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## Upcoming Events - Highlights

- Alira Health: **Webinars on Expanding Beyond APAC**
- Deloitte: **MedTech Venture Hour**
- [APACMed Member Exclusive]: **Life Science Incubator, April 2022**  
open-house for co-working lab and operating theatre

## Meet Your New Strategic Partnerships Manager!



Candy joined APACMed's Strategic Partnerships team in February 2022. Previously, she worked on healthcare services regulations at the Singapore Ministry of Health (MOH). Specifically, regulatory approaches, opportunities and risks for digital health (telemedicine, AI); implementing the Healthcare Services Act (HCSA); and as part of MOH's COVID-19 response, she helped operationalise 2 pandemic response teams.

Candy holds an MSc in Global Health Policy and a BSc in Politics and Philosophy from the London School of Economics and Political Science (LSE).

Reach out to Candy at [cgan@apacmed.org](mailto:cgan@apacmed.org) for APACMed partnerships / collaborations, membership queries, start-up events and benefits.

## Upcoming Events - Details

### [POSTPONED TO END-MARCH] Alira Health – Webinars on Expanding Beyond APAC

In this series, Alira Health shares strategies, challenges and best practices of entering new markets and scaling beyond Asia Pacific. Their first session covering *Capital Raising from US, EU and UK for Asian MedTech Start-ups*, will be held in **March**.

Stay tuned for the registration link and additional exclusive benefits for webinar attendees!

**MedTech Venture Hour – Coming soon from APACMed x Deloitte**

showcase their innovative products and services, and connect with potential investors and other MedTech professionals. More information will be provided shortly.

As an APACMed member, you will also benefit from Deloitte's insights and updates on the MedTech sector. APACMed is pleased to have Deloitte as one of our knowledge partners.



#### **APACMed Member Exclusive: Complimentary Access to LSI Co-Working Lab & Operating Theatre**

Life Science Incubator (LSI) is Singapore's newest state of the art co-working laboratory and operating theatre, part of Singapore's Life Science Hub. They facilitate MedTech, BioTech and FoodTech start-ups to access affordable and agile spaces and services, acting as a crucial stepping stone for companies as they grow and scale.

##### **Key features:**

- Surgical lights and pendant, general surgery operating table
- Flexible endoscope and bronchoscope
- Laparoscopic imaging system (3d/4k/ICG)
- Training boxes for multiple training modules

##### **If you want to:**

- Trial, test and validate your solutions
- Educate potential users
- Demo your digital health solutions onsite

**STAY TUNED for an exclusive open-house in April for APACMed members!** You can tour the space, learn more about LSI's features and secure complimentary access passes to use the facilities. More details to be released in March.

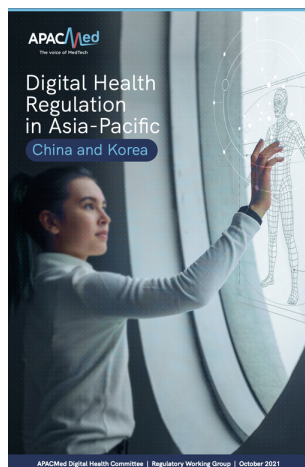
## Member Spotlight



Medical devices are important tools for patient livelihoods and well-being. But transit risks such as humidity, vibrations, dust and duration, can compromise their effectiveness especially as more supply chains intersect.

KOCH Singapore Packaging Systems Pte Ltd ('KOCH') – a subsidiary of KOCH Pac-Systeme GmbH, works to mitigate these risks. KOCH offers customised, scalable and sterile packaging systems for medical devices manufacturers, to make the delivery from manufacturer to medical professional safe and secure. They protect device sterility, by including optimal forming, filling and sealing processes in each of the packaging systems produced.

Learn more about KOCH at <https://koch-pac-systeme.com/en/>



## Digital Health Regulation In Asia-Pacific: China and Korea

The APACMed Digital Health Committee reviewed Korea and China's regulatory approaches for Software As Medical Device (SaMD), as part of the call for fit-for-purpose regulatory frameworks for digital health solutions.

*Available in English, Chinese and Korean.*

[Read the Report](#)

## Welcome: New Members in February 2022

### Start-up Members

#### MediHeroes



Korea's MediHeroes is a B2B medical platform that connects medical device suppliers, technology vendors, service providers, distributors and investors. <https://www.mediheroes.com/>

#### MeetSales



An online sales command center that allows teams to present products and close deals on a single video call, by allowing Sales Reps to add clients to a shopping cart in real-time. <https://www.meetsales.io/>

### Corporate Members

#### Eppendorf



The Hamburg-based company is a life science company that develops and sells instruments, consumables and services for liquid, sample and cell handling in laboratories where process analysis, production and quality assurance are performed. <https://www.eppendorf.com/worldwide/>

### Associate Members



#### MedTech Innovator

MedTech Innovator runs a global showcase and accelerator for innovative medical device, digital health and diagnostic companies. APACMed is partnering with them for the fourth year in a row, to present the [MedTech Innovator Asia Pacific Accelerator](#) programme. Participating companies stand a chance to win up to US\$300,000 in non-dilutive cash prizes and in-kind awards, to accelerate their innovations



### Cytel

US-based Cytel is a statistical software developer and contract research organisation. The service lines include statistical consultation, clinical data management, biostatistics, data safety monitoring, RWE and HEOR.  
<https://www.cytel.com/>



### PRMA Consulting Ltd.

A UK-based specialist consultancy, whose expertise includes pricing, reimbursement and market access. They tackle key therapeutic areas and provide cloud-based digital applications, to help pharmaceutical and biotechnology companies grow from early development through to successful country submissions. A member of Fishawack Health.  
<https://www.prmaconsulting.com/>

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## Industry Association



### HDAP

Healthcare Devices Association of Pakistan <https://hdap.pk/>

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## Are You A Member Yet?

If you want to be a part of shaping the industry and the future of healthcare in Asia Pacific, join us today. As a member, you will receive exclusive access to events, programmes and member benefits. [Sign up here!](#)

APACMed is a non-profit trade association that represents the medical technology industry across Asia Pacific. We represent 260+ member companies that develop, manufacture and sell innovative medical devices, diagnostic test and digital health products. For any queries, contact the APACMed Secretariat at [info@apacmed.org](mailto:info@apacmed.org)



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