



— SINCE 2005 —

IMPLANTS 2023

International conference on innovation
for orthopedic implants and orthobiologics

MARKETS • TECHNOLOGIES • STRATEGIES

Avicenne's Insights

**WORLDWIDE ORTHOPEDIC
MARKET & TECHNOLOGY**

2026 OUTLOOK AND KEY TRENDS

Thursday, March 9, 2023

Las Vegas / Treasure Island Hotel & Casino

6:30 pm to 9:30 pm • Conference & networking dinner

Created
and chaired by



avicenne
MEDICAL



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Special conference

6:30 pm to 9:30 pm

Conference & Networking dinner



Ali Madani

FOUNDER & MANAGING PARTNER
AVICENNE CONSULTING

LinkedIn

Ali founded AVICENNE in 1992. Avicenne is a strategic consulting firm based in Paris with operations in the USA, Europe, Japan, China, and many developing countries.

Ali has advised major orthopedic companies like Medtronic, Zimmer Biomet, Depuy, Stryker on strategy, sales & marketing and technology. He has also been involved in many M&A processes (company value > 50 M\$).

In addition, he has helped newcomers to the field of orthopedic contract manufacturing and advised them on building their strategy and their Business Plan (example of success: after 5 years, revenues of the new-comer > 100M\$).

He has also advised multiple Private Equities on acquisitions and build-up. In 2005, he founded the annual medical industry conference and exhibition, Implants (<https://tutorials.implants-event.com/>) which he has presided since then. For 30 years, Ali has worked on more than 350 orthopedic cases, due diligence, development strategy, acquisition target research, market & technology monitoring, etc... to increase the revenues and profitability of his clients or to sustain strategic changes.

Ali is the author of the following best-selling reports:

- The Worldwide Orthopedic and Spine Contract Manufacturing Market Report and Top 100 supplier profiles
- European & Worldwide Orthopedic Market: hip, knee, shoulder and player strategies
- The Worldwide 3D printing market for orthopedics & Top 80 player profiles

Ali is speaker, chairman and workshop moderator of 15+ international conferences worldwide each year.

Key issues discussed during the workshop:

Orthopedic market

- What are the latest trends and main changes within the orthopedic market? Ceramic usage, cementless, dual mobility cup, anterior approach, reversed shoulder, 3D printed implants, robotic assisted surgeries, etc.
- Chrome-Cobalt: Will it disappear or not? What are the alternatives and when will they be available?
- Biological products: What are the unmet needs? Bioresorbable cements with acceptable mechanical properties? Abundant allografts? Development of cements with new antibiotics, etc.
- Alternative products or treatments to implants: Can cartilage repair or other miracle cures slow down the use of prostheses?
- The Holy Grail of Mini-Invasive Solutions: Innovations that have paved the way - short hip, expandable interbody cage, etc.
- What will be the winning emergent products and technologies? Customized implants, single-use instruments, biologics and bioresorbable materials, smart implants and instruments, disruptive manufacturing process, etc.
- Will the increased weight of regulations and certifications impact profitability? Will there be more inspections, audits, and tighter controls for contract manufacturers?

Contract manufacturing market

- Are the major OEMs increasing their outsourcing to contract manufacturing? Rate and trend of outsourcing for each Major company, number of pieces outsourced for different parts: forged, casted, machined, coated, 3D printed, etc.
- What are the needs of orthopedic OEMs? in terms of services, shared responsibilities, co-development agreements, etc.
- What are the key growth factors and barriers for orthopedic contract manufacturing development?
- What roles will the BRICs, South America and Central European countries play in the future of contract manufacturing? What is the risk of production relocation to lower labor cost economies? and for which products? Generic instruments, non-complex implants, etc.
- Latest trends in orthopedic raw material improvements: what are the long-term trends affecting the casting, forging, machining, coating and finishing processes? What is the impact of Additive Manufacturing?
- How has contract manufacturing of the coating process changed?
- How do the major OEMs work with product markings, packaging and sterilization?
- At what level will MDR inhibit innovations and what are the risks for stakeholders?
- Impact of inflation, Covid-19 & FX rate on contract manufacturing revenues in 2020, 2021 & 2022, projects and backlogs, company profitability. Scenarios and the conditions necessary to achieve them.

WHO SHOULD ATTEND THIS CONFERENCE?

Orthopedic companies, Contract Manufacturing Organizations, R&D laboratories, researchers and anyone interested in innovation and new products

C-SUITE: • Chief Executive Officers • Chief Operation Officers • Chief Marketing Officers • Chief Technology Officers

VPs, DIRECTORS AND MANAGERS OF: • Supplier quality • Supply chain • Purchasing • R&D • Global sourcing
Quality and regulatory • Product development • Advanced manufacturing • Additive manufacturing • Engineering
Product marketing • Marketing • Sales • Business Development • Business Analytics

PE, CONSULTANTS & MEDIA: • Managing Partner • Senior Partner • Partner • Senior Advisor • Senior Consultant
Associate Consultant • Healthcare journalist • Specialized journalist • Chief Editor

Implants Conference sponsorship program

BECOME A SPONSOR

The Implants Conference Session offers industry sponsors the chance to benefit from the high visibility surrounding this event. Benefit from our regular communications and contacts with 39,000+ decision makers in the orthopedic industry by sponsoring this event.

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- 2 customized ad inserts within our email campaign

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- 1 customized ad inserts within our email campaign

ONLY ONE REMAINS



* (text and picture) published within 2 emailing campaigns sent to our qualified database of over 39,000+ contacts up to the event opening.

* (text and picture) published within 1 emailing campaigns sent to our qualified database of over 39,000+ contacts up to the event opening.

EMAILING CAMPAIGNS

1 campaign
€ 1,250

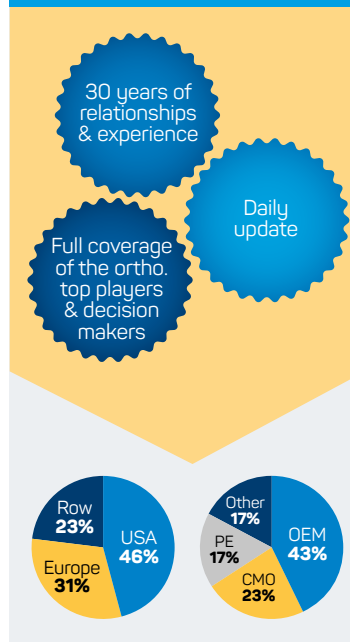
- Your ad (text and picture) published within 1 emailing campaign sent to our qualified database of over 39,000+ contacts up to the event opening.
- Target: Orthopedic implant companies (OEM) 43%, contract manufacturers 23% & other (34%)
- Split by area: USA 46%, Europe 31% & ROW 23%.

You supply the advertisement - 200 words max + 1 picture (JPG file).



A DENSE CONTACT NETWORK BUILT UP OVER 30 YEARS

Our Orthopedic database:
39,000+ qualified contacts



Our Orthopedic database:
full coverage of the orthopedic top players & their decision makers



TO BECOME SPONSOR
PLEASE CONTACT US

IMPLANTS Event Manager
Claude FOUBERT:
c.foubert@implants-event.com

WHERE

Las Vegas, Treasure Island Hotel & Casino

6:30 pm – 9:30 pm Conference & Networking dinner



WHEN

- 6:30 pm,
**Welcome reception
at Las Vegas, Treasure
Island Hotel & Casino**
- 6:45 pm to 8:45 pm
**Ali MADANI's
Conference**
- 8:45 pm to 9:30 pm
**Cocktail reception
and networking dinner**

REGISTER ONLINE:

<https://tutorials.implants-event.com/>

Fee: € 240 (VAT included)



ALI MADANI SPEAKER & CHAIRMAN

a.madani@implants-event.com

Ali Madani's Conference have featured among the presentations most highly rated by participants. Come and benefit from Avicenne's latest market research based on 30 years' experience and extensive business connections with all parties; Orthopedic companies, Contract Manufacturing Organizations, Surgeons, PE funds, etc.. For 30 years, Ali has worked on more than 350 orthopedic cases, due diligence, development strategy, acquisition target research, market & technology monitoring, etc... to increase the revenues and profitability of his clients or to sustain strategic changes.

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PAST ATTENDEES



For any questions relating to registration, organization or sponsoring for IMPLANTS Conference, please contact us.



Claude Foubert
Event Director

c.foubert@implants-event.com

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