WMDO
WORLD MEDICAL DEVICE ORGANIZATION

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Course Title:

Reimbursement Strategy for Medical Devices in the US

Product ID: 156
Duration: 45 mins
SME: Vincent Jaeger
First Released On: 02/17/2011

Course Description:
This course details the fundamental actions and critical factors necessary to securing reimbursement for medical devices in the US upon their commercial release.

Watch the Course Trailer:

Learning Objectives:
Upon successfully completing this course, learners will be able to:
- Identify the three fundamental components for successful reimbursement
- Appreciate the value of developing a reimbursement strategy early on
- Recall how to apply for a new CPT code
- Provide a detailed understanding of the activities necessary to attain adequate reimbursement for medical devices in the US
- Comprehend the need to establish a revenue stream for physicians, hospitals, and medical device companies
- Explore revenue-generating options if full reimbursement is unavailable
- Realize that the “Build it and they will come” success in the market is entirely based on technological superiority
- Recognize the common pitfalls that can lead to financial disaster

Who Should Enroll:
Medical device industry professionals who want their medical devices to achieve commercial success in the US are encouraged to enroll in this course.

Related Resources: Yes

Prerequsite Knowledge
There is no prerequisite knowledge required for this course; all areas of expertise are welcome.

Price:

Premium: €64.00.- **Basic:** €86.00.-

Course Format:
All WMDO professional online training courses are fully interactive and contain audio, video, graphic animation, online quizzes and include all necessary course materials. Trainees receive a minimum of 60 days of unlimited access in which to complete each course depending on course length and complexity. (See individual course descriptions for details). Courses include handouts, case studies, working documents and other useful links. After successful completion of your course, you will be able to download your WMDO Certificate of Completion for your training records.

Online courses are cross-browser compatible and require internet connection (minimum 300kbs) and Adobe Flash Player installed (Free download available at: http://www.adobe.com/products/flashplayer).

Premium Account Holders:
Premium account holders enrolling in this course will receive complimentary email access to subject matter experts for any questions, clarifications or feedback they may have concerning this course and its contents, including free automatic course updates for 1 full year.