



**25 YEARS**  
**MOVING**  
**HEALTHCARE**  
**FORWARD**

 **czechmed<sup>®</sup>**  
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 23 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 professionals and lay public awareness. For more details visit [www.czechmed.cz](http://www.czechmed.cz)



**34 000**

medical device manufacturers  
resources in Europe



**> 7 500**

employees



**CZK 12,3 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](http://www.medtecheurope.org)







*"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 modern and dynamically developing that 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 work on the projects they have set for the year.

# Projects

**"Health&Ageing" Project** The project aims 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 4 working-age people are contributing for every 1 senior citizen, shortly 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-centered 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 "Improving the access of medical devices to reimbursement"** The development of the last years has clearly shown that from the association's point of view it is not possible to remain only in a reactive mode and that it is necessary to proactively strive to change the system of entering medical devices into reimbursement from the public health insurance so that it is transparent, predictable and reviewable. In the area of medical devices on prescription, in these times of high inflation, elements of flexibility need to be strengthened in order to maintain the quality medical devices that Czech patients are already used to on the market. In the "ZUM", it is necessary to rebuild the whole system from the ground up. The new rules should allow for the quick entry of major innovations that have proven their benefits. In the case of minor innovations, their penetration into clinical practice in the Czech Republic should be essentially automatic and continuous without imposing additional administrative barriers. The aim of the project is to promote the association's priorities in the implementation of new procedures for the evaluation of devices entering reimbursement.

**Project "Strengthening competences in health economics"** Irrespective of whether the medical devices are on prescription or "ZUM", it is clearly visible that health economics tools such as the submission of budget impact analyses as well as related pharmaco-economic analyses (cost-effectiveness, cost-minimisation, cost-utility analysis, etc.) are gradually being implemented in the Czech Republic. The aim of the project is to create or strengthen the know-how in this area among the members of the association so that the association as a whole and its members on an individual basis can act as an experienced professional partner of health insurance companies and the government in the process of sensible implementation of health economics elements in medical devices.

# 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 in 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

**Alcon**

**ARJO**  
EMPOWERING MOVEMENT

**Arthrex**

**AspironiX**

**BD**

**Boston Scientific**  
Advancing science for life™

**Coloplast**

**convatec**  
— forever caring —

**Edwards**

**Elekta**

**essity**

**HARTMANN**  
Pomáhá. Pečuje. Chrání.

**Johnson & Johnson MedTech**

**Kimberly-Clark**

**LINET**

**LR**  
People.Health.Care.

**Medtronic**  
Engineering the extraordinary

**Mölnlycke**

**PHILIPS**

**ResMed**  
Changing lives  
with every breath

**Synektik**  
Exclusive da Vinci distributor

**THUASNE**

**ZIMMER BIOMET**  
Moving You Forward.™



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