

## **Company Presentation FAQs**

### **What is a Company Presentation and who can apply?**

Company Presentations are 9-minute podium presentations, typically given by the CEO or a senior executive of the company, to showcase the company's technology, business objectives, and investment and partnership goals. Medtech manufacturer startups and small companies up to commercial-stage companies can apply. Selected companies gain visibility with industry leaders, strategists, investors, and other potential partners attending The MedTech Conference.

*\*Service providers are not eligible for Company Presentations. We encourage service providers to explore the Solutions Showcase sponsorship and to contact [sales@advamed.org](mailto:sales@advamed.org) for more information.*

### **What is the deadline for submitting a Company Presentation application?**

This application deadline is August 19, 2026, or until all presentation slots are filled.

### **Do I need to register for The MedTech Conference to give a company presentation and is there a company presentation fee?**

If you are approved, there is a \$1,500 company presentation fee and an invoice with payment instructions will be provided. You must also purchase either an All-Access registration or a Medtech Campus pass. (Note: The Medtech Campus pass does not include access to the messaging and partnering features of the conference app.)

### **When will I find out if I've been accepted for a company presentation slot?**

We will review and accept company presentations beginning May 4 and then on a rolling basis. If you submit after May 4, please allow two weeks from your submission date to receive a response.

### **What should I include in my Company Presentation?**

Presentations should clearly articulate your value proposition and investment or partnership opportunity within the 9-minute timeframe. Suggested slide content includes:

1. Company Overview – Vision, mission, and value proposition
2. Problem Statement – Unmet clinical or market need
3. Your Solution - Product/Technology overview
4. Clinical and Regulatory Strategy
5. Market Opportunity
6. Business Model
7. Go-to-Market Strategy
8. Competitive Landscape
9. Traction and Milestones
10. Financial Overview and Funding Needs
11. Leadership Team and Expertise
12. The Ask

*\*suggested 20 slides maximum*



### **If accepted for a Company Presentation, what are the next steps and on-site logistics?**

- You will receive a confirmation email and must confirm your participation within one week.
- A speaker toolkit will be distributed this summer outlining key tasks, key deadlines, and instructions for submitting your presentation in advance of the conference.
- Company Presentations are 9 minutes and strictly timed.
- Company Presentations are not recorded.
- Company Presentations will take place on the Innovation Pavilion stage in the Medtech Campus.
- Presentation slots will be scheduled on Monday, October 19th, Tuesday, October 20th, or Wednesday, October 21st. The final schedule will be shared this summer.
- Presentations are operated from the AV/technical desk. The stage set-up includes:
  - Podium
  - Two 85" audience-facing video monitors
  - Confidence monitor
  - Countdown timer
  - Slide advancer

### **Who can I contact with questions and for more information?**

For specific company presentation questions, contact Beth Perkins at [bperkins@advamed.org](mailto:bperkins@advamed.org).

For general application questions, contact [program@advamed.org](mailto:program@advamed.org).