SEMINAR

FORUM 40 YEARS

Medical Devices in the Middle East & North Africa (MENA)

Get the latest information about market accesss and marketing authorisation in the key markets!

TOPICS

- Legal complexity in Saudi Arabia, the United Arabian Emirates and Egypt
- Gulf Cooperation Council (GCC) marketing authorisation – essential documents and the approval process
- Company registration and product exports to Iran
- Registration of medical devices by the Iranian FDA
- Crucial changes to the regulatory requirements in the Maghreb region

YOUR SPEAKERS

Dr Makram Nehme
PAREXEL International Ltd.
Jdeide - Bouchrieh, Metn, LEBANON

Ala'a Saleem
Science Forum (SIPS),
Amman, JORDAN

Mohammed Saleem, PhD
Boehmert & Boehmert, Representation Office
Middle East and North Africa, JORDAN

12 FEBRUARY 2020 IN FRANKFURT-RAUNHEIM

Aims and objectives

The MENA market represents a challenging yet exciting opportunity for foreign players.

In our seminar, you will:

- learn more about demographic and economic key indicators,
- get a better picture of the regulatory framework for medical devices in the key countries, and
- understand how to best access the medical devices market in the

MENA region.
Join us for a unique meeting with industry experts from Jordan and Lebanon, and take the opportunity to get a thorough update on:

- marketing authorisation
- company registration
- importing products and market access
- product maintenance

Who should attend?

This unique seminar addresses the needs of employees in the healthcare industry involved registering, exporting and manufacturing medical devices in MENA countries.

In particular, members of the following departments will benefit from the speakers' expertise:

- Business Development,
- Regulatory Affairs,
- Market Access, and Export.

Your speakers

Dr Makram Nehme
PAREXEL International Ltd.
Jdeide - Bouchrieh, Metn, LEBANON

Mohammed Saleem, PhD
Boehmert & Boehmert, Representation Office Middle East and North Africa, JORDAN

Ala'a Saleem
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Quality guaranteed!

IMI (Innovative Medicines Initiative) defined quality criteria for professional training and education. We follow these criteria and, as a signatory, we are an active partner in further developing and optimising the quality standards.

An aggregate evaluation of participants' feedback on all FORUM's healthcare training courses (evaluation period from 10.2017 - 09.2018) produced a result of 1.6 (based on a school grading system of 1-6).

Practical advice for growing medical device market

Registration recommended 30 days in advance

Your programme from 09:00 - 17:30

09:00 Welcome

09:15

Market entry in the Middle East

Dr Makram Nehme, Alaa Saleem, Dr Mohammed Saleem

- Legal considerations for agents and distributors
- Local scientific offices and headquarters
- Marketing channels, pricing and reimbursement

10:30 Coffee break

10:45

Saudi Arabia, the United Arab Emirates (UAE) and Egypt - Part I

Alaa Saleem, Dr Mohammed Saleem

- Regulatory framework
- Crucial changes to the regulatory requirements
- Authorised representative: Setup and implications
- Required documents, the registration process and maintenance
- Post-marketing requirements

12:00 Lunch

13:30

Saudi Arabia, the United Arab Emirates (UAE) and Egypt - Part II

Alaa Saleem, Dr Mohammed Saleem

- Required documents, the registration process and maintenance
- Post-marketing requirements

14:30 Coffee break

15:00

Iran

Dr Makram Nehme

- Legal complexity due to sanctions against the Iran
- Country overview: The economy, people and culture
- Regulatory framework
- Company and product registration

16:00

Maghreb: Morocco, Tunisia and Algeria

Dr Makram Nehme

- Important changes to the regulatory requirements
- Authorised representative: Setup and implications
- Required documents, the registration process and maintenance
- Post-marketing requirements

17:30 End of Seminar

Medical Devices in the Middle East & North Africa (MENA)

REGISTRATION UNDER

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REGISTRATION FORM

Yes, I will attend

☐ 12 Februar 2020 in Frankfurt-Raunheim

☐ Yes, I agree that FORUM Institut may inform me about events by: ☐ email; and/or ☐ telephone.
I may withdraw my consent at any time.

Name

Position, department

Company

Street

Post code, city, country

Tel. no./Fax no.

E-mail

Contact person at office

Date, signature

Date and venue
Wednesday, 12 February 2020
in Frankfurt-Raunheim
Seminar: 09:00 -17:30 (8:30 registration)

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Kelsterbacher Str. 19-21
65479 Frankfurt-Raunheim
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Fee
€ 1090.00 (+ German VAT)
The fee includes course documentation (including free download) as well as refreshments, lunch and a certificate. You will receive an invoice as well as confirmation.

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CANCELLATION POLICY

Our general terms and conditions (as of1 January 2016) apply and are available upon request.We can send them to you at any time. Alternatively, you can access them online at www.forum-institut.com/t&c

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