How to Enter and Expand in China’s Medtech Double-Digit Growth Space?

China is ranked #2 in national GDP in the world in 2015, almost 3 times of Japan. It is one of the world’s fastest-growing markets for medical device.

It has emerged as Asia’s largest medical device market and will become the world largest as the ever growing middle class demands higher level of care standards.

Program Description
Can you afford not to think of the China healthcare market?

This forum will discuss the dynamics of China healthcare market, key factors to consider, CFDA changes and approval process, funding and partnership. Our seasoned speakers will share their practical tips and pitfalls from their personal experience.

To help U.S. medtech companies better understand how to gain access or leverage the power and momentum, Grace Fu Palma, CEO of China Med Device, 20 year medtech veteran between Sino-U.S. market, will provide an overview of the dynamics of China’s healthcare market, the needs and opportunities, and the commercialization process (CFDA, distribution, etc.). She will also discuss what to expect from the Chinese government’s 2020 Healthcare initiatives.

The high growth potential for accessing the Chinese medtech market can be constrained by risks and challenges. John Iwanicki and Pei Wu will examine the status and trends of the intellectual property protection in China and discuss practical approaches for U.S. companies to create strategies to protect their intellectual property rights.

Our presenters will share tips and pitfalls on new product development, R&D investment, and acquisition decisions for the Emerging Markets. They will bring into focus the key operational insights in working with local manufacturing companies in China after the acquisition and share years of experience in setting up and running medical device operations in China.

For more information, go to mdgboston.org

Upcoming Events
Networking Event
Wed, April 13 5:30 – 8:30 PM
How to Effectively Network in the 21st Century
(Constant Contact)

Forum
Wed, May 4 5:30 – 8:30 PM
Keeping Informed – Working Together
A perspective from FDA’s WEAC Laboratory
(Constant Contact)
Gary Woolf
Founder and the Chief Executive Officer of Shiboomi LLC.

He has over 27 years of experience in leadership and entrepreneurial roles and has executed the Chief Executive position in enterprises in various industries including sports and entertainment, healthcare, medical devices, biotech, and consumer products.

Shiboomi is an international business development firm, which specializes in the creation and execution of strategic growth opportunities for corporations and projects at their critical stages of development.

Seeing the vast demand in China for Western technologies in particular industries and the opportunities and resources that strong Chinese partners can provide to Western companies, Shiboomi developed a program specifically to bridge appropriate Western companies and novel technologies into the Chinese market.

Grace Fu Palma
CEO, India Med Tech, LLC

Grace, a seasoned medtech executive, specializes in helping U.S. medical device companies to commercialize and strategic funding to China. With 20 years of experience driving product strategy, business and channels partnership and development for both large multinationals and startup companies, she held a variety of marketing and sales management positions.

Pei Wu, Ph.D, Esq
Patent Attorney, Banner & Witcoff, Ltd.

With nearly eight years of experience in patent practice, Dr. Pei Wu focuses her practice on patent prosecution and patent portfolio development in the fields of biotechnology, molecular diagnostics, medical devices and pharmaceuticals.

Prior to joining Banner & Witcoff, she had more than ten years of biological and translational research experience in academia. She has also written newsletter articles relating to U.S. and China IP law and practices. She is fluent in Mandarin Chinese.

Moderator
John P. Iwanicki, Esq
Patent Attorney
Principal Shareholder, Banner & Witcoff, Ltd.

John is a registered patent attorney specializing in complex legal issues in procuring and enforcing intellectual property in the chemical, life sciences, and biotechnology industries. Recognizing that a patent can be both a sword and a shield, John has both enforced and defended allegations of patent infringement in federal court.

Prior to joining Banner & Witcoff, he has lectured to Chinese scientists, business executives, representatives of SIPO and students in Beijing, Shenzhen, Suzhou, and Shanghai on issues of United States patent law practice and procedure. John resides in the Boston office of Banner & Witcoff, Ltd.

Pei Wu, Ph.D, Esq
Patent Attorney, Banner & Witcoff, Ltd.

With nearly eight years of experience in patent practice, Dr. Pei Wu focuses her practice on patent prosecution and patent portfolio development in the fields of biotechnology, molecular diagnostics, medical devices and pharmaceuticals.

Prior to joining Banner & Witcoff, she had more than ten years of biological and translational research experience in academia. She has also written newsletter articles relating to U.S. and China IP law and practices. She is fluent in Mandarin Chinese.

Co-Champions
Grace Fu Palma
CEO, China Med Device, LLC

Howard Lin, Ph.D.
Founder & Principal Consultant
MedDev Scientific LLC
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We would like to thank the hundreds of volunteers who help to make this organization a success.

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About MDG Boston

MDG is the professional association for career building, knowledge acquisition and mutual support for New England medical technology professionals.

MDG sponsors Forums, Networking, SIGs (Special Interest Groups), Workshops and Special Events where diverse industry leaders can share their experience and knowledge as presenters and through peer-to-peer communications.

MDG Boston 2015-2016 Program Calendar

Forum Panels

(Location: Constant Contact Headquarters, Waltham, unless noted otherwise)

Sept 16  Diabetes Today: Discipline, Devices & Development
Co-Chairs: Dick O’Brien, Shweta Sharma, Aaron Cohen, Peter Madras

Oct 21  3D Printing Is Changing Everything
Co-Chairs: Bill McIlhargey, Peter Fuchs

Nov 4  Med Tech Product Development: From Concept to Commercialization
Co-Chairs: Paul Hartung, Keith Kowal

Dec 2  Smartphone apps to engage healthcare at home
Co-Chairs: Kevin Franck, Jeff Karg

Feb 3  New Technologies for Unmet Medical Challenges
Chair: Peter Madras, Geoff Moodie

Mar 2  Nanotechnology in the Healthcare Industry
Co-Chairs: John O’Gara, Jim O’Connor

Apr 6  Med device start-ups and companies in China
Co-Chairs: Grace Fu Palma, Howard Lin

May 4  FDA’s Winchester Engineering and Analytical Center (WEAC)
Co-Chairs: Hank Allard, Rich Nadeau

June 1  Surgical Navigation Systems for Image Guided Surgery
Co-Chairs: Dan Healey, Peter Vandermeulen

Member News

MDG welcomes these new members:
Hillel Alpert
Estefania Alvarez
Christopher Annand
Greg Beavan
Wynn Bowers
Jason Castillo
Ingrid Centurion
Michael Cima
Daniel Erdosy
Michelle Hadley
David Harding
Philip Hershberg
Alon Landa
Micheala Levin
Chhitiz Manandhar

Tehila Nahum
Mitali Pradhan
Jan Pyro
Mack Rubley
Alan Sakiqi
Clyde Shappee
Alexandra Sneider
Stephen Sousa
Matina Tuladhar
Jarret Wright
Arthur Young
Stephen Zale
Wei Zhang

In addition, we welcome back those who have renewed their MDG membership:
Edward Barile
Marie Cloutier
Aaron Cohen
Peter Colgan
David Gamache
Hasson Harris Wilcher
Richard Hart
Hope Hopkins
Lynn Kibblehouse
Shankar Krishnan
Dennis Leiner

Rich Miller
Peter Nalbandian
Grace Fu Palma
Charles Sweet

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