Holiday Greetings

Kalms Group wishes you a Merry Christmas and a holiday season filled with peace and joy. As we reflect upon this previous year, we would like to thank all our friends and partners for helping make this year memorable and successful. We hope this Christmas and New Year brings you great success and happiness and we look forward to working with you for the years to come.

MEDICA 2018

Kalms Group is happy to announce our successful visit to MEDICA 2018, as part of the HealthCapital Berlin-Brandenburg booth. We appreciate all the meetings we were able to hold with our friends and partners over the four days. Additionally, we enjoyed the chance to meet with new people from across the industry. Kalms Group would also like to take the opportunity to thank everyone who attended one of the meetings with our experts, who were able to share their knowledge and distinguished experiences.

We truly appreciate the level of interest shown in the Kalms Group through MEDICA. We look forward to seeing everyone again next year at MEDICA 2019!

MEDICA is the world's largest medical event. For more than 40 years, it has been firmly established and attracted more than 5,100 exhibitors from 70 countries in 17 halls. It is held in November, at Messe Düsseldorf, and attracts experts from all around the world: in the fields of business, research and politics.

Arab Health Announcement

Kalms Group is excited to announce that we will be attending Arab Health 2019. Arab Health is the largest healthcare exhibition and congress in the Middle East and will be held January 28 - 31 in Dubai, UAE. For 44 years, the exhibition has connected professionals from across the industry and brought you the latest innovations in healthcare. This year Dr. Stephan Binder, our COO and head of business development, will be attending and looks forward to meeting everyone in Dubai. If you would like to speak with Dr. Binder at Arab Health, please contact Mirjana Popadic at: mpopadic@kalmsconsulting.com.

Packaging Act – Did You Register Your Device Packaging?

As of January 1st, 2019, the new German Packaging act will replace the previous packaging regulations in Germany. If you are hearing about it for the first time, you should check if your product is registered at the German Packaging Register. This will be mandatory.

The Central Agency Packaging Register (ZVSR) is a new agency which holds the Central Packaging Register (LUCID). At this register, all manufacturers providing packaging for end-users and hospital supply or their European "first distributors" must register their brands for sale in Germany. This registration comes along with the choice of a waste disposal company; which is a member the "Dual System Germany". Those companies will take care of the recycling of your product backpacking.

While the registration of your device packaging with the LUCID system of the Central Agency Packaging Register (ZVSR) is free of charge, the chosen waste disposal company will charge you by annual intake of packaging into the German market. Both registration with ZVSR and your choice of disposal company are mandatory. Products which are not registered aren't allowed to be marketed in Germany as of January 1st, 2019. Infringements can be fined with up to € 100,000 per case.

Make sure, you've registered your product at the German Packaging Register. We are happy to help you with your questions.

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My Time with the Kalms Group

My name is Marit Hunt, and I have spent the last 6 weeks supporting the Kalms Group. I am originally from Minneapolis, MN, but spent the last four years attending the University of Southern California. While there, I earned my bachelor's degree in International Relations and Global Business and had the opportunity to spend a semester abroad in Lugano, Switzerland and a semester in Washington D.C.

My time with the Kalms Group has been focused on market entry strategies, marketing support and gaining a deeper understanding of the Medtech industry and the German healthcare system. Additionally, I attended MEDICA, where I provided support to the Kalms Group team present at MEDICA and met with professionals from across the industry.

Marit Hunt

"My time here has provided me with invaluable experiences, and I'm excited to see where this opportunity will take me next."