

NextGen MedTech Leaders Program

Program Owner: [8400 The Health Network](#)

Developed & Delivered by: [MedTech Commercialization Institute \(MCI\)](#)

Program Director: Gilad Glick

Location: Reichman University, Herzliya, Israel

Format: In-person, Mondays 17:00–20:00 (final session extended)

Dates: October 27, 2025 – January 19, 2026

Duration: 3 months | 10 sessions + 3 company tours

Fee: 2,200 NIS (subsidized by the Israel Innovation Authority & partners)

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For further questions contact: overview@8400thn.org

Program Description

The **NextGen MedTech Leaders Program** is an executive track designed for professionals ready to step into senior leadership or CEO roles in the MedTech and Bioconvergence sectors. Delivered by leading industry experts, the program blends academic rigor with real-world application through lectures, case studies, site visits, and a final project.

Learning Outcomes

By the end of the program, participants will be able to:

1. **Master Industry Fundamentals:** Understand the MedTech, Digital health and Bioconvergence landscape, from innovation to commercialization.

2. **Gain Practical Frameworks** – each topic will be based on a easy-to-apply framework and tools such as flow schemes, check lists, resources references and recorded webinars.
 3. **Analyze Real-World Cases:** Draw insights from real-world successful and failed case studies to inform strategic decision-making.
 4. **Develop Business Plans:** Create a comprehensive business plan for a MedTech company, including funding, regulatory, and market strategies.
 5. **Navigate Clinical & Regulatory Pathways:** Understand pre-clinical trials, IP management, FDA approval or clearance processes, and reimbursement.
 6. **Apply Strategic Thinking:** Identify opportunities, evaluate markets, and pitch a strategic plan to industry leaders.
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Target Audience

- Senior HealthTech professionals aiming for CEO role in a start up
 - CEOs/founders transitioning into healthcare
 - Entrepreneurs entering MedTech or Digital Health
 - Required: Professionals with ~5+ years of experience (exceptions for strong leadership potential)
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Program Features

- **Blended Format:** Face to Face sessions, 50% theoretical instruction + 50% case study group work led by industry leaders.
- **Three Company Tours:** Biosense Webster, Itamar Medical, Peregrine Ventures

- **Recorded Masterclasses:** Introduction to Bioconvergence, Bioconvergence Language, and Bioconvergence Regulations, plus 3 global KOL talks
- **Final Project:** Strategic business plan and presentation to industry leaders, incubators, and accelerators

Session Outline

Session	Date	Topic	Case Study	Key Learning Points
1	Oct 27, 2025	Introduction to MedTech, Funding & Incubators	Mazor Medical	MedTech's impact; US healthcare system; clinical phases; funding cycles; Israel Innovation Authority role
2	Nov 3, 2025	Disease State Identification & Care Pathway Mapping	Itamar Medical (A)	Disease prioritization; pathway mapping; tech impact on care
3	Nov 10, 2025	Innovation in Medical Devices	PVT → Medtronic	Product development stages; physician-inventor role; prototyping & trials
4	Nov 17, 2025	Pre-clinical Trials & Intellectual Property	Affera Medical	Pre-clinical models; trial design; patents & IP strategies
5	Nov 24, 2025	Company Visit: Biosense Webster + Integration of Researchers & Clinical Research	BrainsWay	Role of researchers; ethics committees; recruitment; data integrity

6	Dec 1, 2025	Regulatory Approvals	IceCure	FDA pathways; product classification; approval costs & timelines
7	Dec 8, 2025	Commercialization & Insurance Reimbursement	Itamar Medical (B)	15 success factors; reimbursement; market access; distribution
8	Dec 15, 2025	Building a Business Case	Given Imaging	Market sizing; sales forecasting; strategic business cases
9	Jan 5, 2026	HR in Life Sciences	—	Specialized HR roles; talent management in regulated industries
10	Jan 19, 2026	Final Project Presentations	—	Presentation of business plans to industry leaders

Assessment

- Participation & Engagement: 20%
 - Case Study Preparation: 20%
 - Final Project (Group): 40%
 - Final Presentation: 20%
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Time Commitment

- In-class sessions: 36 hours
 - Pre read: ~20 hours
 - Company tours: ~6 hours excluding travel
 - Independent project work: ~30 hours
 - **Total Commitment:** ~88 hours
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