



LA APUESTA POR LA INNOVACIÓN EN LA INDUSTRIA DE TECNOLOGIA SANITARIA

ÁNGEL LANUZA

COORDINADOR DE LA PLATAFORMA ESPAÑOLA DE INNOVACIÓN EN TECNOLOGÍA
SANITARIA

MADRID, 24 DE MARZO DE 2015

*Fenin, Federación Española de empresas de Tecnología Sanitaria, es la **asociación empresarial que representa en España a las empresas de Tecnología Sanitaria.***

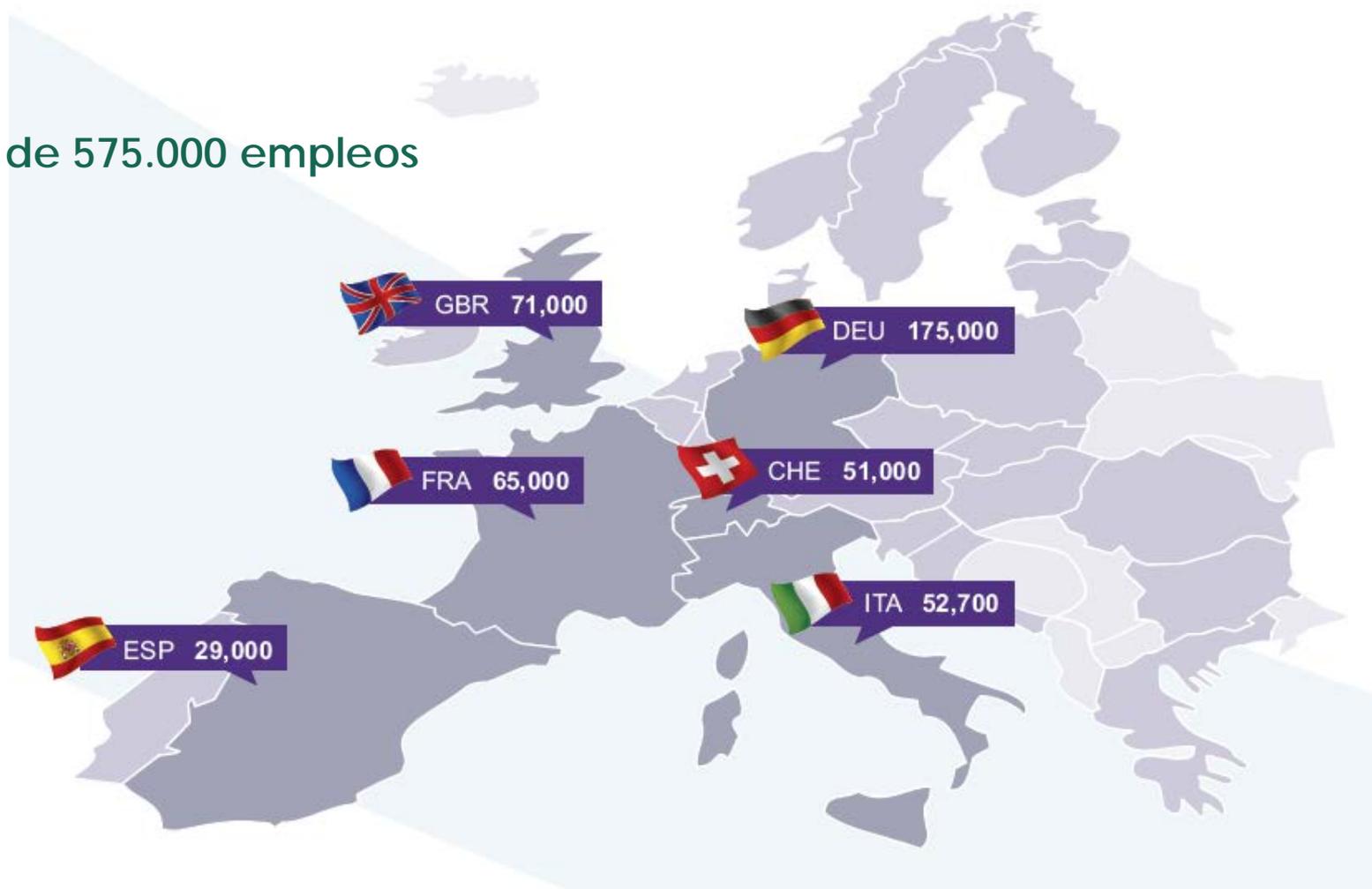
NUESTRA MISIÓN

Representar y promocionar, a todos los niveles, **los intereses del sector**, resaltando su "VALOR" y fomentando su "USO RACIONAL".

El Sector de Tecnología Sanitaria en cifras

02

Más de 575.000 empleos



Fuente: EUCOMED, European Medtech Market 2012

El Sector de Tecnología Sanitaria en cifras

THE MEDTECH INDUSTRY IN EUROPE

WHAT IS MEDTECH?

...IS AN UMBRELLA TERM FOR: THERE ARE MORE THAN: **500,000** MEDICAL TECHNOLOGIES

- MEDICAL DEVICES
- IN VITRO DIAGNOSTICS
- IMAGING EQUIPMENT
- E-HEALTH

MEDICAL TECHNOLOGY IS THERE THROUGHOUT YOUR LIFE



AN INDUSTRY THAT MAKES A DIFFERENCE

>575,000 EMPLOYEES

ROUGHLY €100 BILLION MARKET SIZE

25,000 MEDTECH COMPANIES

A POSITIVE TRADE BALANCE OF €15.5 BILLION

30% OF WORLD MARKET

GROWING AT AROUND 4% PER ANNUM

95% SMEs

NUMBER #1 INNOVATION PATENTS FILED

18-24 MONTHS INNOVATION CYCLE

WITHIN 3 MONTHS NEW DIAGNOSTIC

THE INDUSTRY FILES A PATENT EVERY 50 MINUTES!

MEDICAL TECHNOLOGY

A BRAKE ON RISING HEALTHCARE COSTS

1 LIMITS THE COST OF CARE OF PATIENTS WITH CHRONIC DISEASES

EARLY DIAGNOSIS + MONITORING EFFECTIVE TREATMENT COST OF HOSPITALISATION

2 LIMITS THE USE OF INEFFECTIVE, UNNECESSARY TREATMENT AND PROVIDES PERSONALISED CARE

COMPANION DIAGNOSTICS ENSURE ONLY THOSE TO BENEFIT ARE TREATED

DIAGNOSTICS HELP DETERMINE A PATIENT'S RISK OF DEVELOPING CERTAIN CONDITIONS

3 LIMITS THE COST OF CARE AT TIMES OF CARE DELIVERY

EFFICIENT TREATMENT TIME IN HOSPITAL IMPROVING QUALITY OF CARE IN HOSPITAL CARE DELIVERY IN THE MOST COST-EFFECTIVE LOCATION

4 LOWERS THE COST OF CARE BY FACILITATING INTEGRATED CARE AND DISEASE MANAGEMENT

EFFICIENCY DUPLICATION SELF/REMOTE MONITORING COST-EFFECTIVENESS OF HEALTHCARE DELIVERY

DID YOU KNOW THAT

In vitro diagnostics take up only ~0.8% of total healthcare expenditure. Medtech as a whole amounts to only ~7.5%

Today, 3 out of 4 cataract surgeries in Europe no longer require an overnight hospital stay

Investing in health technology saved Germany €22 billion

Medtech can reduce hospitalisation of patients with severe heart failure by ~33%

MEDICAL TECHNOLOGY

BENEFITTING PATIENTS AND PUBLIC HEALTH FROM DIAGNOSIS TO CURE

PATIENTS BENEFIT FROM EARLY DIAGNOSIS

80% REDUCTION OF CERVICAL CANCER IN FINLAND THANKS TO MASS SCREENING PROGRAMME

PATIENTS BENEFIT FROM CONTINUOUS IMPROVEMENT IN QUALITY OF CARE AND REDUCED EXPOSURE TO RISK AND SIDE-EFFECTS

67% LESS INFECTION

SURGICAL DRESSINGS ARE PROTECTING YOU FROM THE TOUGHEST SUPERBUGS

MEDTECH IMPROVES QUALITY OF LIFE

IT ALLOWS FOR MORE PATIENT AND CARER EMPOWERMENT THANKS TO BETTER INFORMATION

SHUNT

A SHUNT IMPLANTED IN THE EYE DELIVERS CONTINUOUS TREATMENT. THIS GREATLY IMPROVES PATIENTS' QUALITY OF LIFE COMPARED WITH TRADITIONAL THERAPIES.

AND ENABLES PATIENTS TO REGAIN ECONOMIC AND SOCIAL ACTIVITIES FASTER

BEFORE NOW

A BLOOD GLUCOSE MONITOR ALLOWS PATIENTS TO MONITOR AND OPTIMISE THEIR TREATMENT

MEDTECH MAKES QUICK RESPONSES TO COMMUNICABLE DISEASES POSSIBLE

edma

Eucomed

MedTech Europe

El Sector de Tecnología Sanitaria en cifras

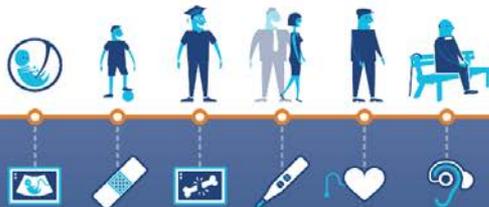
MEDICAL TECHNOLOGIES SAVE LIVES, IMPROVE HEALTH AND CONTRIBUTE TO SUSTAINABLE HEALTHCARE.



MEDTECH DEVELOPS PRODUCTS AND COMBINES ELEMENTS FROM VARIOUS OTHER INDUSTRIES



WE'RE WITH YOU THROUGHOUT YOUR LIFE



MEDTECH SAVES LIVES, TRANSFORMS AND IMPROVES PEOPLE'S HEALTH AND WELL-BEING.

LOOKING AFTER YOU



- 1 TAKE A PAP TEST TO HELP PREVENT CERVICAL CANCER**
BETTER SCREENING
- 2 ONLY GET THE TREATMENT THAT WILL WORK FOR YOU**
BETTER DIAGNOSIS
- 3 MEASURE YOUR BLOOD-GLUCOSE LEVELS IN SECONDS, AT HOME AND ON-THE-GO**
BETTER MONITORING
- 4 GET BACK ON YOUR FEET FASTER**
RESTORING HEALTH
- 5 SAY GOODBYE TO CHRONIC PAIN WITH NEURO-STIMULATION**
BETTER TREATMENT AND CURE

MEDTECH HELPS IN KEEPING OUR HEALTHCARE AFFORDABLE IN THE FUTURE.

LOOKING AFTER OUR HEALTHCARE SYSTEMS



CATARACT SURGERIES IN EUROPE
SURGERY OUTSIDE HOSPITAL TODAY SAVES €450 MILLION/YEAR | ALL SURGERY OUTSIDE HOSPITAL = €620m/YEAR POTENTIAL SAVINGS IN EUROPE

CONTINUOUS REMOTE MONITORING OF HEART FAILURE
EU COST FOR TREATMENT TODAY IS €12-25 BILLION/YEAR | -40% HOSPITALISATIONS = €250m/YEAR POTENTIAL SAVINGS IN EUROPE

LASER DOPPLER IMAGING FOR BURN WOUNDS
EU COST FOR TREATMENT OF BURN PATIENTS TODAY IS €4,3-8,3 BN/YEAR | BURN WOUND ASSESSMENT: FASTER (12 → 9 DAYS) + MORE ACCURATE (65% → 95%) = €78m-€138m/YEAR POTENTIAL SAVINGS IN EUROPE

POINT-OF-CARE TESTING FOR HBA1C LEVELS IN PEOPLE WITH DIABETES
+ IMPROVED PATIENT OUTCOMES AND SATISFACTION + FACILITATES TREATMENT BY YOUR GP RATHER THAN IN-HOSPITAL | €25 SAVED PER PATIENT/YEAR x 3 MILLION PATIENTS IN UK = +€75 MILLION/YEAR POTENTIAL SAVINGS IN UK

ULTRASOUND BONE HEALING FOR DIFFICULT TO TREAT FRACTURES
EU COST FOR TREATMENT TODAY IS 1,8 BN/YEAR | REDUCING SURGERY AND HOSPITAL CARE = €130 MILLION/YEAR POTENTIAL SAVINGS IN EUROPE

MEDTECH'S PART OF THE HEALTHCARE BUDGET
IN VITRO 0,8% | MEDTECH TOTAL 7,5%

BETTER HEALTHCARE AT A LOWER COST

DID YOU KNOW THIS ABOUT THE MEDTECH INDUSTRY?



- FACTS**
- +575,000 employees in Europe
 - 25,000 medtech companies
 - 95% SMEs
 - 18-24 months to develop improved product
 - 2 months to develop diagnostic for epidemic outbreak
 - Roughly €100 billion market size

Nuestro camino hasta hoy

05

1er Foro CIBER BBN Imagen Biomédica



2ª Foro CIBER BBN diagnóstico y terapias en oncología



I Foro Innovación Críticos



2º Foro Innovación Horizonte 2020 en Madrid



VI Conferencia Plataformas Biomédicas



I Foro Innovación CIEBERES



British Embassy
Madrid



2º Foro empresarial e-Health en Londres

- ✓ 14 foros empresariales organizados
- ✓ 1000 Asistentes
- ✓ 392 Entidades participando en la Plataforma
- ✓ 1200 Reuniones entre los participantes
- ✓ 30 Proyectos de colaboración en marcha

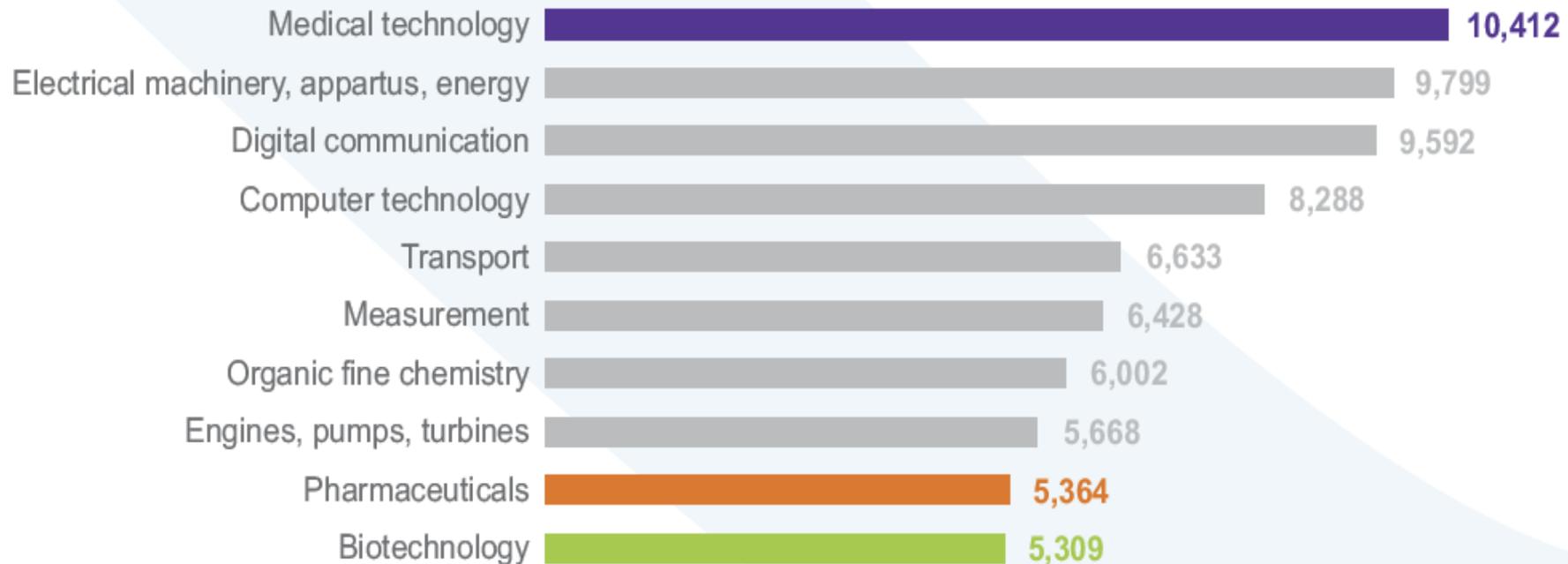
VIII Conferencia Anual Plat. Biomédicas



¿Qué sectores patentan más?

06

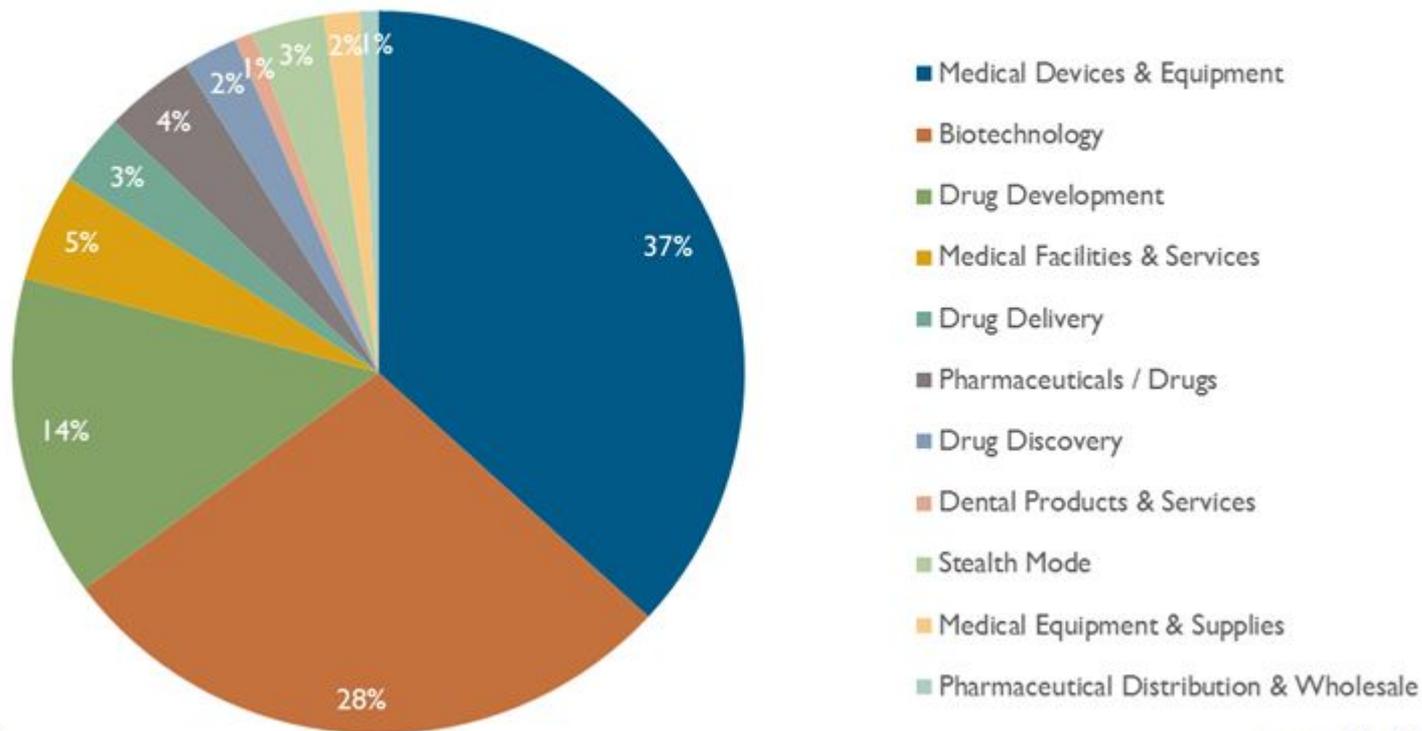
Top 10 technical fields in patent applications. Number of patent applications filed with EPO, 2012 ⁵



¿Qué sectores atraen al capital privado?

07

Healthcare VC Deal Volume by Industry
Q3 2014



Fenin y la Plataforma de Innovación

08




ÍNDICE SECTORIAL

- » Dental
- » Diagnóstico in vitro
- » E salud
- » E salud (sergio)
- » Electromedicina
- » Empresas
- » Equipamiento médico, quirúrgico
- » Imagen médica y radioterapia
- » Implantes
- » Ortopedia técnica y técnicas de
- » Países
- » Suministros y equipamiento de
- » *Registros no asignados*


ACTUALIDAD

MI ZONA

ALERTA PERSONALIZADA

OPORTUNIDADES

BOLETINES

GESTIÓN DEL ÍNDICE

Mis Alertas

Fuentes

Mis Búsquedas

Mis Favoritos

Mis Comentarios

 » **Búsqueda Avanzada**
ÍNDICE SECTORIAL

Usted está en: Diagnóstico in vitro /

Aplicaciones móviles

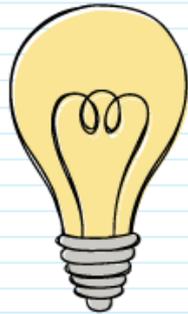
Equipamiento y materiales

Laboratorio clínico

[Noticias](#) | [Ayudas](#) | [Eventos](#) | [Normativa](#) | [Oferta / Demanda](#) | [Legislación](#) | [Artículos](#) | [Patentes](#) | [Licitaciones](#) | [Proyectos](#) | [Información interna](#)
NOTICIAS - DIAGNÓSTICO IN VITRO

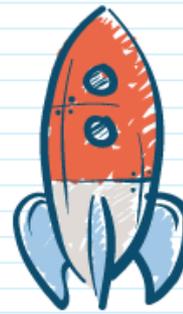
 » **Filtrar por fecha**

Fecha	Título
22/03/2015	New molecular tool assesses vaginal microbiome health, diagnoses infections -- fast
22/03/2015	MEDITE announces granting of German priority patent for Histology 'Lab-in-one Automation' System
20/03/2015	Shp2 enzyme blocks protection program, boosts tumor growth
20/03/2015	Early recall rates decline after second round of lung cancer screening
20/03/2015	Healthcare systems miss life-saving treatments learnt on battlefield
19/03/2015	Another lawsuit for Olympus over 'superbug'-infected scopes
19/03/2015	Joint fluid harbors bacterial clumps after replacement despite pre-surgery antibiotics
19/03/2015	OncoBreak: Chemo Brain Rehab, CRC Screening, Forced Therapy
18/03/2015	ACP: 'No' to Heart Screening in Adults at Low Risk (CME/CE)
17/03/2015	ACP advises against screening for heart disease in low risk adults
16/03/2015	Study discovers biomarkers to predict the progression of idiopathic pulmonary fibrosis
16/03/2015	NantWorks, Sorrento collaborate to discover and develop novel anti-cancer immunotherapies
16/03/2015	Vaxil Bio's ImMucin receives EMA orphan drug designation for treatment of Multiple Myeloma
16/03/2015	World Health Organisation (WHO) joins with ESCMID to fight global infections
16/03/2015	Advanced screening test to improve European colorectal cancer survival rates
14/03/2015	Regional Pressures May Drive Wasteful Ca Screening (CME/CE)
14/03/2015	Metabolic derangement may facilitate cell proliferation in PAH
14/03/2015	HBV genotype C HBeAg seroconversion rate ?negligible'
14/03/2015	Factors predictive of sequential nucleos(t)ide analogue, IFN-? therapy response identified



THINK
BEST
IDEA

Publicar Idea



INNOVATE

Publicar Reto

"**MedInTech** es un espacio virtual que facilita la interacción entre instituciones públicas y privadas que estén innovando o buscando soluciones innovadoras. Si tienes una innovación que ofrecer, pública tu idea y si necesitas una solución para un problema no resuelto, lanza tú reto."



GOBIERNO DE ESPAÑA

MINISTERIO DE ECONOMÍA Y COMPETITIVIDAD



Unión Europea

Fondo Europeo de Desarrollo Regional

federación española
de empresas de
fenin **TECNOLOGÍA SANITARIA**

**PLATAFORMA
ESPAÑOLA INNOVACIÓN
TECNOLOGÍA SANITARIA**



23 de octubre de 2014 a las 16.15 horas

Sala de actos del Colegio Oficial de Médicos de Barcelona, Paseo de la Bonanova, 47 Barcelona.

[CONOCE EL FORO](#)

[DESCARGA EL PROGRAMA](#)

Muchas gracias!!

