

News Release

For immediate Release

MEDEC and the Ontario Government Partner to Address Medical Technology Industry Priorities

(Toronto, March 17, 2011) The March release of a strategy report for the medical technology sector in Ontario (available [here](#)) is the result of a two-month consultation between MEDEC and the Ontario government. The consultations were part of Ontario's Business Sector Strategy which aims to strengthen the success of Ontario's businesses.

Through consultation sessions, Ontario and [MEDEC](#) agreed to a number of deliverables that will lead to ongoing open dialogue and collaborative relationship with government ministries. Describing the Ontario-[MEDEC](#) collaboration as a success, [MEDEC](#) President and CEO, Stephen Dibert said “the industry is very pleased to see a specific focus on medical technologies in the province and the ongoing opportunity for open dialogue and collaboration with government established through the Open for Business forum.”

“We applaud the Ontario Government for seeking to provide an accessible environment for local and global companies to do business within the province. The work that has been accomplished clearly demonstrates an open for business environment in the province and a strong commitment by the government to strengthen and build Ontario’s medical technology industry,” Mr. Dibert said.

From the consultation, Ontario and [MEDEC](#) arrived at these solutions to address the industry’s priorities, and in some cases created groundbreaking initiatives that will position Ontario’s medical technology industry as a world leader.

The Ministry of Health and Long Term Care will drive the creation of an annual roundtable with health sector stakeholders to identify high priority health issues facing the Ontario health care system. In this forum, the medical technology sector will have direct access to the purchasers of medical technology and can showcase new market-ready solutions to meet current needs. The forum will also act as an information exchange so that appropriate device technology can be developed to address anticipated future needs.

The Ministry of Health and Long Term Care will introduce a method of assessing technology in Ontario to shift the evaluation of medical devices upstream so results of technology assessments are determined pre-market versus the current practice of post-market

assessments. This will be done through a collaborative management model with [MEDEC](#), the Health Technology Exchange, the Medical Advisory Secretariat and the Council of Academic Hospitals of Ontario. This comprehensive, pre-market evidence-based analysis will make Ontario the first jurisdiction in the world to attempt this approach and will ensure technologies are safe and improve early stage adoption for the health system.

The Ministry of Finance has developed a procurement handbook, *Doing Business with the Broader Public Sector - A Guide for Small and Medium Enterprises*, which clarifies the procurement process in Ontario for small and medium-sized companies. The handbook provides context, basic principles and procurement information to support access to the broader public sector market. The Ministry is also developing templates for tendering, contracting and procurement best practices to govern the procurement process in the province.

The Ministry of Economic Development and Trade will promote Ontario's medical technology companies and the province as a competitive and attractive location for global investment by having the medical technology sector participate in key export development programs. Each year the ministry will advise [MEDEC](#) of the export development programs in the Life Sciences sector in which the ministry will be participating during the coming year. [MEDEC](#) and the Ministry will also pursue qualified leads for multi-national enterprise investment and Ontario-based company investment. In addition, a Ministry representative will sit on the [MEDEC](#) Export Club's advisory board.

The Ministry of Research and Innovation will create a medical technology sector working group to build on the Life Sciences Partnership Council, announced as part of Ontario's Life Sciences Commercialization Strategy. The working group will support the work of the Council and continue the dialogue on the commitments arising from the Open for Business Sector Strategy process.

As these ongoing initiatives with the Ministries advance, [MEDEC](#) looks forward to continued collaboration with our healthcare and innovation partners including the Council of Academic Hospitals of Ontario (CAHO), Local Health Integration Networks (LHINs), hospital CEOs, the Ontario Hospital Association (OHA), MaRS and the Health Technology Exchange (HTX).

About MEDEC (www.medec.org)

[MEDEC](#) is the national association representing the medical technology industry in Canada. Our members are committed to providing safe and innovative medical device technologies that enhance patient care and advance patient outcomes. The medical technology industry in Canada employs over 35,000 Canadians in close to 1,500 corporate facilities, and has sales of nearly \$7 billion per annum. We are committed to ensuring that Canada has a strong and vibrant medical technology industry.

For more information, contact communications@medec.org