMed Association, MUDr. Miroslav Palát, MBA

Member Services

The Association is a modern and dynamically developing organisation, which reflects the needs of its members and offers concrete solutions to current issues through its focus and diversity of activities. Membership in the association brings the opportunity to exchange experience and know-how in full respect of competition rules. CzechMed is a professional base for companies that want to actively participate in the development and cultivation of the Czech healthcare environment in general and the business environment in particular. CzechMed's activities have long contributed to the cultivation of the healthcare environment, reflecting the needs of its members and responding to current market developments.

CzechMed creates space for dialogue – regular roundtables or webinars with experts on current healthcare topics.

CzechMed informs – regular media and legislative monitoring.

CzechMed is moving specific topics forward – there are 4 working groups in the association regularly to work on the projects they have set for the year.

Projects

"Health&Ageing" Project The aim of the project is to map the ageing of the population and to identify areas that we want to focus on in the future. The trend is irreversible – the population is ageing and this brings with it challenges that we need to prepare for. If today there are 4 working age people contributing for every 1 senior citizen, in the near future there will be only 2 working people for every 1 senior citizen. The quality and scope of care provided cannot be sustained in the long term without necessary changes. We want to help bring inspiration from abroad and participate in the implementation of modified solutions in our country. We see room for, among other things, refining the patient's journey through the system, involving AI and telemedicine applications, monitoring the quality of care provided and acting in the field of prevention.

Project "IKNZ" We initiated the establishment of an independent Institute for Quality Purchasing in Healthcare, which is primarily dedicated to cultivating the environment of public purchasing of medical devices in the hospital environment. It is a platform for sharing good practice, experience and developing unique know-how in the formulation of quality criteria and their incorporation into public purchasing practice. There is no good manager who buys at the lowest unit price. There is a need to see things in a bigger context and to perceive the costs and risks that may arise in such cases. The aim is to buy the best value for the best price. Patient-centred care is a key indicator. This is the only way to benefit all participants in the system – the patient, provider, payer and system as a whole. We aim for the sustainability of the care provided.



Project "Innovation22" The changing environment of reimbursement of health services, in which the share of the CZ-DRG component is increasingly emphasised, is changing the conditions for the entry of new or innovative medical devices into reimbursement and thus also the conditions of real accessibility for patients and health professionals. The aim is to describe the most serious problems and barriers to the entry of new medical devices into medical practice in our country and to find tools and solutions for their elimination. Although real barriers to entry into medical practice have long been numerous, the growth of the share of CZ-DRGx in the overall mix of reimbursement for services brings new challenges. Challenges include the administrative barriers that are placed on even small incremental innovation solutions. While the introduction of DRG system is generally beneficial and wholeheartedly supported by the CzechMed association, it also complicates access to innovative medical devices in certain specific cases. We want to look for solutions.

Project "ZUM22" The aim of the project is to achieve more transparent, objective and faster decision-making on access to public health insurance resources for medical devices newly entering the Czech market. We are focusing on the "Categorisation of ZUM", which responds to the unexpected use of the categorisation of certain types of ZUM items for a different purpose than the one for which this categorisation was prepared. We wanted to avoid some of the practical effects of abusing categorisation. This year, activities are focused on the most important parameters of the relationship between suppliers of medical devices and health insurance companies in the medium term, with priority in the area of price negotiations and regulatory requirements.

They said about us

Monika Hradecká (Essity Czech Republic, s. r. o.) „Our company is a founding member of CzechMed and we consider it absolutely natural that we are still a member that not only benefits from the advantages but also actively participates in the running of the association. It is precisely for the acquisition members that membership brings more added value. When we have a problem, we try to solve it together and the association stands up for us. We have access to the highest levels of government, where often only companies are denied access. But what is crucial for our global company is that, thanks to the association, we are involved in shaping the legal, reimbursement and ethical environment that brings transparency, predictability and sustainability to our business in the Czech market.”

Tomáš Kolář (LINET Group S.E.) „CzechMed is for me a professional platform in which I can share my experience with key leaders from the world of medical devices and at the same time positively influence the business environment in which we operate and do business.”

Jiří Pavlíček (Aspironix, s. r. o.) „For every company doing business in the field of medical devices, CzechMed is naturally the first partner for its growth and protection. CzechMed has established a trustworthy name, an excellent reputation and an irreplaceable place on the medical device market thanks to its long-standing professional activities. The association operates in a very professional manner – it has a well set structure, a board, regular meetings and working groups that address current topics. It carries a lot of weight with stakeholders such as representatives of ministries and insurance companies – which is confirmed by the fact that CzechMed's opinion is taken into account in important meetings on a long-term and regular basis. CzechMed is very concrete and practical – daily acquisitions help to grow and protect.”

Members



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