## Integrated Care Models in Germany – Potential Market Access Routes for Medical Devices

### INTRODUCTION:
- The German Federal Government and its statutory health insurers are in the process of introducing a new health care system that offers an integrated care model.

### RESULTS:
- The German Integrated Care Model (ICM) is a complex system that combines different care models and procedures.

### METHODS:
- Qualitative research methods were used to understand the current situation and potential pathways to market access.

### DISCUSSION:
- Integrated care models in Germany differ from other countries in terms of their structure and implementation.

### CONCLUSIONS:
- The market access for medical devices in Germany through integrated care models is complex and requires careful planning.

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### Applying Structured Interview Techniques to the Medical Device Industry

#### Objective
- To understand the potential market access routes for medical devices through integrated care models in Germany.

#### Methods
- **Wave 1:** National survey with key stakeholders (e.g., industry representatives, policy-makers).
- **Wave 2:** Semi-structured interviews with key stakeholders.

#### Findings
- The potential market access routes through integrated care models in Germany include:
  - **ICM Advisory Board**: Inclusion of specific products under the ICM framework.
  - **Selective Contracts**: Inclusion of products under specific contracts.
  - **Pilot Projects**: Inclusion in pilot projects for market testing.

#### Conclusion
- The integration of medical devices in the German healthcare system requires a multi-faceted approach involving regulatory, policy, and stakeholder engagement.

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### The Benefits of Integrated Care Models in Germany

- **Pros:**
  - Enhanced coordination and efficiency in healthcare delivery.
  - Improved patient outcomes through better care delivery.
  - Cost savings due to reduced hospital stays and lower readmission rates.

- **Cons:**
  - Increased complexity and cost for medical device manufacturers.
  - Potential for reduced revenue due to lower reimbursement rates.

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### Perspectives of the SHCs

- **Prospective:**
  - Enhanced patient care through better coordination.
  - Improved quality of care through evidence-based care delivery.

- **Conspective:**
  - Potential for reduced revenue due to lower reimbursement rates.
  - Increased complexity and cost for medical device manufacturers.

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