



IFCC GENERAL CONFERENCE  
BUDAPEST NOVEMBER 9-11, 2018

# IFCC General Conference 2018

## Corporate Members' Report

Rolf Hinzmann, MD PhD  
Roche

This is not an authorized Roche presentation

Advancing excellence in laboratory medicine for better healthcare worldwide



IFCC  
International Federation  
of Clinical Chemistry  
and Laboratory Medicine



## ROLF HINZMANN


### Agenda

2

1. IFCC's Corporate Members and their contributions
2. Follow-up of the last GC: How can IFCC become more attractive for Corporate Members?
3. Implications of the update of the MedTech Europe Code for future IFCC conferences

Advancing excellence in laboratory medicine for better healthcare worldwide

Internal





## ROLF HINZMANN Agenda

3

1. IFCC's Corporate Members and their contributions
2. Follow-up of the last GC: How can IFCC become more attractive for Corporate Members?
3. Implications of the update of the MedTech Europe Code for future IFCC conferences



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal



## ROLF HINZMANN Who are the current IFCC Corporate Members?

4

- Abbott (USA)
- ADx Neurosciences (Belgium)
- Agappe Diagnostics Ltd (India)
- Analis R&D Diag (Belgium)
- Asahi Kasei Pharma Corporation (Japan)
- BD Diagnostics (UK)
- Beckman Coulter (France)
- Beijing Dream Diagnostic Medicine Technology (China)
- The Binding Site Group (UK)
- Bio-Rad Laboratories (France)
- C.P.M. Diagnostic Research SAS (Italy)
- Diasys (Germany)
- Diatron (Hungary)
- Fujirebio Europe (Belgium)
- Gentian AS (Norway)
- Helena Biosciences Europe (UK)
- Hemas Hospitals (Sri Lanka)
- HyTest Ltd. (Finland)
- Menarini Diagnostics (Italy)
- Mindray Bio-Medical Electronics (China)
- Mitsubishi Chemical Europe (Germany)
- Ningbo MedicalSystem Biotechnology (China)
- Nova Biomedical Corporation (USA)
- Oneworld Accuracy Collaboration (Canada)
- Ortho-Clinical Diagnostics (UK)
- PPD (USA)
- Radiometer Medical (Denmark)
- Randox Laboratories (UK)
- Roche Diagnostics (Switzerland)
- Sebia (France)
- Sekisui Diagnostics (UK)
- Sentinel CH (Italy)
- Shanghai Kehua Bio-Engineering (China)
- Shanghai Zhicheng Biological Technology (China)
- Sichuan Maccura Biotechnology (China)
- Siemens Healthcare Diagnostics (USA)
- Snibe (China)
- Sysmex Europe (Germany)
- Thermo Fisher Scientific (Finland)
- Timedico (Denmark)
- Wako Pure Chemical Industries (Japan)
- Wisplinghoff Laboratoriumsmedizin Köln (Germany)

**42 in total**



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal





**ROLF HINZMANN**

**Who are the current IFCC Corporate Members?**

5

- Abbott (USA)
- ADx Neurosciences (Belgium)
- Agappe Diagnostics Ltd (India)
- Analis R&D Diag (Belgium)
- Asahi Kasei Pharma Corporation (Japan)
- BD Diagnostics (UK)
- Beckman Coulter (France)
- **Beijing Dream Diagnostic Medicine Technology (China)**
- The Binding Site Group (UK)
- Bio-Rad Laboratories (France)
- C.P.M. Diagnostic Research SAS (Italy)
- Diasys (Germany)
- Diatron (Hungary)
- Fujirebio Europe (Belgium)
- Gentian AS (Norway)
- Helena Biosciences Europe (UK)
- Hemas Hospitals (Sri Lanka)
- HyTest Ltd. (Finland)
- Menarini Diagnostics (Italy)
- **Mindray Bio-Medical Electronics (China)**
- Mitsubishi Chemical Europe (Germany)
- **Ningbo MedicalSystem Biotechnology (China)**
- Nova Biomedical Corporation (USA)
- Oneworld Accuracy Collaboration (Canada)
- Ortho-Clinical Diagnostics (UK)
- PPD (USA)
- Radiometer Medical (Denmark)
- Randox Laboratories (UK)
- Roche Diagnostics (Switzerland)
- Sebia (France)
- Sekisui Diagnostics (UK)
- Sentinel CH (Italy)
- **Shanghai Kehua Bio-Engineering (China)**
- **Shanghai Zhicheng Biological Technology (China)**
- **Sichuan Maccura Biotechnology (China)**
- Siemens Healthcare Diagnostics (USA)
- **Snibe (China)**
- Sysmex Europe (Germany)
- Thermo Fisher Scientific (Finland)
- Timedico (Denmark)
- Wako Pure Chemical Industries (Japan)
- Wisplinghoff Laboratoriumsmedizin Köln (Germany)



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal



**IFCC Corporate Members**



ROLF HINZMANN

## IFCC Corporate Membership changes since 2014

7

### New Corporate Members (6)

- Helena Biosciences Europe – 2015
- Ningbo Medicalsystem Biotechnology – 2015
- KHB Shanghai Kehua Bioengineering – 2016
- Beijing Dream Diagnostic Medicine (BDDC) – 2017
- Timedico – 2018
- Hemas Hospitals Ltd. – 2018

Today 42 Corporate Members  
Historic maximum was > 50



Why are they leaving

### Cancellations (24 + 2)

- Biomerieux – 2014
- Perkin Elmer – 2014
- Innotracc Diagnostic – 2014
- Immunodiagnostic Systems – 2014
- BG Medicine – 2014
- Dako – 2015
- Wiener – 2015
- Drew Scientific – 2015
- Labquality – 2015
- Care – 2015
- Scipac – 2015
- Phadia – 2015
- Biocrates – 2016
- Merck Millipore – 2016
- Elga Labwater – 2017
- Response Biomedical – 2017
- Sonic Healthcare Europe – 2017
- Philips – 2017
- Unilabs – 2017
- Axis Shield – 2018
- Guangzhou Wondfo Biotech – 2018
- Instrumentation Laboratory – 2018
- + 2 cancellations due to mergers



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal



ROLF HINZMANN

## Why are they leaving?

8

- Often, Corporate Members don't answer to my follow up mails / calls one they quit membership.
- However, three motives can be identified:
  - (1) The exhibition discount is larger than the membership fee. This discount is attractive for exhibiting Corporate Members. When they stop exhibiting they give up membership.
  - (2) Discontinuity of Corporate Representatives. If the individual changes the position / the company there is no handover. The successor hears about IFCC when the next bill is received. Not knowing about the benefits, membership is discontinued.
  - (3) Ex-Corporate Members state they got nothing in return for their membership fee.



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal





## ROLF HINZMANN IFCC Membership dues 2018

9

Full Members:	191,700	(40.1%)
Affiliate Members :	5,200	( 1.1%)
Corporate Members:	280,500	(58.8%)
<b>TOTAL</b>	<b>CHF 477,400</b>	<b>(100%)</b>

In addition, Corporate Members are sponsoring **scientific projects, workgroups, scientific awards, e-learning programs, travel scholarships and conferences**



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal



## ROLF HINZMANN Corporate Representatives in Executive Committees

10

The following corporate representatives are members of the Executive Committees of IFCC's operational units:

- **Scientific Division:**  
James Pierson-Perry (Siemens) (2<sup>nd</sup> term 2018-2020)  
Joseph Passarelli (Secretary) (Roche) (2<sup>nd</sup> term 2018-2020)
- **Emerging Technologies Division:**  
Peng Yin (Abbott) (1<sup>st</sup> term 2018-2020)  
Markus Roesler (Roche) (1<sup>st</sup> term 2018-2020)
- **Education & Management Division:**  
André Ziegler (Roche) (1<sup>st</sup> term 2018-2020)
- **Communications & Publications Division:**  
Tricia Ravalico (Abbott) (1<sup>st</sup> term 2018-2020)
- **Congresses & Conferences Committee:**  
Cheryl Jackson (Beckmann Coulter) (1<sup>st</sup> term 2018-2020)

...and many more in

- Committees
- Working Groups
- Task Forces



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal





## ROLF HINZMANN New Task Force by / for Corporate Members only

11

### Intention:

- Better representation of Corporate Members in IFCC
- More easy discussion among Corporate Members
- Identification of common topics
- Interaction with / direct report to the Executive Board



Kick-off planned in 2019



## ROLF HINZMANN New Task Force by / for Corporate Members only

12

### Topics already identified during the Corporate Members Meeting at AACC 2018 in Chicago:

- Frequency and locations of IFCC conferences
- Alternative funding structure for IFCC by Corporate Members
- Collaboration of IFCC with Clinical Societies and Regulators on guidelines
- Promote the value of lab testing



Your suggestions please!



## ROLF HINZMANN Agenda

13

1. IFCC's Corporate Members and their contributions
2. Follow-up of the last GC: How can IFCC become more attractive for Corporate Members?
3. Implications of the update of the MedTech Europe Code for future IFCC conferences



## ROLF Hinzmann Remember...?

14

- At the Corporate Members' symposium during the last IFCC General Conference in Madrid I asked for your inspiring and innovative ideas:

**NOTES**

***This is how  
to foster the  
relationship  
between  
IFCC and its  
Corporate  
Members...***



## ROLF HINZMANN Respondents categories

15

National Representatives:	34 suggestions
Corporate Members:	10 suggestions
IFCC officers:	31 suggestions
Anonymous:	3 suggestions
Speaker at General Conference	3 suggestions

**81 altogether !**



## ROLF HINZMANN Some examples

16



Make commitments with societies for diabetes, cancer, thyroid, cardiovascular disease and nephrology to mutually discuss (diagnostic parts of) guidelines.



Create a joint guideline task force together with CLSI.



Create working group (division?) dealing with health-economic benefits of lab testing.



Invite 25% clinicians to lectures at the next IFCC conferences.





ROLF HINZMANN

Proposals could be classified in groups

17

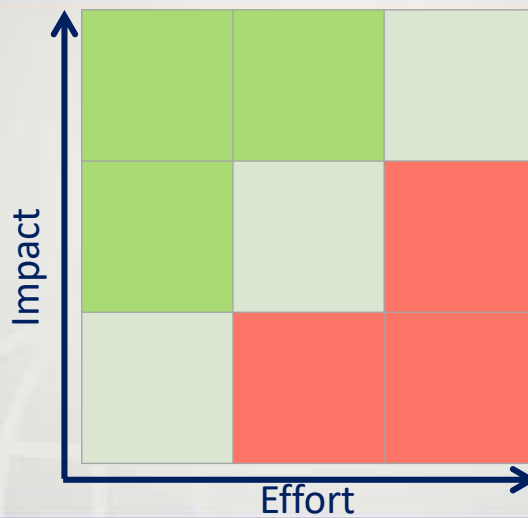
- Group A** Extend role of CM and communication
- Group B** Increase IFCC support in regulatory procedures
- Group C** Focus on guidelines and standardisation
- Group D** Involve clinicians (pharma, laboratory informatics)
- Group E** Broaden membership
- Group F** Implement new education projects
- Group G** Anticipate new trends and issues
- Group H** Reinforce transparency and determine conflicts
- Group I** Create new forms of cooperation
- Group J** Focus on economic benefits of tests



ROLF HINZMANN

Impact-Effort Matrix

18





**ROLF HINZMANN**

Proposals that found most attention of the IFCC Executive Board

19

- Group A** Extend role of Corporate Members and communication
- Group B** Increase IFCC support in regulatory procedures
- Group C** Focus on guidelines and standardisation
- Group D** Involve clinicians, (pharma, laboratory informatics)
- Group E** Broaden membership
- Group F** Implement new education projects
- Group G** Anticipate new trends and issues
- Group H** Reinforce transparency and determine conflicts
- Group I** Create new forms of cooperation
- Group J** Focus on economic benefits of tests



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal



**ROLF HINZMANN**

Where are we today?

20

What could we implement for the Corporate Members?

Just little, mainly the new Task Force by and for Corporate Members (Proposal group A)

What are the main financial challenges for IFCC?

1. Corporate Members leaving IFCC
2. Less industry sponsorship under the new MedTech Europe Code

What do we need to do to reverse the drain of Corporate Members?

Please send your suggestions to [rolf.Hinzmann@roche.com](mailto:rolf.Hinzmann@roche.com) !



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal





## ROLF HINZMANN Agenda

21

1. IFCC's Corporate Members and their contributions
2. Follow-up of the last GC: How can IFCC become more attractive for Corporate Members?
3. Implications of the update of the MedTech Europe Code for future IFCC conferences



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal



## ROLF HINZMANN Implications of the MedTech Europe Code for future conferences

22

- **MedTech Europe** has developed a **Code of Ethical Business Practice**, setting mandatory rules for the interaction between industry and healthcare professionals / healthcare organizations.
- The code became effective in January 2017. An Update December was made in 2016.
- The part describing sponsorship of conferences has become effective in January 2018.



**The code will impact  
all medical conferences  
substantially !**



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal





ROLF HINZMANN

Implications of the MedTech Europe Code for future conferences

23

### What the phase out of direct sponsorship will mean in practice:

- **Third-party organized conferences (main program):**  
Companies may not directly support an HCP, neither as a delegate, nor as a speaker.  
(Comment: includes poster presenters, etc.)
- **Company-organized events in the framework of third-party organized conferences** (e.g. satellite symposia):  
Companies may directly support speakers (i.e. their consultants) but not delegates.
- **Third-party organized procedure / hands-on trainings:**  
Companies may support delegates but not speakers, the latter being independent.
- **Company-organized product / procedure trainings / educational events:**  
Companies may directly support an HCP either as a delegate and/or as a speaker.



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal



ROLF HINZMANN

Implications of the MedTech Europe Code for future conferences

24

### How the rules for educational grants will change:

- Grants will be **publicly disclosed**, ensuring **increased transparency** of the funds allocated to medical education.
- Grants can only **be provided to legal entities but never individuals** and will require a **written contract** & other related documentation.
- Companies will be able to define the **type of recipients** which should be eligible for the grant **but not individual recipients**.
- Companies must have an **internal & independent process** based on objective criteria to assess the grant requests.
- Conferences will still need to **comply with specific requirements** and with the **Conference Vetting System**.



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal





# ROLF HINZMANN IFCC Guidelines for compliance



IFCC News No. 6/7 – July/August 2018, p.3-4



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal



# ROLF HINZMANN Corporate Members of the Congress Organizing Committee

The following persons were / are Corporate Members of the Congress Organizing Committee (COC):

- **IFCC-EFLM EuroMedLab 2017, Athens, Greece:**  
Angelos Evangelopoulos (Roche) and Thomas Brinkmann (Sonic Healthcare)
- **IFCC WorldLab 2017, Durban, South Africa:**  
Beth Slavic (Ortho Clinical Diagnostics)
- **IFCC-EFLM EuroMedLab 2019, Barcelona, Spain:**  
Jaime Vives (Roche)
- **IFCC WorldLab 2020, Seoul, South Korea:**  
Douglas Chung (Abbott)
- **IFCC-EFLM EuroMedLab 2021, Munich, Germany:**  
Katja Schwarzer (Abbott)



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal



 **ROLF HINZMANN**  
Looking back: EuroMedLab 2017, Athens (Greece)
27

- Two conferences in one year (2017): companies needed to focus resources
- Companies showed strong interest in Greece (space completely sold)
- **Exhibition space was very unfavorable for the exhibiting companies!**



Source: A.Savin - Wikimedia Commons, CC BY-SA 3.0, <https://de.wikipedia.org/wiki/Athen>




IFCC GENERAL CONFERENCE  
SUBJECT: NOVEMBER 9-11, 2018

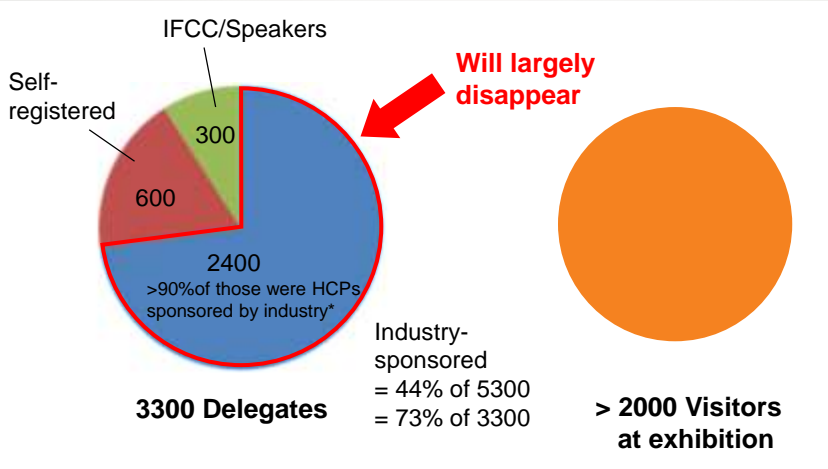
Advancing excellence in laboratory medicine for better healthcare worldwide

Internal




IFCC  
International Federation  
of Clinical Chemistry  
and Laboratory Medicine

 **ROLF HINZMANN**  
EuroMedLab Athens 2017 (Estimation Monday evening)
28



Self-registered	600
IFCC/Speakers	300
Industry-sponsored	2400
>90% of those were HCPs sponsored by industry*	
<b>3300 Delegates</b>	


**> 2000 Visitors at exhibition**



IFCC GENERAL CONFERENCE  
SUBJECT: NOVEMBER 9-11, 2018

Advancing excellence in laboratory medicine for better healthcare worldwide

Internal



IFCC  
International Federation  
of Clinical Chemistry  
and Laboratory Medicine

\*Estimation by PCO MZ Congressi



**ROLF HINZMANN**

Plenary session on last conference day, ½ h after start

29



THURSDAY MORNING  
PLenary SESSION

Whole genome sequencing in health and disease

Nicholas Karamaris (USA, CR)

09:00 - 10:00  
101101, LAMMERS HALL

Chair: Christa Knops (CR)



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal



**ROLF HINZMANN**

Looking back: WoldLab 2017, Durban (South Africa)

30

- Initially limited interest for South Africa. Exhibition space was reduced. Then sponsorship caught on. Costs were covered. Small profit for IFCC.



Source: [https://de.wikipedia.org/wiki/Datei:North\\_View\\_from\\_the\\_skydeck\\_of\\_Sears\\_Tower.JPG](https://de.wikipedia.org/wiki/Datei:North_View_from_the_skydeck_of_Sears_Tower.JPG), CC BY 3.0

#### Sponsorships 2017

Platinum: 1  
Gold: 0  
Silver: 2  
Bronze: 5  
Additional Exhibitors: 20



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal





**ROLF HINZMANN**

Looking forward: EuroMedLab 2019, Barcelona (Spain)

31



### Sponsorships 2019

Platinum: 5  
Gold: 4  
Silver: 6  
Bronze: 4  
Additional Exhibitors: 28



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal



**ROLF HINZMANN**

A question to the Corporate Members

32

**How is your company supporting delegates to attend EuroMedLab in Barcelona via (non-personalized) educational grants?**

- Directly to hospitals?
- Via Professional Conference Organizers (PCO)?
- Via professional societies? Which?
- Any other way?
- **Have you started already?**

**Please send me an email: [rolf.hinzmann@roche.com](mailto:rolf.hinzmann@roche.com) !**



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal







**ROLF HINZMANN**

Some questions for discussion about future conferences

33

**The industry has the opinion that medical education is important !**

- Do we need all conferences? If not, what are the priorities?
- Will company exhibitions / satellite symposia still play a major role when the number of conference delegates is declining?
- How to make sure that conferences are priced appropriately and that the perceived value is so large that many delegates choose to pay by themselves? Can cost be reduced?
- How to make sure that education reaches the appropriate target group and that delegates attend most of the lectures during the conference?
- Conferences do not only have an educational aspect but also constitute a business model (source of income) for professional societies. This adds to the cost. Does the business model have to be adapted?

**Here we expect good ideas / proposals from the professional societies !**



Advancing excellence in laboratory medicine for better healthcare worldwide  
Internal



**Advancing excellence in laboratory medicine  
for better healthcare worldwide**

**New IFCC vision (January 2016)**



Thank you very much !