**Organization of the MIS programme**

- **Essential for company management.**
- **Provides monthly global IVD industry flash reports by country.**
- **Participating companies report national net invoiced sales for 125 IVD categories.**

**About MedTech Europe**

MedTech Europe is the European trade association representing the medical technology industries, in diagnosis, prevention and cure. MedTech Europe started as an alliance in October 2012 formed by two organisations: EDMA representing the European in vitro diagnostic industry and Eucomed, representing the European medical devices industry. Our members include European national medical technology associations, federations, and manufacturers of Medical Technologies operating in Europe, Middle East and Africa. MedTech Europe mission is to make innovative medical technology available to more patients while improving quality and cost efficiency of healthcare systems. MedTech Europe provides technical, regulatory and market research information to our members.

The European in vitro diagnostic industry is a market worth around €11 billion. Driven by research and development, 95% of the industry is comprised of small and medium size enterprises and approximately €1 billion euros per year is reinvested in R&D.

Developed by MedTech Europe, the Global Diagnostic Market Statistics (GDMS) and Management Information System (MIS) programmes provide a comprehensive overview of the latest market trends based on the Global IVD Product Classification (GIVD). For more information, visit http://www.medtecheurope.org.

**International Partners**

MedTech Europe from diagnosis to cure

Rue Joseph II, 40 – Brussels, Belgium
+32 (0)2 300 96 43
info@medtecheurope.org
## Management Information System (MIS) Programme

### Global Participation

<table>
<thead>
<tr>
<th>Europe</th>
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<td>Others</td>
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</tbody>
</table>

### Data Input

- **The participating IVD companies report national net invoiced sales (end-user) directly to Club Inter Pharmaceutique (CIP)**
- **Frequency:** on a monthly basis
- **Reporting is done for 7 testing categories, comprising around 180 separate product groups (level 2 of the GIVD classification)**:
  - **Clinical Chemistry** (including enzymes, substrates, electrolytes, glucose test strips, other rapid testing and POC)
  - **Immunochemistry** (including allergy, tumour markers, cardiac markers, hormones, vitamin tests, TDM, DOA, autoimmunity, inflammatory disease markers, rapid testing and POC)
  - **Haematology/Haemostasis/Immunohaematology/Histology/Cytology**
  - **Microbiology Culture** (including bacteriology, virology, mycology and parasitology)
  - **Infectious Immunology** (comprising bacteriology, virology incl. hepatitis/hemovirus, mycology and parasitology)
  - **Genetic Testing**
  - **Instruments, Spare Parts, Service, Software** (including instruments for chemistry, immunochemistry, blood gases, electrochemistry, haemostasis, blood grouping, histology/cytology, flow cytometry, mass spectrometry, microbiology, nucleic acid testing, rapid testing & POC instruments and others)
  - **Infectious Immunology NAT reagents and excl NAT reagents**

**Note:** Sales line data will not be provided if less than three companies report.

* Club Inter Pharmaceutique (CIP) is a not-for-profit data handling organisation based in Paris

**Global IVD (GIVD) classification**. MedTech Europe has developed a classification system for all IVD products that is regularly updated according to market needs and changes. See MedTech Europe website: www.medtech-europe.org

### Data Output

**ONLY participating companies have web access to consolidated data from CIP for the countries in which they participate.**

<table>
<thead>
<tr>
<th>Month</th>
<th>Turnover</th>
<th>Growth rate %</th>
<th>Market share %</th>
<th>Company ranking</th>
<th>Numbers of competitors reporting</th>
<th>Listing of each individual competitor with their ranking (by market share)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Your company sales</td>
<td>• Versus all company sales</td>
<td>• Your company growth rate</td>
<td>• Versus all company growth rates</td>
<td>• Your company market share</td>
<td>• Web data access restricted by password.</td>
</tr>
</tbody>
</table>

**Periods:**
- **Actual Month (M)**
- **Year-To-Date (YTD)**
- **Rolling Annual Total (RAT)**
- **Rolling 3 months (R3M)**
- **2 years history (2YH)**

### Why join?

- **Essential for company’s strategic marketing and management.**
- **Mirrors IVD market changes effectively.**
- **Delivers IVD market size, share and growth trends in a short time.**
- **Provides market share performance and development view tailored to company’s geographic needs.**
- **Eliminates dependency on expensive consultant-supplied market estimates.**
- **Web access.**
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The European in vitro diagnostic industry is a market worth around €11 billion. Driven by research and development, 95% of the industry is comprised of small and medium size enterprises and approximately €1 billion euros per year is reinvested in R&D. Developed by MedTech Europe, the Global Diagnostic Market Statistics (GDMS) and Management Information System (MIS) programmes provide a comprehensive overview of the latest market trends based on the Global IVD Product Classification (GIVD). For more information, visit http://www.medtecheurope.org.
## Management Information System (MIS) Programme

### Global Participation

**Europe**
- Austria
- Belgium
- Bulgaria
- Croatia
- Czech Republic
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Italy
- Latvia
- Lithuania
- Luxembourg
- Malta
- Norway
- Portugal
- Poland
- Russia
- Slovakia
- Slovenia
- Spain
- Sweden
- Switzerland
- Turkey
- Ukraine

**Middle East & Africa**
- Bahrain
- Egypt
- Israel
- Kuwait
- Lebanon
- Oman
- Qatar
- Saudi Arabia
- South Africa
- Tanzania
- Turkey
- United Arab Emirates
- United Kingdom
- United States

**Asia Pacific**
- Australia
- China
- India
- Indonesia
- Japan
- Korea
- Malaysia
- New Zealand
- Philippines
- Singapore
- South Korea
- Taiwan
- Thailand
- Vietnam

**America**
- Argentina
- Brazil
- Canada
- Chile
- Colombia
- Mexico
- Peru
- Uruguay

---

### Data Input

- The participating IVD companies report national net invoiced sales (end-user) directly to Club Inter Pharmaceutique (CIP)*
- Frequency: on a monthly basis
- Reporting is done for 7 testing categories, comprising around 180 separate product groups (level 2 of the GIVD classification**), in local currency:
  - **Clinical Chemistry**
    - Involving enzymes, substrates, electrolytes, glucose test strips, other rapid testing and POC
  - **Immunohematology**
    - Including allergy, tumour markers, cardiac markers, hormones, vitamin tests, TDM, DOA, autoimmunity, inflammatory disease markers, rapid testing and POC
  - **Haematology/Immunohaematology/Immunohematology/Histology/Immunology**
  - **Microbiology Culture**
  - **Infectious Immunology**
    - Including bacteriology, virology, mycology and parasitology
  - **Genetic Testing**
  - **Instruments, Spare Parts, Service, Software**
    - Including instruments for chemistry, immunochemistry, blood gases, electrophoresis, haematology, blood grouping, histology/cytology, flow cytometry, mass spectrometry, microbiology, nucleic acid testing, rapid testing & POC instruments and others

*Club Inter Pharmaceutique (CIP) is a not-for-profit data handling organisation based in Paris
**Global IVD (GIVD) classification. MedTech Europe has developed a classification system for all IVD products that is regularly updated according to market needs and changes.

---

### Data Output

**ONLY participating companies have web access to consolidated data from CIP for the countries in which they participate.**

#### Turnover
- Growth rate %
- Market share %
- Company ranking

**Periods:**
- Actual Month (M)
- Year-To-Date (YTD)
- Moving Annual Total (MAT)
- Rolling 3 months (R3M)
- 2 years history

---

### Why join?

- Essential for company’s strategic marketing and management.
- Mirrors IVD market changes effectively.
- Delivers IVD market size, share and growth trends in a short time.
- Provides market share performance and development view tailored to company’s geographic needs.
- Eliminates dependency on expensive consultant-provided market estimates.
- Web access.
**Data Input**

- The participating IVD companies report national net invoiced sales (end-user) directly to Club Inter Pharmaceutique (CIP)*
- Frequency: on a monthly basis
- Reporting is done for 7 testing categories, comprising around 180 separate product groups (level 2 of the GIVD classification**), in local currency:
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  - **Immunochemistry** (including allergy, tumour markers, cardiac markers, hormones, vitamin tests, TDM, DOA, autoimmunity, inflammatory disease markers, rapid testing and POC)
  - Haematology/Haemostasis/Immunohaematology/Histology/Cytology
  - **Microbiology Culture**
  - **Infectious Immunology** (comprising bacteriology, virology, mycology and parasitology)
  - **Genetic Testing**
  - **Instruments, Spare Parts, Service, Software** (including instruments for chemistry, immunochemistry, blood gases, electroforesis, haematostasis, blood grouping, histology/cytology, flow cytometry, mass spectrometry, microbiology, nucleic acid testing, rapid testing & POC instruments and others). In addition the MIS provides data on specific testing segments, e.g.:
    - Rapid Testing and POC (without devices)
    - Diabetes Management (strips, meters and consumables)
    - Infectious Immunology NAT reagents and excl NAT reagents

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**Data Output**

- Web data access restricted by password.
- Easy to manipulate.
- Automatic exchange rate conversion.
- Confidentiality guaranteed by CIP.
- Note: Sales for data will not be provided if less than three companies report.
- Numbers of competitors reporting
  - Listing of each individual competitor with their ranking (not market share).

Only participating companies have web access to consolidated data from CIP for the countries in which they participate.

<table>
<thead>
<tr>
<th>Product Group</th>
<th>Turnover</th>
<th>Growth rate %</th>
<th>Market share %</th>
<th>Company ranking</th>
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<tbody>
<tr>
<td>Your company sales</td>
<td>Your company sales</td>
<td>Your company growth rate</td>
<td>Your company market share</td>
<td>Numbers of competitors reporting</td>
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<tr>
<td>All companies</td>
<td>Versus all company sales</td>
<td>Versus all company growth rates</td>
<td>Listing of competitors reporting</td>
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<table>
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<th>Periods:</th>
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<tr>
<td>Actual Month (M)</td>
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<tr>
<td>Year-To-Date (YTD)</td>
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<tr>
<td>Rolling Annual Total (RAT)</td>
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<tr>
<td>Rolling 12 months (R12M)</td>
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<tr>
<td>2 years history</td>
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</tbody>
</table>

- Essential for company’s strategic marketing and management.
- Mirrors IVD market changes effectively.
- Delivers IVD market size, share and growth trends in a short time.
- Provides market share performance and development view tailored to company’s geographic needs.
- Eliminates dependency on expensive consultant-provided market estimates.
- Web access.

---

**Management Information System (MIS) Programme**

**Global Participation**

Europe
- Austria
- Belgium
- Bulgaria
- Croatia
- Czech Republic
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Italy
- Latvia
- Lithuania
- Luxembourg
- Norway
- Portugal
- Greece
- Romania
- Russia
- Slovenia
- Spain
- Sweden
- Switzerland
- Turkey
- UK

Middle East & Africa
- Bahrain
- Lebanon
- South Africa
- Oman
- Tunisia
- Qatar
- United Arab Emirates
- Saudi Arabia
- Others

Asia Pacific
- Australia
- New Zealand
- Philippines
- Singapore
- South Korea
- Malaysia
- Taiwan
- Indonesia
- Thailand
- Others

America
- Argentina
- Brazil
- Canada
- Chile
- Colombia
- Mexico
- Peru
- USA
- Venezuela
- Others

**Why join?**

- Web access.
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**Organization of the MIS programme**

- Essential for company management.
- Provides monthly global IVD industry flash reports by country.
- Participating companies report national net invoiced sales for 125 IVD categories.

**Data input electronically to CIP (Club Inter Pharmaceutique)**

- Manufacturer A
  - Product level sales reporting
- Manufacturer B
  - Product level sales reporting
- Manufacturer C
  - Product level sales reporting

**Data consolidated by CIP**

- Monthly data output electronically

**Consolidated report: 125 product groups.**

**Personalised analysis**

- (market share, competitive ranking & growth rate), not available to competitors.

**Web access to each manufacturer**

**Management Information System**

Monthly top-line IVD market flash reports

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MedTech Europe from diagnosis to cure

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