

# Vietnam Medical Device Regulation Business Briefing



**MARCH 13, 2024 | MERIDIAN INTERNATIONAL CENTER | WASHINGTON, DC**

## Meet Healthcare Decisionmakers from Vietnam

USTDA will host a business briefing for U.S. medical devices companies to meet with a delegation of Vietnamese healthcare decisionmakers and government officials to share innovative solutions and learn firsthand about Vietnam's medical device projects, the new initiative by Vietnam to adopt a new legal framework for medical devices, and the impacts of these upcoming changes to medical device law.

### BACKGROUND

Nearly all medical technologies in Vietnam are imported, but the country has never had a formal national law governing medical devices. Vietnam's Ministry of Health is developing a new law on medical equipment to improve the business environment for medical technology providers by aligning regulations with international best practices for import licensing and product approvals.

**Because Vietnam's current procurement system favors lowest cost goods, U.S. industry sees this new regulation on medical devices as a monumental opportunity to align Vietnam's healthcare system with value-based procurement and industry standards favorable to U.S. companies.** Such changes could have a profound impact on Vietnam's public hospital systems, which currently account for over 85 percent of all hospitals in the country.

### ABOUT USTDA

The U.S. Trade and Development Agency helps companies create U.S. jobs through the export of U.S. goods and services for priority infrastructure projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding projects preparation and partnership building activities that develop sustainable infrastructure and foster economic growth in partner countries.

Attendance at this event is limited to U.S. individuals, U.S. firms, or U.S. consultants as defined by USTDA's Nationality Source and Origin Requirements available on USTDA's website at <http://www.ustda.gov/>.

### WHY YOU SHOULD ATTEND

- Learn about Vietnam's plans for creating new medical equipment regulations
- Understand the landscape of Vietnam's healthcare and medical device industry
- Meet one-on-one with key governmental decision-makers
- Form new business partnerships with Vietnamese officials

### BUSINESS OPPORTUNITIES

- Inform Vietnamese government about the value of your company's products to improve public health and quality of care
- Build awareness on the right regulatory environment and best practices
- Discuss new opportunities for collaboration and investment with Vietnamese officials
- Identify value-based procurement opportunities for medical device technology in Vietnam

### CONTACT INFORMATION

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