Tuesday, March 17, 2020

6:30 pm – 7:30 pm  Closing Reception
Pelican Hill Resort – Pacific Terrace

7:30 pm – 9:30 pm  Closing Networking Dinner
Pelican Hill Resort – Mar Vista Event Lawn

Wednesday, March 18, 2020

Dress Code: Casual!

6:45 am – 9:15 am  Breakfast
Newport Beach Marriott Hotel – TBD

7:00 am – 8:45 am  AdvaMed Accel Board Meeting
Newport Beach Marriott Hotel – Laguna & Sunset

7:00 am – 7:45 am  Executive Session

7:45 am – 8:45 am  Policy Roundtable

9:00 am – 9:15 am  2020 MedTech Industry Outlook – A Near “Perfect Storm”?
Newport Beach Marriott Hotel – Baycliff
In 2019, the value of device exits reached a new high, driven by private M&A, IPO values, and public market performance. Combined with policy changes that create an environment more conducive to innovation, we are observing increased investment in medtech. One of the industry’s leading equity analysts, will share his views on what 2020 will hold, followed by a discussion with top industry executives.

9:15 am – 10:15 am  Corporate CEO Spotlight Panel
Newport Beach Marriott Hotel – Baycliff

10:15 am – 11:15 am  Unleashing Innovation – How Insurers are Working to Improve Patient Access
Newport Beach Marriott Hotel – Baycliff
Insurers are seeking to remove the barriers that limit innovation and improve patient access to new and better treatments, which are essential for a healthcare system where providers and health plans compete to deliver better care at lower costs. One patient’s story will illustrate the tremendous impact of innovative medtech, providing a backdrop for examining how insurers are driving the uptake of new technologies.

11:15 am – 11:30 am  Networking Break
Newport Beach Marriott Hotel – TBD
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| 11:30 am – 12:30 pm | Provider Adoption of Innovative Medical Technologies  
Newport Beach Marriott Hotel – Baycliff  
While provider adoption of innovation can be challenging to achieve, there are several hospital systems vying to be first to offer novel solutions to their patient populations – even before such technologies have secured stable reimbursement and achieved other efficiencies that come for late adopters. Hear from the forward-thinkers in healthcare delivery that are blazing the trail and improving patient outcomes by doing so. |
| 12:30 pm – 1:30 pm | Lunch  
Keynote: The Patient Impact of FDA’s Breakthrough Pathway: The Barostim Therapy™ Story  
Newport Beach Marriott Hotel – TBD  
Moderator: David Cassak, Co-Editor-in-Chief and Managing Partner, MedTech Strategist  
• Nadim Yared, President and CEO, CVRx |
| 1:45 pm – 2:45 pm | MedTech Investing Today – The Next Challenge in the Innovation Capital Continuum  
Newport Beach Marriott Hotel – Baycliff  
Over the past two years, several new medtech funds have closed, driven in part by a series of healthy exits. While available capital has increased overall, some investors are feeling the effects of the Series A drought of years past. Join this discussion that will explore where medtech investments are heading – and how the ecosystem can work together to fill existing innovation gaps.  
• Greg Madden, Partner, SV Health Investors  
• Todd Pope |
| 2:45 pm – 3:00 pm | Networking Break  
Newport Beach Marriott Hotel – Baycliff |
| 3:00 pm – 4:00 pm | Developing an Exit Strategy – The Importance of Demonstrating Value  
Newport Beach Marriott Hotel – Baycliff  
In medtech, we’re focused on delivering “value.” Value for the patient, value for the healthcare system, etc. For many small companies, the journey ultimately ends in exit value. In this session, learn how Clinical Innovations strategically worked to achieve the organization’s full potential, resulting in a successful exit – much earlier than planned.  
• Ken Reali, President and CEO, Clinical Innovations |
| 4:00 pm – 4:15 pm | Networking Break  
Newport Beach Marriott Hotel – Baycliff |
4:15 pm – 4:45 pm  CEO Fireside Chat
Newport Beach Marriott Hotel – Baycliff
• Martha Shadan, President and CEO, Miach Orthopaedics and Chairwoman, AdvaMed Accel

4:45 pm – 5:45 pm  Partnering Roundtables – Worst Practices in MedTech Partnering (Real-World Mistakes to Avoid)
Newport Beach Marriott Hotel – Baycliff
Facilitated discussions in small groups about the worst/best practices in fundraising (and other topics). Attendees will have the opportunity to rotate between tables with investors and other industry stakeholders sharing the mistakes they WILL NOT make again and how to build effective relationships with funding and strategic partners.

5:45 pm – 7:00 pm  Networking Reception
Newport Beach Marriott Hotel – TBD