

# Incheon Medical Devices Education & Training Center



# Greetings

Hello,

My name is Joo-ho Lee, and I'm the Director of Incheon Technopark.

The medical device industry is a promising sector with high growth potential, driven by global economic growth, aging populations, and an increasing awareness of health.

Furthermore, South Korea's medical device industry was ranked 9<sup>th</sup> globally with a market size of about 8.64 billion dollars as of 2022, demonstrating a robust average annual growth rate of 15.6% over the past five years.

It is an export-driven industry, with exports accounting for about 77% of its revenue, making it a large job creator.

However, despite their superb quality and performance, Korean medical devices are underutilized even in the country's hospitals due to lack of familiarity and common misconceptions regarding accuracy, reliability, and performance.

In 2022, Incheon Metropolitan City formed a consortium with Incheon Technopark, Gachon University Gil Medical Center, Inha University Hospital, and HLB BioStep, and was selected for the "Incheon Medical Devices Education & Training Center" project by the Ministry of Health and Welfare and the Korea Health Industry Development Institute.

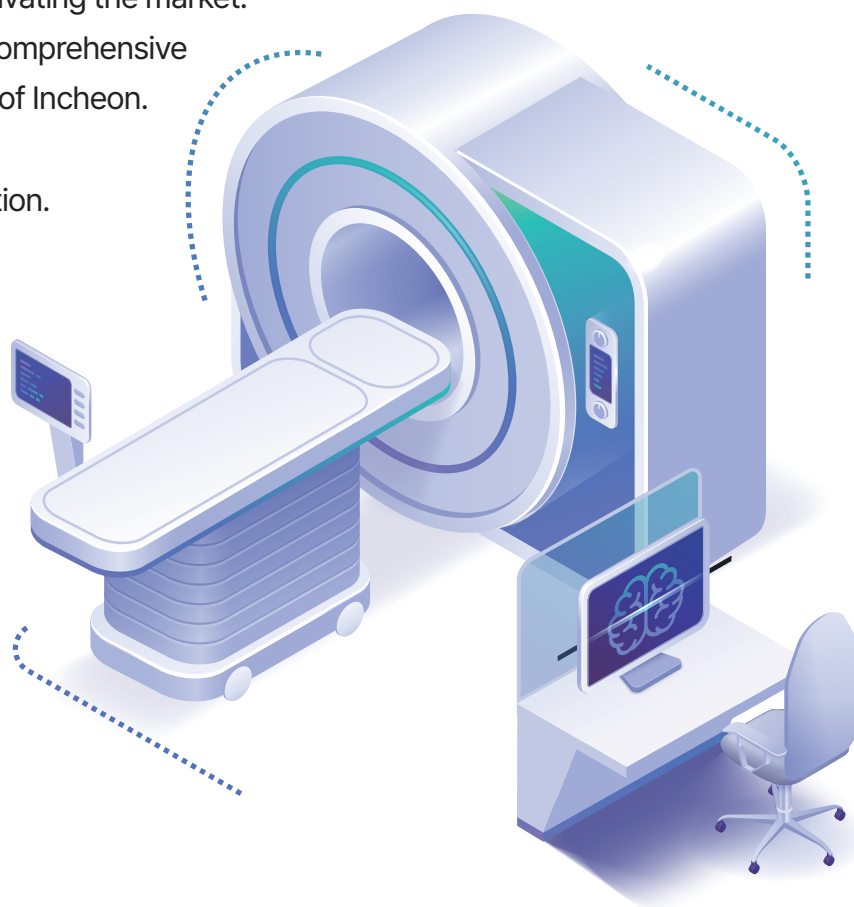
The purpose of this project is to support easier access to Korean medical devices by home-grown and international healthcare professionals, with the goal of stimulating purchases and activating the market.

Incheon Technopark will continue to provide comprehensive support, working in collaboration with the city of Incheon.

We look forward to your interest and participation.  
Thank you.

INCHEON TECHNOPARK Director

*Lee joo-ho*



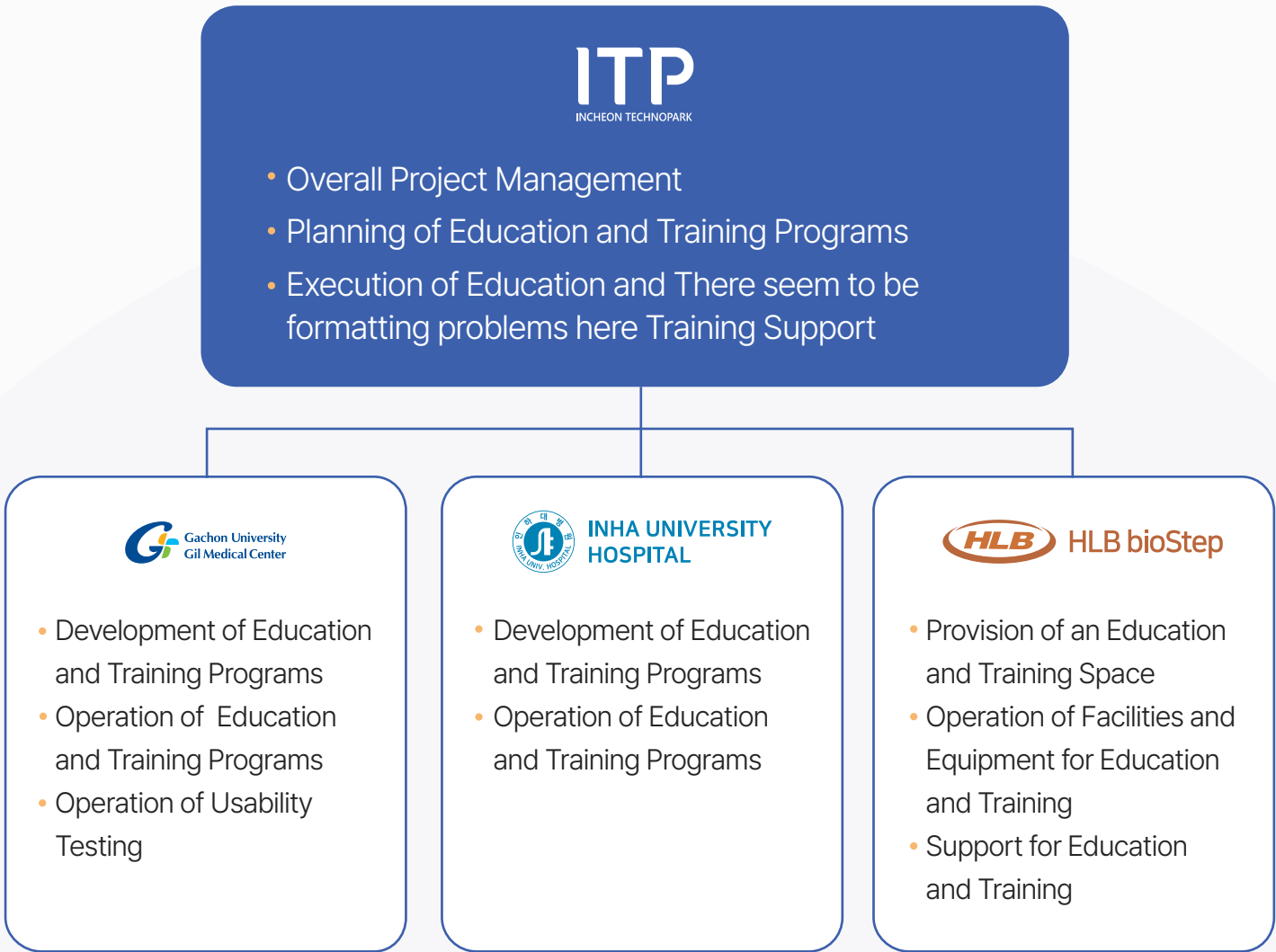
# Consortium

Expand the experience of healthcare professionals in using Korean medical devices, and establish and operate education, training, evaluation, and exhibition infrastructures around medical devices to improve performance and expand market entry

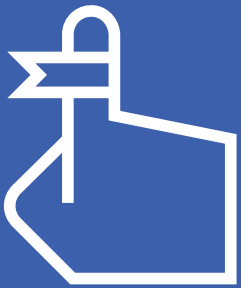
**The Ministry of Health and Welfare and Korea Health Industry Development Institute's project to establish the Incheon Medical Devices Education and Training Center**

Establishing an education and training operation system through public solicitation (the main organization will comprehensively operate and manage education and training)

## Incheon Consortiums



# Business Overview



## Goals

- Increase awareness of Korean medical devices through education and training on medical devices, and expand the experience of both home-grown and international healthcare professionals in using these devices
- Promote the purchase and use of Korean medical devices through education on medical devices



## Mission

- Provide home-grown and international healthcare professionals with systematic and specialized training on Korean medical devices (theory, practice, practical skills, etc.) through the simulated environment of the support center
- Develop and operate customized medical device education and training programs, tailored according to device type and target audience



## Agenda

### **Audience**

Home-grown and International Medical Professionals (Residents, Specialists, Fellows, etc.), Dentists, Doctors of Oriental Medicine, Nurses, Medical Technologists, etc.

### **Conduct group education and training on clinical skills, collaborating with medical societies and the like**

- Operate hands-on learning programs, collaborating with specialized medical societies
- Provide hands-on learning courses for doctors who have opened their own clinics, in collaboration with regional medical societies

### **Education programs in collaboration with training hospitals**

- Develop a basic clinical skills training program for interns, resident physicians, and medical students at each university hospital (led by each clinical department)

### **Partner programs customized for medical device companies**

- Operate customized training programs for overseas medical staff



## Support

- Assist in developing and operating medical device education and training programs
- Provide support for the operation of related programs, such as continuing training and seminars, in collaboration with medical societies
- Offer support for building networks, including the recruitment of participating medical staff and experts

# Major Business

The Incheon Medical Devices Education and Training Center serves as a platform to strengthen the competitiveness of Korean medical devices, and to expand their distribution both nationally and internationally.

- **Dry-Wet-Demo Training/Education**

• Provide medical staff with hands-on experience on devices, and validate their performance and convenience

• Offer a variety of training and education programs
- **Exhibition Marketing**

• Present a themed exhibition featuring items relevant to education and training programs


• Increase awareness of Korean products and encourage hands-on experience

• Support overseas expansion efforts

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Medical Devices Training and Education

**Dry Training**




Programs to provide medical staff with hands-on experience utilizing Korean companies' medical devices, mannequins, simulator equipment, and consumables.

**Wet Training**



Programs designed to provide hands-on experience by utilizing medical devices on large animals such as pigs and dogs, aiming to validate their performance and convenience

**Cadaver Training**



Programs to provide hands-on experience by using medical devices on cadavers, and validate their performance and convenience

**Demo Training**



Programs designed to validate the clinical performance and convenience of medical devices by them on patients in hospitals

**Develop and operate a variety of education programs tailored to the needs of the target audience**

### Medical Device Category

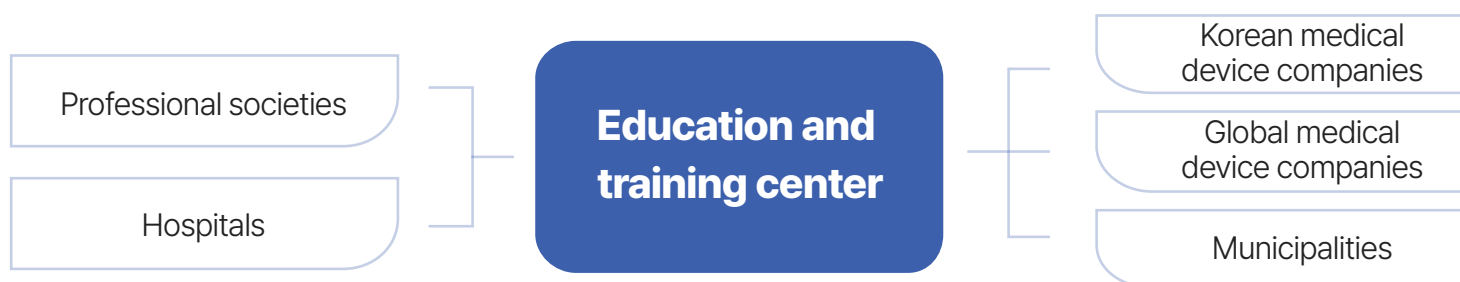
Diagnostic, surgical, therapeutic, etc

### Target Audience

Korea & Global Medical Professionals

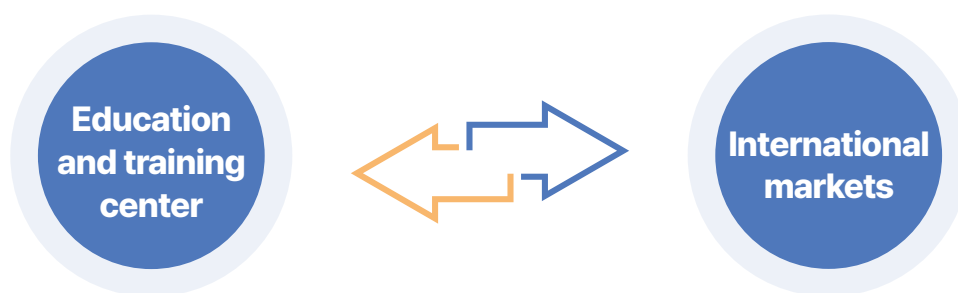
- Operate medical device education programs in collaboration with medical specialty societies**

Conduct education programs, leveraging networks within the industry



- Support the globalization program for Korean medical device companies**

- Provide education and promotion support for overseas marketing
- Expand the operations of overseas medical staff training and attract global buyers



- Develop a variety of open education and training programs by securing expert talent**

**Develop a variety of open education and training programs by securing expert talent**

Regulariz seminars/workshops/symposiums through securing a workforce of experts Establish and operat Open Innovation systems supporting enterprises

## Strategies to support education and training for Korean medical devices

### Build variable education and training platforms

based on simulated environments, simulated patients, and target audience

**Establish a close network** with specialized medical societies, industries, institutions, hospitals, and global companies to enhance the global competitiveness of Korean medical devices

Develop and operate customized education and training programs for **Korean and international owners, categorized by level and by item**

### Establish plans for education and training

Demand survey of medical device companies and healthcare professionals



### Application for education and training

Establish promotional strategies for each education audience, promote education, and recruit participants



### Conduct education and training sessions

Simulated operating room/Education and training room



### Feedback

Surveys, in-depth interviews,  
Post-Education and Training evaluation report







INCHEON MEDICAL  
DEVICES EDUCATION & TRAINING CENTER



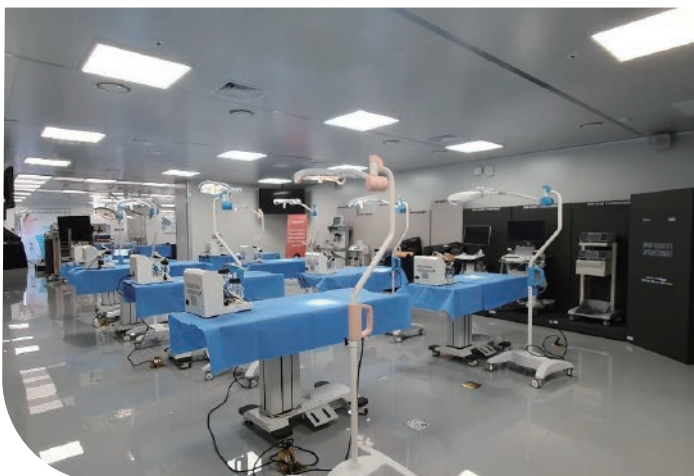
# Status of the Support Center for Education and Training

**A facility in which home-grown and international medical staff are trained in the use and demonstration of Korean medical devices, in a realistic setting. Medical device companies are able to utilize the medical devices training and education center as a platform for Korean and international marketing.**



## 📍 Location

38, Academy-ro 79beon-gil, Yeonsu-gu, Incheon, Republic of Korea (HLB BioStep)





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Facility

Category		Location	Purpose
Large Animal Imaging Room	MRI Room	Basement Level 1 of the Main Building	MRI scan
	CT Room		CT scan
	X-ray Room		X-ray scan
Permanent Promotion Space		2 <sup>nd</sup> Floor of the Main Building	Promotion space for medical device companies
Animal Room		3 <sup>rd</sup> Floor of the New Building	Laboratory animal husbandry and surgery
Operation Room		4 <sup>th</sup> Floor of the New Building	Practical training on large animals
Seminar Room			Theoretical education (accommodates approximately 130 people)
VR, AR Training Lab			VR, AR education and training

Product Name	
Surgical Micro Drill	Ultrasound (for Cardiac, Abdominal, Head, and Neck)
Ultrasound Simulator	Anesthesia Gas Machine
Flexible Endoscopy System	Mobile Fluoroscopic X-Ray Machine
Laparoscopic Bidirectional Endoscope	Gastrointestinal Endoscopy System



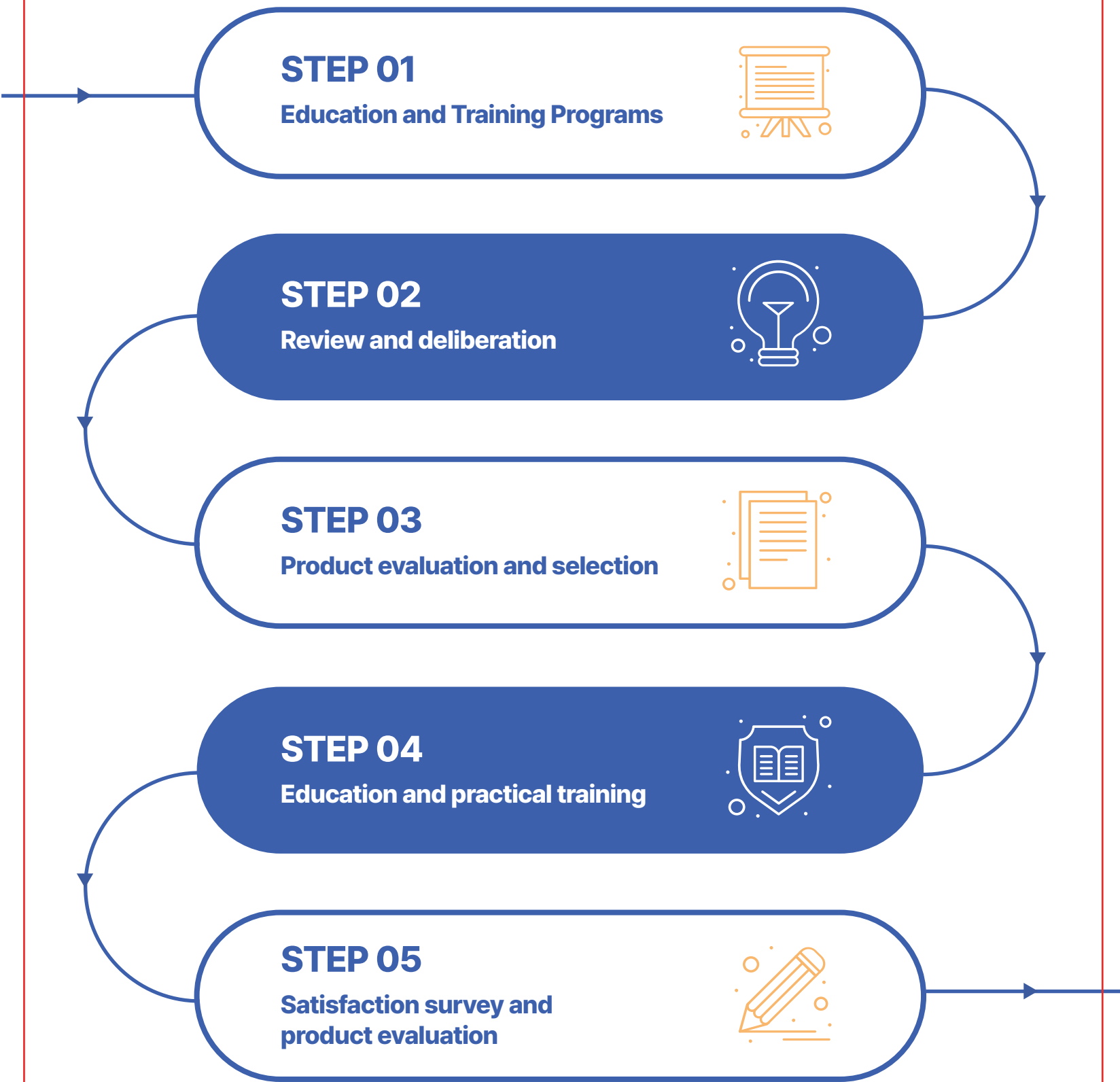
# Permanent Exhibition Hall of Support Center for Education and Training

Establish a permanent exhibition hall for on-site use, demonstration, and training on Korean medical devices, for medical staff and buyers



# Operational Process

Education and training, hands-on experience



# Notice of Open Applications for the Incheon Medical Devices Education and Training Center Program



Application details

Designated by the Ministry of Health and Welfare and the Korea Health Industry Development Institute, the Incheon Medical Devices Education and Training Center provides support for various projects with the aim of empowering Korean medical device manufacturers as well as fostering the industry.  
Your participation will be greatly appreciated.

- **Support**

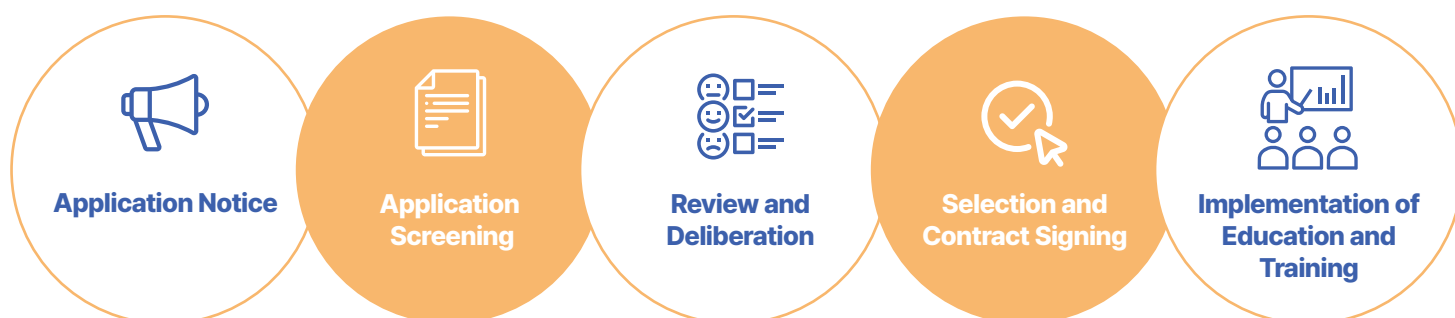
- Support medical device education and training for Korean and international medical staff (Dry, Wet, Cadaver, Demo, etc.)
- Permanent exhibition and marketing support (provision of exhibit space for education and training products by category)

- **Support Targets**

- Institutions requiring medical device education and training for home-grown and international medical staff (Medical institutions, such as specialized medical societies)
- Korean medical device companies
- Companies requiring the use, demonstration, and promotional exhibition of Korean medical devices

- **Application Process**

Submit application with your official seal affixed, in PDF form.



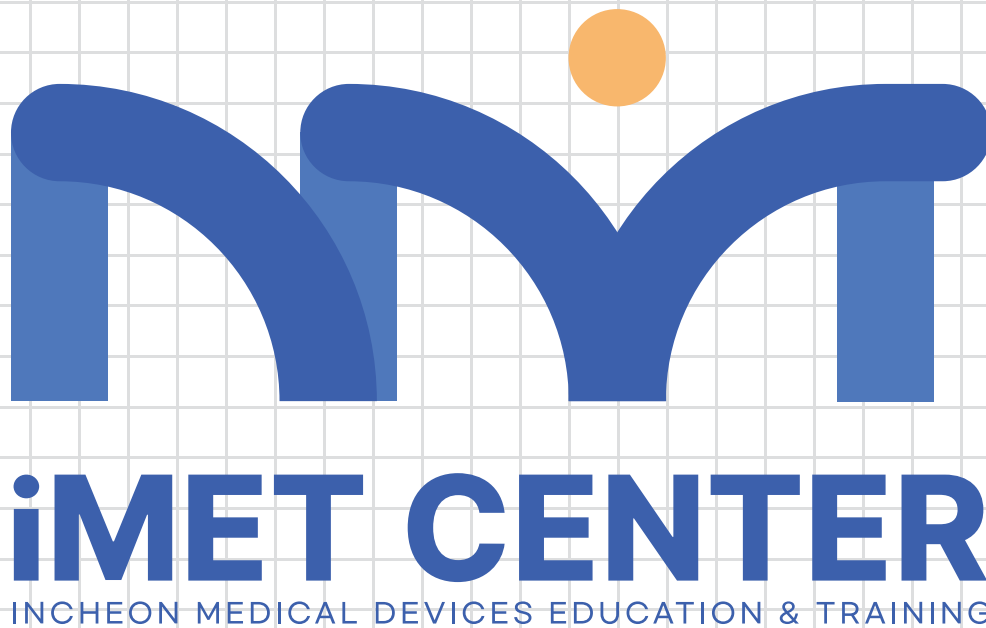
- **Application**

- Application period: Ongoing
- Application method: E-mail

- **Application and Inquiries**

- T. +82-32-260-0654
- E. md@itp.or.kr

# Brand Story



**#First Milestone**

**#Opportunity**

**#Leap**

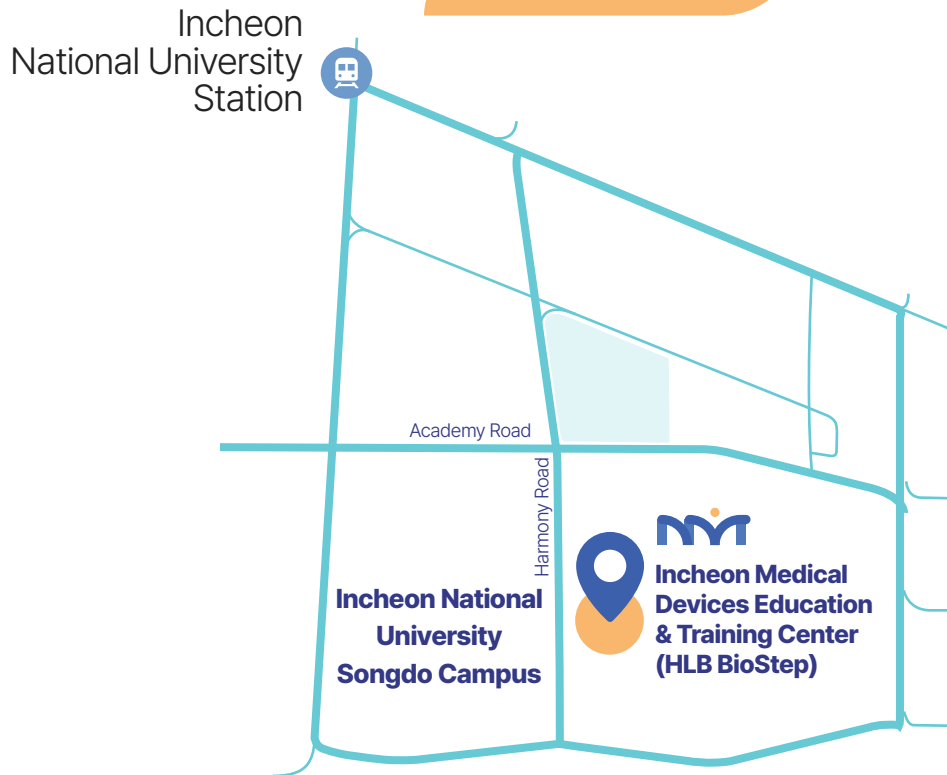
The Incheon Medical Devices Education and Training Center is pioneering new paths in the medical device industry, connecting Korean companies with both Korean and international users, and preparing Korean medical device companies to leap into broader markets. This bright outlook and limitless potential highlight the promising future of Korea's medical device industry.

The logo, designed in the shape of a bridge, conveys the message that medical devices are not mere products but are charting new paths through innovation and development. It symbolizes that Korea's medical device industry is gaining competitiveness in the global market and growing based on technological excellence.

Incheon Metropolitan City will serve as the first gateway for the medical device industry to advance globally, and will play a crucial role in connecting Korean and international markets.

# Incheon Medical devices Education & Training Center

## Directions



**38 Academy-ro 79beon-gil, Yeonsu-gu, Incheon  
(Songdo-dong) (HLB BioStep)**



**ITP 인천테크노파크** +82-32-260-0654  
INCHEON TECHNOPARK

**Gachon University** +82-32-460-8204  
Gil Medical Center

**INHA UNIVERSITY** +82-32-890-1192  
HOSPITAL

**HLB** HLB bioStep +82-32-833-8899