

Educational Grants for Physicians to Attend CX 2019

Recent MedTech Europe rules prohibit member companies from directly sponsoring physicians to attend third-party organised educational events like the CX Symposium, meaning companies will no longer be able to pay registration, travel or accommodation expenses to individual HCPs to attend CX.

Restricted educational grants may be provided to conference sponsors to help off-set costs for participants.



BIBA Medical is the official Conference Sponsor for the Symposium and is an *Ethical MedTech Trusted Partner*, the certification initiative launched by Ethical MedTech (MedTech Europe’s compliance portal), emphasising our commitment to comply with the industry’s ethical standards.

Our Industry Partners can issue us with an educational grant and we, the Conference Sponsor, will select recipients based on criteria set by the Industry Partner. Companies will be able to define the **type** of recipients eligible for the grant but not name **individual** recipients.

Grants will cover the cost of registration, accommodation during the conference, and travel expenses.

Educational grants must be **publicly disclosed**, ensuring increased transparency of funds allocated to medical education.

How will the educational grant process work?

We have a per physician package which includes the following:

Full conference registration <i>Access-all-areas pass to the conference at the early-bird rate</i>	£695
3 nights’ accommodation at a nearby hotel* <i>Bed & breakfast, single occupancy, at the Copthorne Tara, the CX educational grant hotel. Requests for 4 nights can be accepted if considered ‘reasonable’ by the selection committee – we ask that you provide guidelines for this should you wish to consider a 4-night package; the additional cost will need to be added to the per person package. Double occupancy/family room upgrades must be paid for by the individual and will therefore not be reported.</i>	£455
Flight or train travel to and from the conference <i>Please inform us of any company-specific guidelines relating to travel expenses, e.g. out of pocket expenses like taxis or petrol and whether you permit travel outside of conference dates (e.g. for weekend stays before/after the educational activity).</i>	£500 <i>Europe</i> £700 <i>Middle East</i> £900 <i>Northeast Asia</i> £1500 <i>Latin America</i>
Handling fee <i>This covers travel agency fees and our time spent on the project</i>	£100
TOTAL PER PHYSICIAN - Europe TOTAL PER PHYSICIAN - Middle East TOTAL PER PHYSICIAN - Northeast Asia TOTAL PER PHYSICIAN - Latin America	£1750 £1950 £2150 £2750

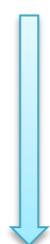
Key milestones:

Agree heads of terms for the educational grants	ASAP
Sign educational grant contracts, and confirm eligibility criteria	September 2018
Application page to go live <i>CX registrations are live on this date also</i>	3rd September 2018
Applicant selection process <i>Weekly updates will be provided</i>	September - January
Registration of selected applicants <i>The CX Team will manage the registrations giving the physicians one less thing to think about</i>	September - January
Accommodation and travel bookings <i>Working closely with our travel partner, the CX Team will handle all travel and accommodation bookings, adhering to compliance guidelines at all times</i>	September - January
Grant application deadline <i>The application deadline is driven by the hotel cut-off date</i>	15th January 2019
Deadline for receiving physician's credit card guarantee <i>Successful candidates will be contacted by the CX Travel Team and will be asked to provide a credit card as a guarantee of their attendance. The card will only be charged in the event of a no-show/late cancellation</i>	31st January 2019
Reporting deadline for physicians from France, Belgium, the Netherlands and Turkey <i>Earlier deadline in order to meet national regulations. For reporting in these countries, industry requires unique-to-country data; the CX Team will gather this information during the application process.</i>	22nd February 2019
Expenses deadline <i>Deadline for the CX Team to obtain expenses from grant recipients (via our travel agency)</i>	31st May 2019
Reporting to industry deadline <i>Full reporting of final travel and accommodation costs and refund of unspent grant monies if applicable</i>	31st July 2019

Key points to remember about the grant process:

-  We encourage you to publicise the educational grant to your sales teams so they can drive traffic to the application page
-  You are entitled to put a link to the application page on your own company website
-  The application page will be unique to you: it will contain your company logo, will list your specific eligibility criteria and will be accessible only to those directed there via your company website (unless you prefer otherwise)
-  Should it be necessary, the CX Team can advertise the grant on the CX Symposium website and drive additional applications using e-blasts to targeted database lists

Next steps:

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- 1) Decide **how many** people you'd like to support to attend CX 2019
 - 2) Confirm the **eligibility criteria** you'd like us to use when selecting recipients, e.g. vascular surgeons, interventional radiologists, trainees, members of particular institutions, etc.
 - 3) The CX Team will build a **dedicated web page** for your grant applicants, located on the CX Symposium website
 - 4) Once live, your sales force can direct HCPs to the page via your website

FAQs

Can we set the selection criteria?

Absolutely. You can send us your preferred criteria (e.g. 15 Vascular Surgeons from Germany, 10 from Spain) including the total number of physicians you wish to fund and the countries and/or specialties preferred.

How will physicians apply?

There are two ways you could ask physicians to apply:

- 1) We create a unique web page for the applications and provide you with the link which you can then give out

There is no reason why the link cannot be put on your website (on a private page if necessary) and for your salesforce to let physicians know that grants are available. The link then takes people to our application page. The selection process is carried out by us independently.

- 2) Physicians apply on a public page of our website using a unique company code, which we give out to Heads of Department at your chosen institution(s).

What about cancellation?

In the event of a no-show on the day, the delegate will be charged the hotel's cancellation policy, which is the total cost of the duration of his/her stay. We ask for credit card details when a grant recipient's hotel and travel is booked as a way of guaranteeing their attendance, and we make them aware of the potential charges at booking stage.

As for the registration fee, that will be as per our standard cancellation policy which involves a 20% admin fee up to the **15th March**, after which refunds will not be available.

Travel refunds vary according to the flight carrier/train company but we will request refunds where possible and reimburse these.

We can refund, or hold as credit, any monies not spent (on travel and accommodation if applicable) once reporting is complete at the end of July.