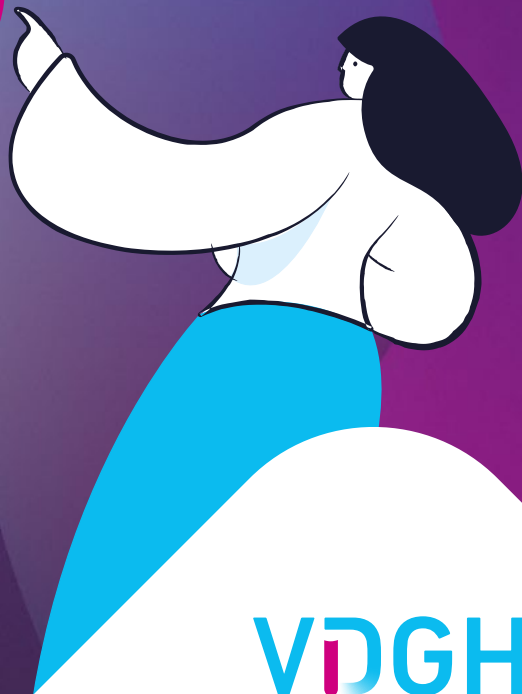


Membership benefits

Exclusive
services



VDGH

Verband der
Diagnostica-Industrie



VDGH – the German Diagnostics Industry Association – has represented the shared interests of IVD manufacturers and life science research companies in Germany since 1977. Over 100 companies are members of VDGH. They included large international corporations along with the numerous small to medium-sized enterprises within the sector. The number of companies belonging to VDGH has grown by more than 50 percent over recent years. This is prompted in part by the association’s successful lobbying.

In Germany, associations are the best way to advocate for shared interests. This is a clear difference to other countries. Associations play a prominent role in political life, acting as intermediaries between companies and political decision-makers in Germany. They have a right to be heard in the legislative process – by submitting statements to federal ministries and at hearings in the German Bundestag. VDGH actively uses these opportunities.

Self-government within the health care system is another principle that sets Germany apart. It is of great importance and is frequently referred to as ‘the small legislator’, as it is here that decisions are made on the service spectrum provided under statutory health insurance schemes. In this regard, VDGH has vested rights to present statements to the Federal Joint Committee and exclusive rights to submit proposals to the Valuation Committee for consultation on laboratory innovations. Companies and their consultants are not permitted to do so.



#VDGH

Industry testimonials

VDGH pools the shared interests of its members and advocates for adequate framework conditions vis-à-vis parliament, the federal ministries (BMG, BMWK, BMBF, BMU), federal authorities and the self-government partners within the health care system. After consulting with our member companies, we submit statements on legislative projects at federal level that impact our sector. We place our trust in dialogue. VDPH is viewed by external stakeholders as a constructive and objective partner. In the recent past, VDPH successfully contributed to shaping the pandemic legislation for test manufacturers, obtained extensions of deadlines for the European IVD Regulation and, in regard to the disposal of old devices, saved manufacturers of glucose systems from unjustified costs running to seven-figure amounts.

VDGH is actively involved in the German Chemicals Industry Association (VCI) and the Federation of German Industries (BDI), where it addresses industry issues that go beyond our sector (e.g. taxes, energy, SMEs). VDPH member companies are automatically entitled to free VCI membership.

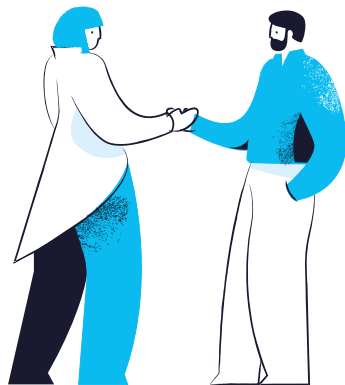
At European level, VDPH brings its concerns to bear in the MedTech Europe industry association. The VDPH managing director is an elected member of the MedTech Europe board of directors.

#StrongTogether

Strong network

At the heart of the association's work are the VDPH bodies, so the departments, committees and working groups. More than 30 bodies enable focussed discussions on the entire range of issues that are relevant to the sector. Every member has unimpeded access to all work structures, which prioritise knowledge sharing and the collaborative development of industry standpoints. Another equally appreciated facet is the collegial exchange of experiences both 'face-to-face' and beyond the constraints of meeting agendas. Our members are keen to share their views, even if they are actually competitors. VDPH provides a safe and trusting space for this communication.

When interest is voiced, we enable representatives of member companies to contribute to external committees, advisory boards and national alliances.



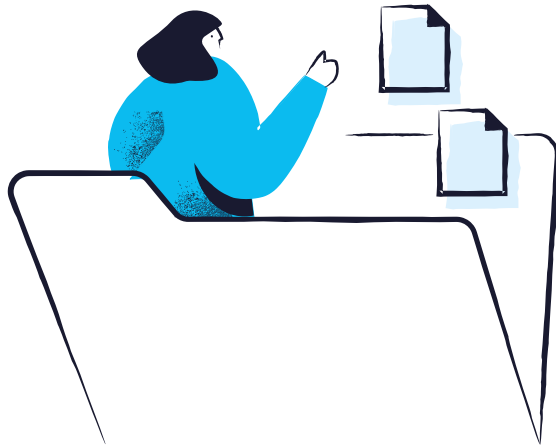


#Research

Relevant market information

Conveying information means sifting through and assessing the flood of data and news to ascertain their relevance to our sector. The VDGH head office is in charge of this task. Our regular information services (VDGH News, VDGH Intern and Toolbox messages) and the various VDGH websites play a particular role in the continuous dissemination of information to our members, in addition to the association bodies themselves, along with blogs and social media. VDGH organises a broad range of events that include, among others, industry gatherings (Diagnostica Forum, public general meeting), summer academies, topical seminars and external workshops (priority issues: regulatory affairs, market access). We also engage in constant and targeted public relations to educate society at large.

VDGH provides its member companies with a free information service, which is updated daily and draws attention to industry-relevant tenders in the D-A-CH market.



#Exchange

Sharing and documenting knowledge

VDGH prepares valuable materials on topical issues exclusively for its members. Current examples include explanations of the complex provisions enshrined in the IVDR and all sub-legislative ordinances on medical device law, a worldwide collection of approval and registration conditions for IVDs, handouts on the German Act on Corporate Due Diligence Obligations in Supply Chains (LkSG) and overviews of environmental law affecting the sector.

A guide comprising four modules – inpatient care, outpatient care, digital medical devices and trial procedures – helps readers to navigate the labyrinthine reimbursement system in Germany. The Toolbox in the members' section of the VDGH website also contains a wealth of additional industry information.

#FutureOfDiagnostics

Right to propose laboratory innovations

VDGH has the right to propose consultations on the inclusion of laboratory innovations in the SHI reimbursement system. Only we are entitled to exercise this right on behalf of our members vis-à-vis the Valuation Committee of the National Association of Statutory Health Insurance Physicians and the National Association of Statutory Health Insurance Funds; individual companies are not permitted to submit proposals to self-government bodies. We also advise our members during the innovation process on request.

VDGH is among the institutions that are entitled to present statements to the Federal Joint Committee. The association provides input for the evaluation of laboratory-based examination and treatment methods and for the continued development of early detection measures and disease management programmes.



#BestPractice

Benchmarks and studies

VDGH offers its members a regular Commercial Benchmark comprising the fields of logistics, services and sales. Participating companies receive valuable information on specific business processes within the sector (e.g. delivery practices, device placement models, vendor workload). A benchmark is also offered for matters relating to compensation and benefits. Strict data privacy rules apply to the benchmarks, as they do to the revenue surveys as well.

Moreover, VDGH commissions joint studies on issues that are of overarching interest to its members. Among the most noteworthy examples is the customer communication study, which has now been conducted for years. It surveys how customers obtain information prior to purchasing devices, reagents and consumables and uses the findings to identify the preferred communication channels.





#FocusOnData

Market research

VDGH member companies have been given the opportunity to take part in a quarterly revenue survey of the German IVD market for many years. Conducted by an external data trustee, the survey is highly representative, as participants account for over 85 percent of the market. The depth of the survey is unique. It uses data-driven methods to support retrospective analyses and the planning of product portfolios.

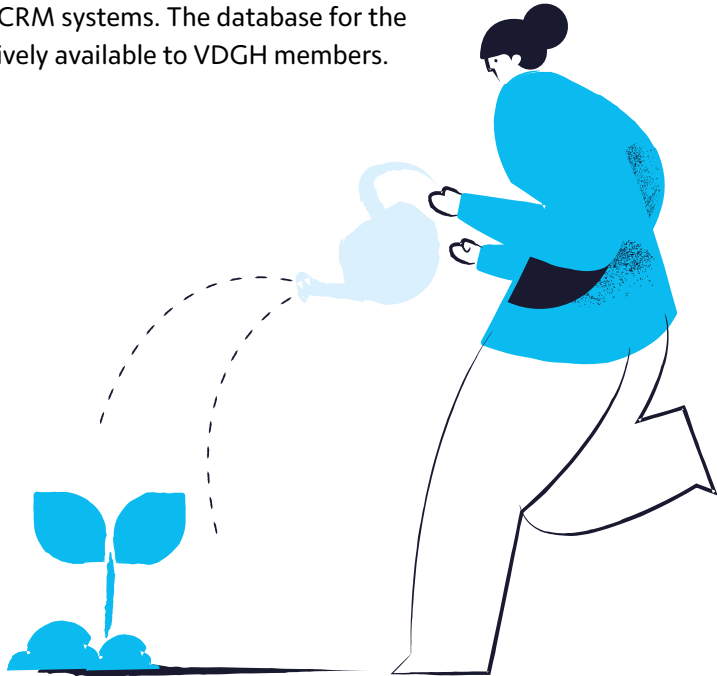
Participating companies can then see where they stand compared to the aggregated and anonymised market as a whole. Laboratory performance figures add the finishing touches to the market intelligence information. Quarterly and annual surveys are also conducted for the LSR companies within the association. Each year, all proprietary data and comparative data from public sources are compiled in a handbook that is exclusively available to VDPH member companies.

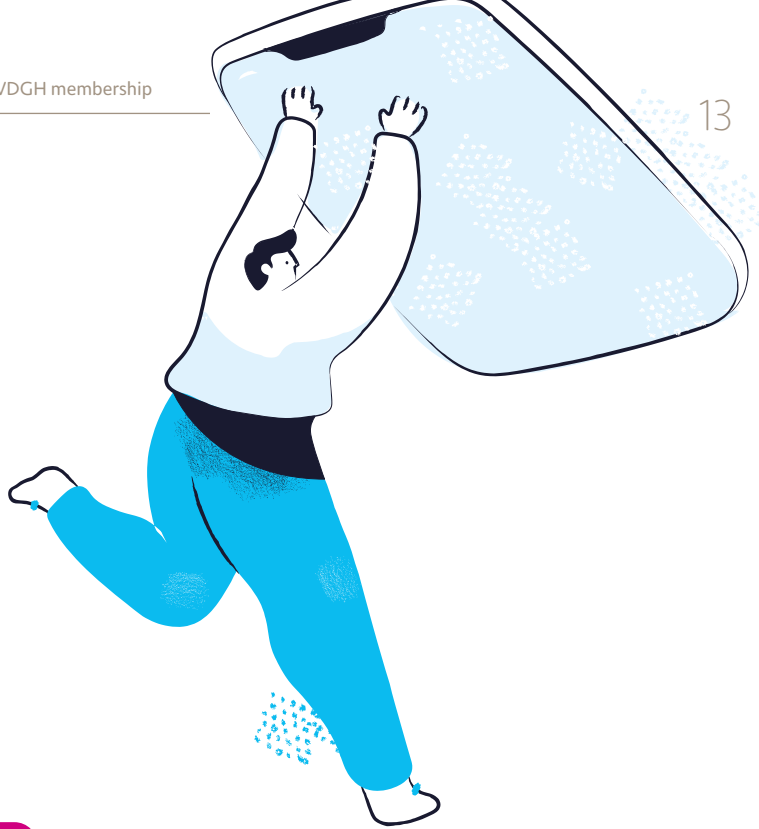
#FundFinder

Research funding

The LSR FundFinder is a VDGH information service on public research funding of industry-relevant projects in Germany and seven other European countries. The database is continuously updated and contains more than 50,000 sources that fund research within the sector.

None of the publicly accessible databases can match the depth of information within the LSR FundFinder. The FundFinder contains relevant data that provides targeted support to the sales force and is easy to integrate into CRM systems. The database for the D-A-CH region is exclusively available to VDGH members.





#DigitalNow

Digitalisation is here

The cross-cutting issue of digitalisation is ubiquitous and transforming our sector as well. We can expect to see additional innovation in the areas of artificial intelligence, robotics, automation and platform solutions in the years ahead. VDGH is already accompanying this transformation; human resources at head office and new committee structures have already been established for this purpose.

The association is particularly committed to digital health applications/digital care applications as new services and promotes access to health data for industrial research.

#Awareness

Public relations

As a recognised contact for the media, the association provides factual and competent information on current topics and developments within the sector. We emphasise our responsibility as an innovative industry for life science research and high-quality healthcare. VDPGH highlights the importance of laboratory diagnostics across various media and in cooperation with the laboratory physicians' associations.

Operated by VDPGH, the IPF web portal (vorsorge-online.de) provides visitors with easily understandable and meaningful information on laboratory tests for prevention and early detection. Specialised forums organised by VDPGH at important industry fairs offer scientific insight into the innovative force of our member companies.

Attracting skilled workers is essential for our industry. VDPGH has produced short video clips to showcase a number of job profiles, in which employees from member companies explain how they got started in the IVD/LSR industry. In addition, the association has been organising campaign days at selected university locations for years. Our member companies use these events to provide information about attractive job options and career opportunities in the LSR and IVD industry. A job platform with job exchange is currently under construction.



Overview of the exclusive services

Right to submit statements to the Federal Joint Committee

on all examination and treatment methods relevant to laboratory operations*

Right to submit proposals on the evaluation of laboratory innovation

for inclusion in statutory health insurance cover (EBM)*.

Contracting partner to the National Association of Statutory Health Insurance Funds

on digital health applications*

Compilations of industry-relevant materials

(e.g. approval and registration conditions worldwide, guide to the German reimbursement system)

* VDGH exercises these opportunities for participation, which are enshrined in Book V of the German Social Code (SGB V), on behalf of its members.

**Extensive portfolio
of events**

**Free membership
in the German
Chemicals Industry
Association**

**Implementation
of collaborative
studies, benchmarks
and surveys**

**Detailed quarterly
data on the German
IVD and LSR markets**

**Access to the
LSR FundFinder,
a sector-specific
research funding
database**

**Daily tender service
in the DACH region**

Stay in touch

Just drop us a line

The experienced team at the VDGH head office would be delighted to receive your suggestions, questions and wishes. We are biologists, chemists, economists, lawyers and environmental scientists, as well as health and political scientists. Our work is interdisciplinary, connected and focused on the interests of our members.

VDGH Head Office

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