



Programme

Welcome to the e-health fact-finding visit to Berlin FEB 7-8th 2018, arranged by Swecare and the German-Swedish Chamber of Commerce.

Status: 20180130

FLIGHT

Recommended flights (are booked by participants directly)

OBS! Light travel with hand luggage is recommended

7/2 2018 ARN-TXL 09.05 -10.40 (SAS)

8/2 2018 TXL-ARN kl. 18.15-19.50 (SAS, operated by CityJet)

HOTEL

Motel One Berlin-Alexanderplatz

Grunerstraße 11, 10179 Berlin

+49 (30) 209 69 78 0 | Single room 118,50 € (ca 1 163 kr) incl breakfast

We made a group reservation, participants pay at check-in. The rooms are booked in your name.

TRANSPORT

Transfer between activities by a private coach. Company: VR VIP Lines, Berlin | www.vip-lines.de

MEALS

Both lunches are included in the participation fee. Even the dinner 7/2 is included, participants pay only their own drinks.

CONTACT

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Anne Geitmann, Tysk-Svenska Handelskammaren

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LANGUAGE

The language of activities is English. A German-, Swedish- and Englishspeaking consultant from the German-Swedish Chamber of Commerce accompanies the group during the whole visit for support.



FEBRUARY 7TH 2018

9.05–10.40 **Flight to Berlin Tegel**

11.15 The coach waits in front of the main hall. If parking space is short, the coach alternatively waits on the bus parking space in the lower part of the airport. Transfer ca 20–30 minutes by private coach. Luggage can be stored on the coach.

11.45–13.45 **Lunchbriefing in the Swedish Embassy in Berlin**
Sveriges Ambassad i Berlin, Rauchstr. 1, 10787 Berlin
www.swedenabroad.com
Annika Fegraeus, +49 172 200 15 60



If you attend the lunchbriefing directly, please mention at the reception that you shall attend the meeting organized by Annika Fegraeus.

Johan Frisell, deputy ambassador in Berlin, welcomes the participants with a lunchbriefing. We start with a networking lunch in the lobby with selected representants from the German e-health sector. Lateron, we continue in the conference room for a short briefing and introduction.

Speaker:

- Johann Frisell, Swedish Embassy, Deputy Ambassador for Sweden in Berlin
- Mikael Johansson, Swedish Embassy, First Secretary of the Embassy
- Nima Jokilaakso, Swecare
- Niklas Kramer, Federal Ministry of Health, Division of Essential issues of eHealth/Telematic

Lunch guests:

- Bernd Klope, Federal Ministry for Economic Affairs and Energy, Head of Division EB 5, Relations with Scandinavia, EFTA, EEA, Council of the Baltic Sea States, Territorial Cooperation (tbd)
- Andreas Hartl, Federal Ministry for Economic Affairs and Energy, Head of Division VI B 2, Economic issues of the Digital Agenda and social developments, digital sovereignty
- Katharina Lemke, Federal Ministry for Economic Affairs and Energy, Division VI B 2
- Ramin Tavakolian, GEMATIK, Association for telematic applications of the health assurance card

13.45 Transfer ca 10–15 min by private coach

14.00–15.15 **Market Introduction: The German e-health market and its potential for Swedish companies**



Germany Trade and Invest, Friedrichstrasse 60, 10117 Berlin

<https://www.gtai.de/GTAI/Navigation/EN/Invest/Industries/Life-sciences/digital-health.html>

Julia Pietsch, Manager Healthcare, +49 30 200 099 0



Germany Trade & Invest is the federal agency for economic development and combines the in-depth analysis of foreign markets with the extensive knowledge of Germany's key industries and its technology. Julia Pietsch advises and works with international companies preparing R&D, manufacturing and sales operations in the German Life Sciences and Healthcare sectors.

15.15 Walk ca 5-10 min

15.30-17.00 **Incubator: The digital grassroots transformation of healthcare**
F.H. Incubator GmbH, Friedrichstr. 68, 10117 Berlin
<https://flyinghealth.com/>



Laura Wamprecht, Head of Incubator, (m) +49 178 5423182
Laura Oschmann, Health Economics



Flying Health Incubator focuses on serious digital health applications for digital diagnosis and therapies as well as digital biomarkers. Startups are guided by a comprehensive two-year program leading to market access.

Laura Wamprecht is Head of Incubator and is responsible for the Startup- and Partnermanagement. Laura Wamprecht has a background in biochemistry and as the first employee, she grew the Flying Health Incubator from scratch. Her colleague Laura Oschmann, Health Economics, will join the presentation.

Assurance company: What conditions does a company need to fulfill in order to become a supplier?

Verband der Ersatzkassen (vdek)

Björn-Ingemar Janssen, Head of Division Doctors in the department of Outpatient Care
<https://www.vdek.com/>



Björn-Ingemar Janssen from Verband der Ersatzkassen (vdek) joins us at Flying Health Incubator. He presents the assurance companies' perspective on new ideas. VDEK is the association of six health insurance companies of the "compensation type" (Ersatzkassen"). VDEK represents two of the health insurance companies that invest most in e-health, Techniker Krankenkasse and Barmer, as well as DAK-Gesundheit, Kaufmännische Krankenkasse (KKH), Handelskrankenkasse (hkk) and Hanseatische Krankenkasse (HEK).

17.00 Transfer ca 10-20 min by private coach to the hotel

17.30 **Motel One Alexanderplatz**
Grunerstraße 11, 10179 Berlin
Group check-in, the hotel room is paid at check-in.



18.30 Gathering in the hotel lobby, transfer ca 15 min by private coach to the restaurant

19.00 **Networking dinner with selected guests**

"Die Turnhalle", Holteistraße 6-9, 10245 Berlin

<http://www.dieturnhalle.de/>

"Die Turnhalle" is situated in a heritage protected gym and the cook offers internationalized German cuisine. Typically Berlin, we will enjoy Schnitzel and a berry dessert.

Dinner is included in the participation fee, drinks are payed by the participants directly. Every participant may invite 1 guest of his choice. Please notify the German-Swedish Chamber of Commerce (Anna Taban-Franz) until latest 1/2 who you will invite.

Beamer and screen at your disposal for presenting your company in a short pitch (ca 5 minutes).

Dinner guests:

- Clara Leonard, Digital Health Ventures
- Tobias Neisecke, Business Development of the federal state of Brandenburg
- Antonia Jung, Projectmanager Health care economics, Berlin Partner
- Hajnalka Hejja, Medilad
- Julia Pietsch, GTAI
- Laura Wamprecht, Flying Health Incubator
- Laura Oschmann, Flying Health Incubator
- Juliane Zielonka, TK (tbc)
- Min-Sung Kim, Allianz (tbc)



FEBRUARY 8TH 2018

From 06.00 Hotel breakfast

08.15 Gathering in the hotel lobby, check-out. Please bring your luggage.

08.30 Transfer ca 15-25 min by private coach.
Luggage can be stored on the coach as we will not return to the hotel

9.00-10.30 **Hospital: Charité, Universitätsmedizin Berlin**



Center for Cardiovascular Telemedicine
<https://telemedizin.charite.de/en/research/>
Charité, Virchowweg 10 (mötesplats), 10117 Berlin
Oliver Deckwart, Clinical Nurse Specialist, Lead Nurse
Center for Cardiovascular Telemedicine, +49 30 450 614 299
Oliver Deckwart meets us at the entrance to Virchowweg 10.



The Center for Cardiovascular Telemedicine was founded in 2008. The main area is to develop telemedical product innovations in cooperations with scientific and economic partners. The development consists of research projects that are evaluated in clinical trials.

Oliver Deckwart is since 2008 a lead nurse and clinical nurse specialist for cardiology and heart failure at the Center for Cardiovascular Telemedicine. He leads various research projects.

10.30 Walk ca 15 min

10.45-12.15 **Cluster: Digital Health Hub**

Ministry: Federal Ministry of Economics and Energy (BMWi)

Federal Ministry of Economics and Energy, (BMWi) Scharnhorststr. 34-37, 10115 Berlin (Tor 3)



Digital Health Hub: <http://www.de.digital/DIGITAL/Redaktion/EN/Standardartikel/Digital-Hub-Initiative/digital-hub-initiative-nuremberg-erlangen.html>
BMWi: <http://www.bmwi.de/>



Andreas Hartl, Enhetschef VI B2, Digital Agenda and social developments, digital sovereignty | +49-151-1408 4108 | andreas.hartl@bmwi.bund.de
Christina Schmidt-Holtmann, VI B2 | Christina.Schmidt-holtmann@bmwi.bund.de
Koordination: Marieke Ehlers, VI B2 | Marieke.Ehlers@bmwi.bund.de

The activity is hosted by the Federal Ministry of Economics and Energy in Berlin.



Digital Health Hub in Erlangen/Nürnberg is an internationally leading cluster within the area of medtech and is also called "Medical Valley". The network unites 500 companies, 80 research groups and universities and over 60 hospitals with focus on digital health.

Christina Schmidt-Holtmann studied law and used to work with data protection issues. Since 2013 she works at the Federal Ministry of Economics and Energy at the department for digital and innovation politics. She presents the start-up politics of the ministry.

Senior Government Official (Regierungsdirektor) Andreas Hartl is Head of Division VI B 2 (Economic issues of the Digital Agenda and social developments, digital sovereignty). In 2012 he started working at the BMWi, at first with telecommunications, competitive and regulatory issues of digitisation and since 2017 as head of Division for VI B2. His team published several papers such as the "Greenbook" and the "Whitebook" for digital platforms, which are part of the German Digital Strategy 2025. He presents the Digital Health Hub and its role in the German and international e-health context.

12.15 Walk ca 5-10 min to the lunch restaurant

12.30-13.45 **Lunch with Andreas Hartl and Christina Schmidt-Holtmann**
Peter Pane – Berlin Europaplatz, Invalidenstraße 53, 10557 Berlin
+49 30 39409301 | europaplatz@peterpane.de
www.peterpane.de
The lunch is included in the participation fee.

13.45 Transfer ca 10-15 min by private coach

14.00-14.45 **Zenikor: Success Story**
"Office Club Berlin", Prenzlauer Berg
Pappelallee 78/79, 10437 Berlin
www.zenikor.se
Susanna Strååt, Manager Germany, Austria & Switzerland
Mobile: +49 172 578 30 65 | susanna.straat@zenikor.de



Zenikor Medical Systems AB is a Swedish medical technology company that was founded in 2003 and has since then grown to become one of the leading medtech companies in Europe in the fields of early diagnosis of arrhythmias and stroke prevention for health care. Zenicor-ECG is now established in more than 350 clinics in the Nordics, Germany, Austria, Switzerland and Great Britain. Since 2014 Zenicor has an office in Berlin, operating from the coworking-space "Office Club".

Susanna Strååt, Manager Germany, Austria & Switzerland presents Zenicor's market entrance in Germany. Susanna is Swedish and the presentation will be held in Swedish.



14:45 Transfer (tbd)

15:00–15:45 **Cortrium: Nordisk Success Story (tbd)**

<https://cortrium.com/>

Jacob Eric Nielsen, COO | jen@cortrium.com | +45 40574771

Cortrium is a Danish start-up that has developed a state-of-the-art wearable tech sensor for wireless monitoring of health data such as heart rhythm (ECG), respiration and pulse oximetry at hospitals. Cortrium has been selected to be part of the Bayer Grants4Apps-Accelerator in Berlin.



16.00 Airport transfer ca 30 min by private coach

18.15–19.50 **Flight back to Sweden**

A warm welcome! Hjärtligt välkomna! Herzlich Willkommen!



GOOD TO KNOW

In Germany, credit card payment is not as common as in Sweden, so it is a good idea to carry some cash with you. Some shops and restaurants do not even take credit cards. Smaller amounts such as taxi fees or minor purchases are usually paid cash.

Light travel with hand luggage only is recommended for smoother check-in and check-out.

Remember to bring an umbrella with you as we will walk some shorter distances.

CONTACT GERMAN-SWEDISH CHAMBER OF COMMERCE (PROGRAMME COORDINATION)

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