



PARIS
HEALTHCARE
WEEK

EXHIBITIONS
AND CONFERENCES
FOR ALL ACTORS IN THE
HEALTHCARE ECOSYSTEM



POST SHOW REPORT 2018

A LARGE-SCALE COMMUNICATIONS PLAN

196 health journalists

Print

- 60+ media partners
- 150,000 invitations mailed
- 135 adverts and articles released

Digital

- 1,026,776 viewed pages in 2018
- 6,740 followers on Twitter
- 280 banners on media supports
- 280,000 e-invitations sent



AN EVENT



FÉDÉRATION HOSPITALIÈRE DE FRANCE

parishealthcareweek.com



AN ORGANISATION



PROMOTION

PG PROMOTION

1, rue Augustine Variot - 92240 MALAKOFF

A VERY SUCCESSFUL EDITION



EXHIBITIONS AND CONFERENCES FOR ALL ACTORS IN THE HEALTHCARE ECOSYSTEM

A total of **28,517** visitors



- HopitalExpo - GerontHandicapExpo - Health-ITExpo with **18,072** visitors
- Salon Infirmier with **9,350** visitors
- 38th annual seminar of International Union of Architects-PHG with **1,095** delegates

850 exhibitors



711 speakers



7,660 attendees in various discussions



345 agoras, conferences & workshops



437 business meetings



35,000 sq.m of exhibition space



The entire healthcare ecosystem represented

INSTITUTIONS

- Ministries and governmental offices
- Regional healthcare agencies
- Healthcare cooperation consortia
- Professional associations and federations
- Local and regional authorities
- Foreign delegations
- Higher education

HEALTHCARE FACILITIES (public or private)

- Hospitals, Clinics
- Nursing homes for the elderly, Retirement homes, Residence for seniors
- Healthcare centres, Independent doctors' offices
- Home medical care and hospitalisation, Stay-in-own-home support
- Establishments for disable persons

INDUSTRIAL COMPANIES / SUPPLIERS

- Technologies, Health IT
- Construction, Architecture, Engineering, Equipment
- Technical unit equipment
- Technical aids, Care and medical material
- Hospitality, Logistics, Services outsourcing
- Consulting, Training, Finance, Service, Institutional

BUYERS

- Purchasing organisations
- Networks of public / private hospital buyers
- Buying / ordering consortia
- Distributors, Dealers, Wholesalers



VISITORS PROFILES

THE 3 HISTORICAL FHf TRADE SHOWS HAVE WELCOMED MORE THAN 18,000 VISITORS!

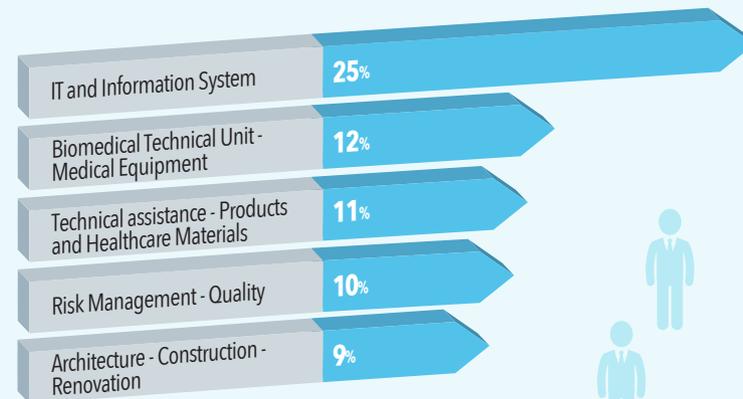


Geographical breakdown

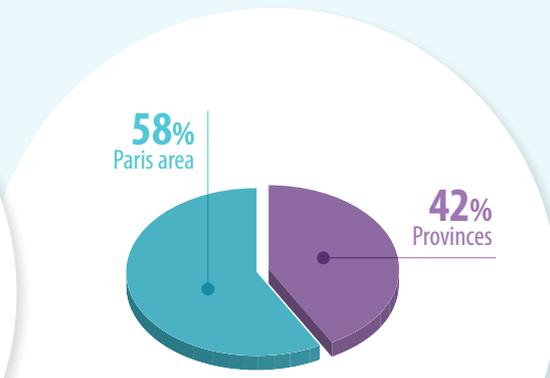
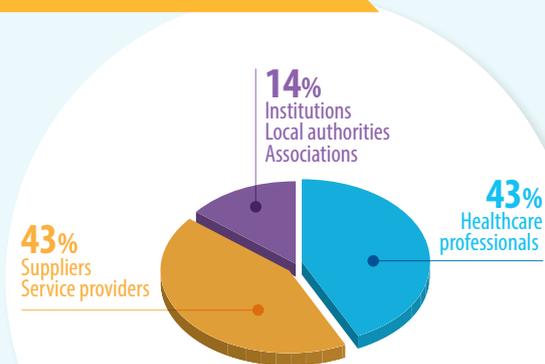
(outside France)



Areas of interest



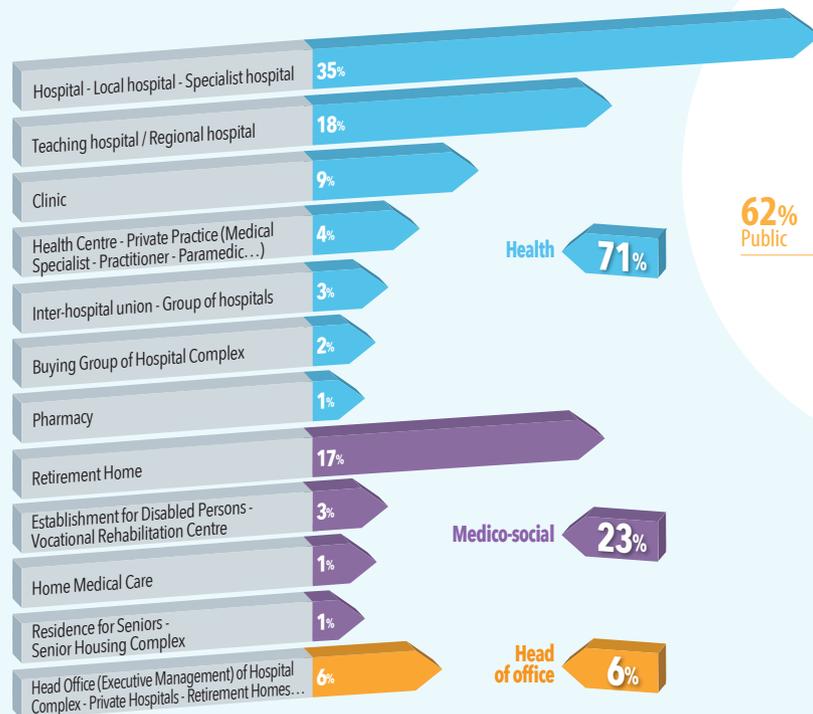
Type of facilities breakdown



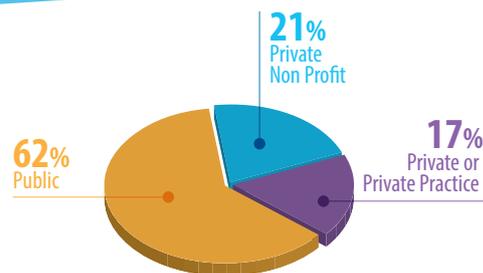
VISITORS PROFILES



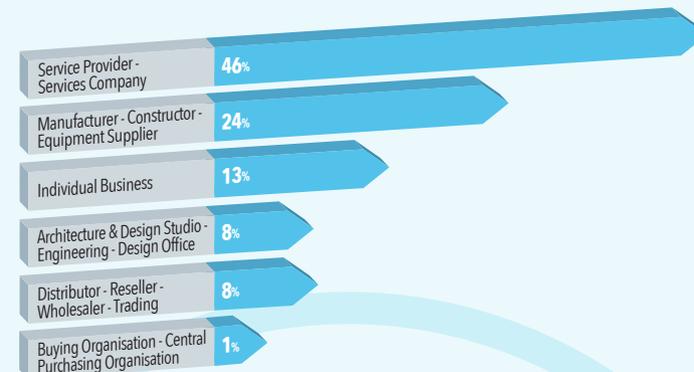
Healthcare facilities



Facilities status



Suppliers / Services providers

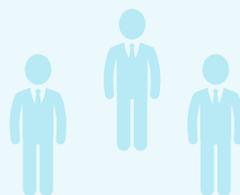


Buying groups' attendance:

- AGEPS AP-HP • APOGEES • CACIC • CAHPP • CAIH
- GCS SANTALYS • GCS SESAN • GCS SIS MARTINIQUE
- GCS TELESANTE BASSE-NORMANDIE • GCS TELESANTE CENTRE
- GCS TELESANTE LORRAINE • GCS TSNB • HELPEVIA • RESAH
- SANTECITE ACHATS • U.N.ADERE • UGAP • UNI.H.A • etc.

Job position

20,6%	Management	4,2%	Buyer
13,2%	Head of Department / Administrative Officer	3,0%	Paramedic
10,4%	Nurse - Nursing Staff	2,7%	Pharmacist
9,1%	CIO - IT Director - Chief Information Officer - CISO	2,5%	Administrative & Financial Director (CFO)
6,5%	Hospital / Biomedical Engineer	2,2%	Head of Division
6,1%	Doctor - Surgeon	2,0%	Works Engineer - Manager of Works
5,1%	Director of Care - Nursing - Health Executive	1,7%	Health Information / Medical Affairs Director
4,8%	Head of Mission	0,9%	President of Medical Board
4,4%	Technician	0,7%	Teacher - Trainer





PARIS
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THE LEADING TRADE SHOW FOR HEALTHCARE IT

Highlight on

**A REFERENCE MEETING
1ST AREA OF INTERESTS**

IT, INFORMATION SYSTEMS, E-HEALTH



IT & Information Systems

By definition, **Health-IT Expo** is a window on the future. It accompanies the transformation in healthcare activity and coverage through the use of information and communication technologies within healthcare and medico-social institutions.

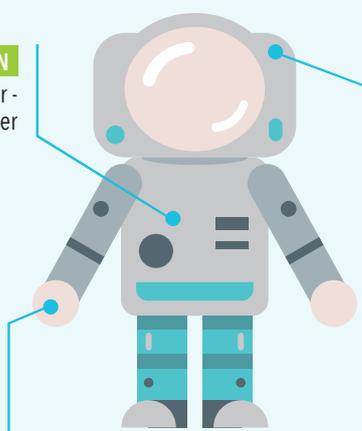
Visitor's standard profile

TODAY, THE EVENT HAS BECOME THE EUROPEAN LEADER TRADE SHOW AND REFLECTS THE DIGITAL REVOLUTION TAKING PLACE IN THE INDUSTRY.

HER/HIS JOB POSITION
Manager -
Technical manager

HER/HIS ORGANISATION

- **An Healthcare facility:** Hospital - Clinic - Retirement home
- **A company:** Distributor - Supplier - Service Provider



HER/HIS DEPARTMENT - DIVISION
Executive manager -
CIO - CFO - HRD



And 350 exhibitors ↗ **+13,5% vs 2017**

Classification:

- Dematerialization, Archiving and Document management
- Digital dictation, Voice recognition
- Management of the patient's course and nursing staff
- Data hosting and Health data management
- Medical imaging, PACS/RIS
- Network and Infrastructure
- Patient safety and alarm
- Medical Information solutions (screens, computers, keyboards, printers...)
- Information system (administrative, decision-making, retirement homes, hospital, medical)
- Telemedicine (Telemonitoring, Teleradiology)
- Connected devices
- Applications, platforms

AGFA HEALTHCARE, ATOS, AXIANS, BERGER-LEVRAULT, CARESTREAM HEALTH, CERNER, COMPUGROUP MEDICAL, CORWIN / EVOLUCARE, DELL EMC, DOCTOLIB, GFI INFORMATIQUE, HP, LG ELECTRONICS, MAINCARE SOLUTIONS, MEDASYS, MICROSOFT, MIPIH, ORANGE HEALTHCARE, OVH HEALTHCARE, SANTEOS, SCC, SOFTWAY MEDICAL, VIDAL, WEB100T, etc.





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THE LEADING TRADE SHOW FOR HEALTHCARE IT

FOCUS ON

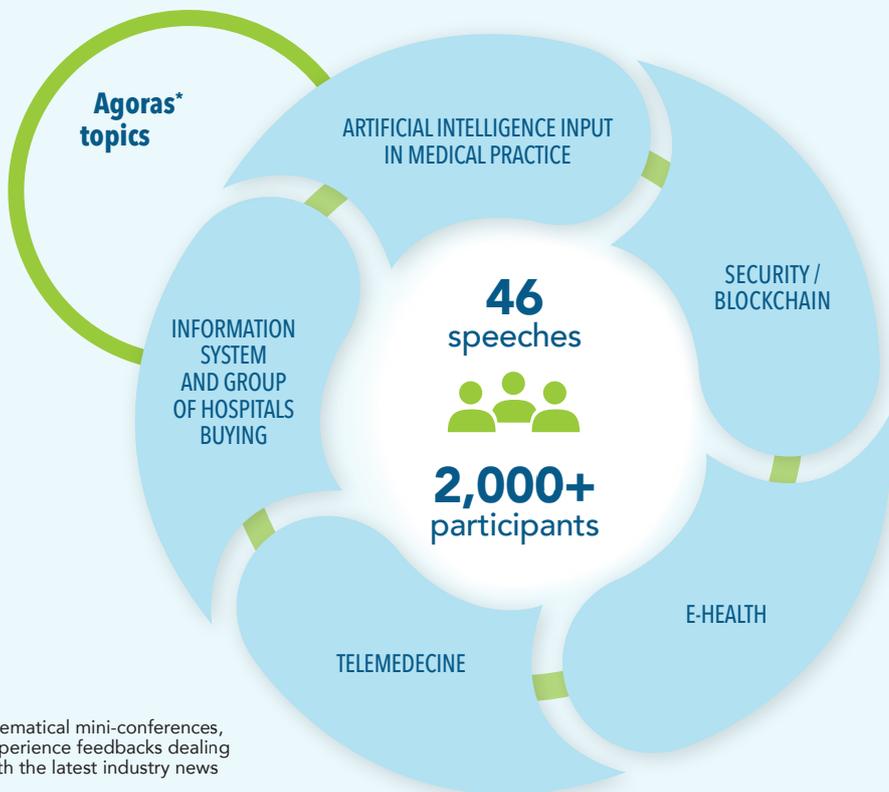
START-UP VILLAGE

An unique opportunity reserved to less than 3 years companies, providing novative solutions which will contribute to improve the tomorrow healthcare.

HIT SUMMIT

HIT SUMMIT is a privileged conference, that gathered nearly **300 attendees in 2018**. The debate focussed on the organisations' perspectives: *digital transition, cybersecurity, data, interoperability, e-health, telemedecine, artificial intelligence etc.* affecting deeply the health system organisation and efficeince.

The greatestes sector experts shared their visions on practices evolution and mostly on mutations that accompany them.



*Thematical mini-conferences, experience feedbacks dealing with the latest industry news



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PARIS
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THE LEADING PROFESSIONAL EVENTS DEDICATED TO MANAGING, BUILDING AND TRANSFORMING HEALTHCARE FACILITIES

Highlight on

BUILDING, TECHNICAL PLATFORM

This sector brings together general building companies, architecture firms, engineering firms, equipment manufacturers (floor, wall, ceiling, sanitary, lighting, etc.) thinking and designing future healthcare facilities or modernizing those of today. Also hosting innovative equipments and materials that will transform technical platforms: *operating room, sterilization, reanimation, etc.*



Visitor's standard profile

**HER/HIS
JOB POSITION**
Manager -
Engineer - Architect

**HER/HIS
DEPARTMENT - DIVISION**
Executive manager -
Heritage - Technical service
- Hospital / Biomedical
Engineering

HER/HIS ORGANISATION

- **An Healthcare facility:**
Private - Public -
Private non-profit
- **A company:**
Builder - Architect's
office



Agoras* topics

NEW CONSTRUCTION PROJECTS,
RESTRUCTURING OR MODERNIZATION:
national and international

FUTURE
AMBULATORY
SPACES

NEW TRENDS
IN HOSPITAL
ARCHITECTURE

PATIENT
CENTERED CARE:
Design, Ergonomics,
Chromatic, Signage,
Lighting

MEDICO-SOCIAL:
innovative projects
and architectural concepts
of institutions welcoming
our seniors



STAKEHOLDERS' ATTENDANCE (partial list):

ABB FRANCE, ARTELIA, BD FRANCE,
BOUYGUES CONSTRUCTION, DALKIA,
DELABIE, DEMATHIEU BARD,
DORMAKABA, DRAGER, EGIS, EIFFAGE
CONSTRUCTION, GETINGE FRANCE,
ICADE, INGEROP, INTUITIVE SURGICAL,
LEON GROSSE, PHILIPS, RABOT
DUTILLEUL, SAGEGLASS, SCHNEIDER
ELECTRIC, SIEMENS HEALTHINEERS,
SPIE BATIGNOLLES, STERIS, TARKETT
FRANCE, VINCI CONSTRUCTION
France, etc.

FOCUS ON

ARCHITECTS / BUILDING / ENGINEERING VILLAGES

An **unique opportunity** to present
your equipments and solutions
of building/engineering/architecture
for healthcare facilities transformation
on the French leading event.

YOUR CONTACT

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Highlight on

ACCOMMODATION, LOGISTICS

This sector presents all services and products enabling institutions to welcome and become more attentive to patient/resident needs: *medical furniture, furniture, catering, laundry, hygiene and maintenance, etc.*

Visitor's standard profile

HER/HIS JOB POSITION

Director - Manager

HER/HIS DEPARTMENT - DIVISION

Logistics - Economic - Accommodation



HER/HIS ORGANISATION

- **An Healthcare facility:** Private - Public - Private non-profit

Agoras* topics

COMFORT AND QUALITY OF LIFE

THERAPIES AND ANIMATIONS

OUTSOURCING OF LOGISTICS SERVICES



HAD-MAD

PATIENT PATH: Care and support

Highlight on

MEDICAL EQUIPMENT AND MATERIAL, TECHNICAL ASSISTANCE

This area displays materials for healthcare facilities for better care and equipment to ensure more secured patient care.

Visitor's standard profile

HER/HIS JOB POSITION

Director - Manager
- Nursing Staff -
Director of Care

HER/HIS DEPARTMENT - DIVISION

Treatment - Purchase - Biomedical



HER/HIS ORGANISATION

- **An Healthcare facility:** Private - Public - Private non-profit
- **A company:** Distributor - Reseller

STAKEHOLDERS' ATTENDANCE (partial list):

ALL MODUL, ATELIERS JEAN CLAUDE SALEY, BOVIS, BURLODGE, CONCEPT MICROFIBRE, DANISH REHAB GROUP, DLM CREATIONS, ELECTRO CALORIQUE, ELIS, EUREQUIP, EUROCHEF SANTE, EVIDENCES MOBILIER, HABA, MOMENTS FURNITURE, NILFISK, ONET, PRODIM, ROPIMEX, SAINT ROMAIN, SNOEZELEN CARE, SODEXO, SOVADIS, TIMOTION EUROPE, etc.

STAKEHOLDERS' ATTENDANCE (partial list):

ABILANX, ACIME FRAME, AJC L'AUTHENTIC, ALTER ECO SANTE, BMB MEDICAL, CAMFIL, ESSITY, FRANCE REHAB, HACARE, HILL-ROM, HUPFER, INVACARE, LABORATOIRE RIVADIS, LABORATOIRES ANIOS, LA SALLE BLANCHE, MERCURA, NENKO SNOEZELEN, NOVAIR, OMNICELL, OREUS-PILULIERS, OXYPHARM, PRATICIMA, PRAXIS MEDICAL TECHNOLOGIES, RCN MEDICAL, REVAL, VIVAGO, WINNCARE, etc.

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THE LEADING PROFESSIONAL EVENTS DEDICATED TO MANAGING, BUILDING AND TRANSFORMING HEALTHCARE FACILITIES

Highlight on

SERVICES, CONSULTING, TRAINING, INSTITUTIONS

This area gathers institutions (FHF, Ministry, HAS, ANAP, ASIP, etc.) and actors in consulting, financing and human resources (consulting firm, training firm, mutual, bank, insurance, central purchasing) to advise facilities on performance and optimal team organization.



Visitor's standard profile

HER/HIS
JOB POSITION

Director -
Manager

HER/HIS ORGANISATION

- An **Healthcare facility**: Private - Public - Private non-profit
- An **institution**

AREAS OF INTERESTS

Institutional Management, Risk Management - Quality, CSR, HR, Training, Purchase, Legal / Finance

HER/HIS
DEPARTMENT - DIVISION

Executive manager - CFO - HRD



Agoras* topics

ORGANISATIONAL, ECONOMIC
AND FINANCIAL STRATEGY

HR,
TRAINING
AND
RECRUITMENT

PURCHASES

GHT
AND CHANGE
MANAGEMENT

RISKS
MANAGEMENT



STAKEHOLDERS' ATTENDANCE (partial list):

ANAP, ASIP SANTE, C.G.O.S, CAHPP, CASDEN BANQUE POPULAIRE, CROIX ROUGE FRANCAISE, EHESP, FEHAP, FHP, FNEHAD, GMF ASSURANCES, GROUPE PASTEUR MUTUALITE, HAUTE AUTORITE DE SANTE, MAZARS, MNH GROUP, RESAH, RIGBY CAPITAL, SERVICE DE SANTE DES ARMEES, SHAM, UGAP, UNICANCER, UNIHA, etc.

FOCUS ON CONSULTING/TRAINING VILLAGE

An **unique opportunity**, reserved to consulting offices and training companies, to present their services to healthcare facilities managers on the French leading event.

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