Minutes Industry Debrief – 27 May 2013

Attendees:

Industry:
Abbott - Marie-Laure Schenk
Cardiorentis – Elmar Schnee
Ciculite – Monika Loeffler
GE Healthcare – Bente Hartmann
LoneStar Heart - Frank Ahmann
Medtronic – Christine Detwiller
Servier – Sophie Nisse-Durget
Vifor Pharma - Mirjam Lorek and Ludger Spitz
Zoll – Horst Esser

ESC:
Alexandra Gamard
Anne-Laure Leuba
Aoife Delmas
Kristina Simon
Malek Lebsir
Noureddine M’Ghari
Valerie Thiolet

AIP Group (the venue):
Evelise Domingues
Joana Silva

Minutes:
Presentation of the participation figures for Heart Failure 2013 has been done:
- Attendees Record: 4 052 (+741)
- Exhibitors: 390 (+28)
- Total attendance: 4 442
- Record in abstracts submitted: around 1500
- Satellites: 13
- Hands-On Tutorials: 4 (Abbott, Impulse Dynamics and Bioventrix are new this year)
- Exhibition: 613m²

Bente Hartmann from GE Healthcare said that she was pleased with the venue and the services provided from the venue and the ESC but also mentioned Satellite Symposia are very expensive and suggested to reschedule Satellite Symposia in order to avoid competition.

Mirjam Lorek and Ludger Spitz from Vifor Pharma pointed out that the opening day was very long and the traffic is not very high. They suggested the exhibition should open between 3pm and 4pm. They were pleased to work with Fairexx.
Marie Laure Schenk said she was very pleased with the Hands-On Tutorials and appreciate the session format. She also mentioned that the congress itself has a low profile and has a schedule conflict with EuroPCR. Attendance appeared lower than previous Heart Failure congress.

Monika Loeffler from Ciculite suggested adding seating areas to have discussion with clients (Lounge was only for members). She also found that the Taxi service was very good at the venue (action made by the town).

Elmar Schnee from Cardiorentis said he was happy with the service but mentioned that he heard that the Faculty hotel “Vila Opera Galé” was not good and that Exhibit felt quiet even with more attendance.

Christine Dettwiller from Medtronic pointed that seating is a big problem and suggested that the organization should add seating areas. She mentioned the Exhibition traffic was smaller and quite but she was happy with the satellite symposium outcome and Hotels are good value compared to other cities. She noticed that Taxi services are now good.

Horst Esser from Zoll suggested that we should print badges with delegates’ names on both sides and also mentioned that it seems there was less traffic and was worried during the site visit about the way we wanted delegates to access lecture rooms but all went well during the congress as planned. He had the feeling of less people at the exhibit area but needs to count the leads. He pointed a problem with the fact that it is not possible to dismantle the booth on Tuesday so they have to pay an extra day to the service provider. Regarding the logistic, all went very well.

Frank Ahmann from LoneStar Heart found that Heart Failure 2013 was a good meeting with a good traffic on the stand and that Poster for traffic at the exhibit is a good thing.

Sophie Nisse-Durgeat from Servier concluded by saying all was well (satellite symposium, stand, location) and that internet worked very well, wireless was great, all the time and good speed. She was more than happy with this new edition.

Next Heart Failure 2014 will be in Athens. The Industry Prospectus should be ready for ESC Congress 2013 and the Industry Guidelines for the end of the year.