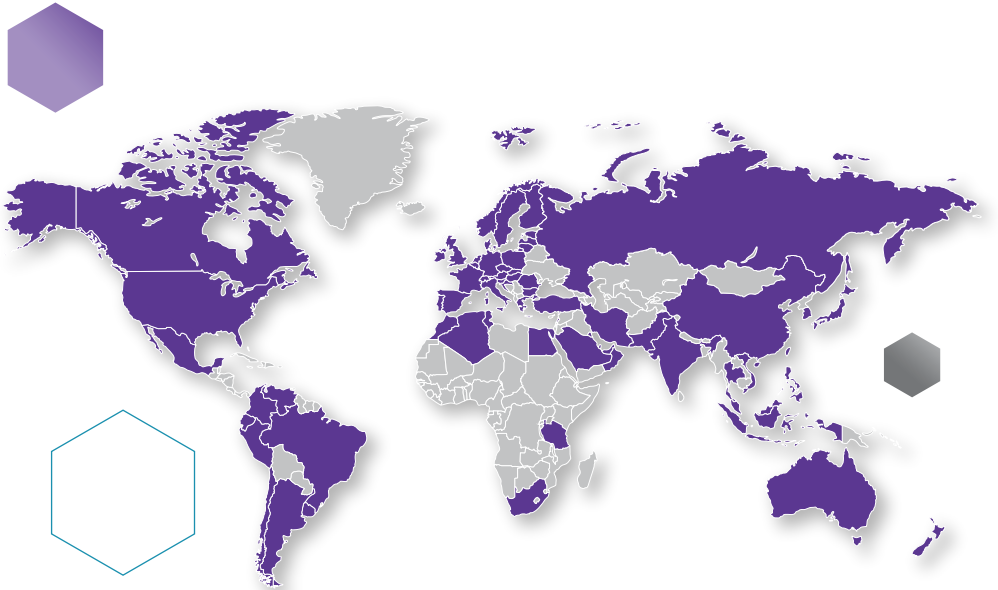


MIS

Management Information System

Monthly top-line IVD market
flash reports



MedTech Europe
from diagnosis to cure

Management Information System (MIS) Programme

Global Participation

Europe

Austria	Greece	Romania
Belgium	Hungary	Russia
Bulgaria	Italy	Slovakia
Croatia	Ireland	Slovenia
Czech Republic	Latvia	Spain
Denmark	Lithuania	Sweden
Estonia	The Netherlands	Switzerland
Finland	Norway	Turkey
France	Poland	UK
Germany	Portugal	Others

Middle East & Africa

Bahrain	Lebanon	South Africa
Egypt	Oman	Tunisia
Israel	Qatar	United Arab Emirates
Kuwait	Saudi Arabia	Others

Asia Pacific

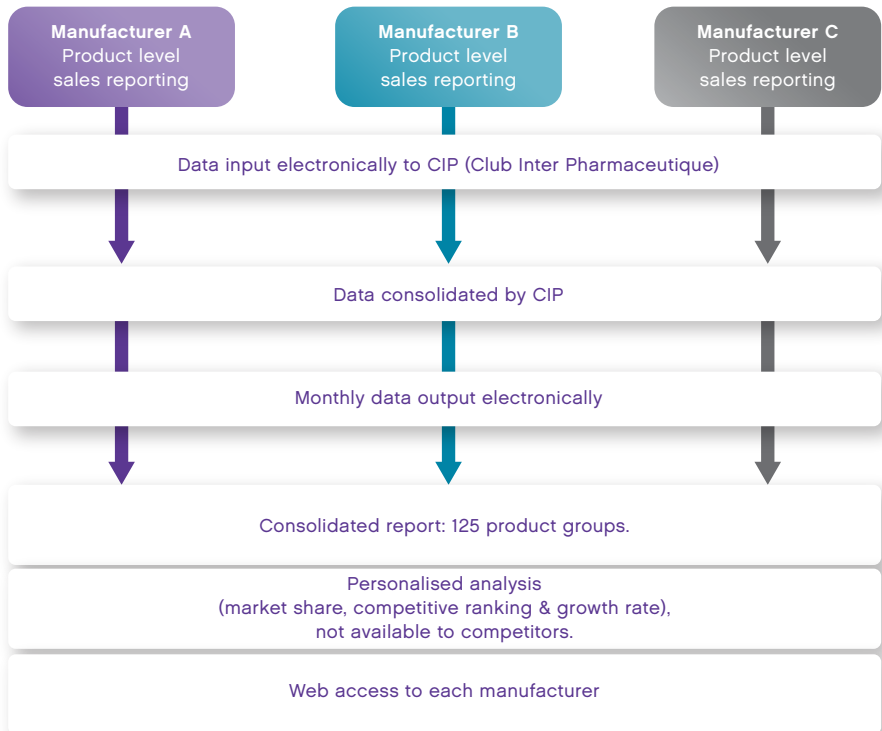
Australia	Malaysia	Taiwan
China	New Zealand	Thailand
India	Philippines	Vietnam
Indonesia	Singapore	Others
Japan	South Korea	

America

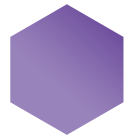
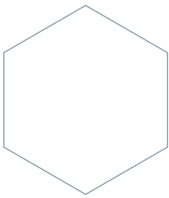
Argentina	Colombia	USA
Brazil	Mexico	Venezuela
Canada	Peru	Others
Chile	Uruguay	



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

- ▶ **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**
(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/retrovirus, mycology and parasitology)
 - **Genetic Testing**
 - **Instruments, Spare Parts, Service, Software**
(including instruments for chemistry, immunochemistry, blood gases, electrophoresis, haemostasis, 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**

* 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.medtecheurope.org





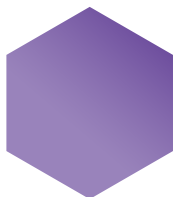
Data Output

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

Month				
	Turnover	Growth rate %	Market share %	Company ranking
Product Group				
• Your company	• Your company sales	• Your company growth rate	• Your company market share	• Numbers of competitors reporting
• All companies	• Versus all company sales	• Versus all company growth rates		• Listing of each individual competitor with their ranking (not market share)
<ul style="list-style-type: none">• Web data access restricted by password.• Easy to manipulate.• Automatic exchange rate conversion.• Confidentiality guaranteed by CIP.• Note: Specific line data will not be provided if less than three companies report.				Periods: <ul style="list-style-type: none">• 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.





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, distributors, and manufacturers of Medical Technologies operating in Europe, Middle East and Africa. MedTech Europe's mission is to make innovative medical technology available to more people, while helping healthcare systems move towards a sustainable path. We also promote medical technology's value for Europe through our five-year industry strategy, which focuses on value based innovations that support more sustainable 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>.



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LES SOCIÉTÉS CANADIENNES DE TECHNOLOGIES MÉDICALES



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