ADVOCACY AND COMMITTEE UPDATES SEPTEMBER 2026

This document is background for the Board of Directors and for members on the association's activities. It is produced quarterly and encompasses both new initiatives and updates to activities over the last quarter.

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1. New, Emerging, or Priority Updates

A. Medtech Canda Welcomes New Members of the Board of Directors

- Medtech Canada is very pleased to welcome Ivy Parks of BD Canada as Chair of the Medtech Canada Board of Directors.
- Ivy is joined by eight new Board members following the association's Annual General Meeting, the following individuals are now serving as members of Medtech Canada's Board of Directors:
    - Brigid Buckingham – GE Healthcare
    - André Côté – Dexcom Canada
    - Luz Herrera – Abbott
    - Ken Hughes – Microbix Biosystems Inc.
    - Patrick Hupé – Edwards Lifesciences Inc.
    - Greg LeBlanc – Cook Medical Inc.
    - Mark Newson – Alcon Canada
    - Connie Wong – Intuitive
- Medtech Canada is also very pleased to announce that Darran Fischer was appointed as Chair-Elect.
- Additionally, the following individuals will continue in their service to the association as members of Medtech Canada's Board of Directors: Robert Clifton (Medtronic Canada), Michele D'Elia (Roche Diagnostics Canada), Darran Fischer (Philips Canada), Sherry Flanagan (Canadian Hospital Specialties Ltd.), Bryan Howcroft (Southmedic Inc.), Sarah Jacklin (Stryker Canada), Drew McCallum (Solventum), Marcey Quenneville (Coloplast) Canada, Sevket On (Siemens Healthineers Canada), Ivy Parks (BD Canada), Gilles Thériault (Cardinal Health Canada), Nicolas Vachon (Christie Innomed), Arima Ventin (AbbVie)
- We would also like to express our gratitude to our outgoing Board members, Dehlia Blanchard (GE HealthCare), Diana Gazdar (Medline), and Ken Spears (Boston Scientific) for their contributions to the Board of Directors and years of dedicated service.

B. BC Shared Health Services CEO Announcement and Update

- In December of 2025 the Government of British Columbia announced it would amalgamate healthcare corporate service functions including supply chain, finance, human resources and legal into a new province-wide shared services organization, initially expected to launch by spring of this year. This new entity will be known as BC Shared Health Services.
- The current Associate Deputy Minister of Health, Tiffany Ma, will take on the role of interim Chief Executive Officer of BC Shared Health Services. According to the Ministry of Health, Ms. Ma will oversee the early establishment of the organization, guide the transition of functions into the new structure and ensure operational stability during this period of change.
- Although it was initially expected BC Shared Health Services would be operational by spring 2026, it is our understanding the organization will begin operations on a "phased" basis, beginning with the procurement functions held previously by provincial health services authority. Additional updates with respect to the development of BC Shared Health Services' operations will be provided as more details become available.

- If you have any questions please reach out to Rob Pankhurst, VP west at rpankhurst@medtechcanada.org

C. Mercer Life Sciences Compensation Survey

- Medtech Canada is pleased to partner with Mercer on the Mercer Life Sciences Compensation Survey**.** This survey delivers comprehensive compensation benchmarking across a wide range of roles - from entry-level to executive positions - including both cross-industry functions and highly specialized scientific and technical roles relevant to the medtech sector.
- By participating, your organization will:
    - Gain access to robust, industry-specific compensation data
    - Receive **preferential pricing** on survey results (available late September)
- **How to Participate**
    - The easiest way to get started is to visit the Survey participation page and scroll to the *"How to participate"* section.
- To support your submission, you can access the following resources:
    - North America Life Science Survey Participation Webinar (presentation)
    - NA Life Sciences Participation Meeting – Zoom (webinar recording)
- **Key Dates**
    - **Submission Deadline (Medtech Canada members): May 4, 2026**
    - **Survey Results Available: Late September 2026**
- Looking ahead, Mercer will also deliver a **Medtech Canada Speaker Series webinar in November** to share key survey insights and discuss emerging compensation trends and other timely topics relevant to the industry.
- If you have any questions, please contact Mercer directly at **855-223-9371** or **surveys@mercer.com**.
- We encourage all members to take advantage of this opportunity and ensure strong representation of Canada's medtech sector in this important dataset.

D. Medtech Canada Annual Report

- Medtech Canada is pleased to share our association's 2025 Annual Report, detailing a year of significant advocacy, strategic partnerships, and progress for the Canadian medical technology sector.
- In a year marked by global trade volatility and evolving health system pressures, your association remained a steadfast advocate for the industry. We invite you to review the report to see the results, including:
    - Trade & Tariff Protections: Successfully securing exemptions from retaliatory measures, saving millions of dollars of unnecessary tariffs and ensuring supply chain continuity.
    - Innovation Adoption: Partnering with governments to launch and scale vital initiatives like Ontario's Health Innovation Pathway and BC's Innovation Intake Program.
    - Procurement Reform: Launching the Terms and Conditions Working Group and advancing Value-Based Procurement (VBP) models across the country.
    - Regulatory Improvements: Working with Health Canada to reduce "red tape," including streamlining MDEL licensing and eliminating duplicative requirements for Class 1 devices.
- Download the Medtech Canada 2025 Annual Report

- As a member-driven association, these achievements are a direct reflection of your commitment and engagement in Medtech Canada.
- We thank you for your ongoing support as we continue to build a more resilient, innovative, and patient-centered medtech sector in Canada.

E. Canadian Headquartered Company (CHC) Initiative

- Medtech Canada's new Canadian Headquartered Company (CHC) initiative has officially launched. The initiative is meant, to strengthen engagement with Canadian-headquartered medtech companies and provide a dedicated platform for collaboration, networking, and tailored resources.
- The CHC Initiative was launched at Canada's Medtech Conference, where staff members presented the initiative, including an overview of the new CHC website and dedicated resources available to members.
- The CHC Initiative will focus on:
    - Strengthening relationships and collaboration across Canadian-headquartered companies
    - Increasing visibility and engagement of CHC members within Medtech Canada
    - Delivering targeted communications, events, and resources tailored to CHC needs
    - Supporting knowledge-sharing and peer collaboration across the medtech community
- As part of the initiative, members can expect:
    - Dedicated CHC-focused communications and updates;
    - Quarterly updates and engagement opportunities;
    - Informative speakers focused on CHC priorities;
    - Networking opportunities with Canadian and multinational medtech leaders;
    - A dedicated resource hub with relevant tools, insights, and external resources.
- Following the launch, the initiative is moving into its next phase of member engagement. The first CHC newsletter will be shared on September 1, 2026 providing members with relevant updates, resources and information on upcoming opportunities.
- The first CHC member meeting will take place on September 2 and will feature the Trade Commissioner Service, who will provide and overview of its role and the supports available to Canadian companies looking to grow. A speaker from the University of Toronto will also speak to ISED funding opportunities available to support medical device companies.
- Moving forward, CHC members can expect quarterly meetings, monthly newsletters and continued development of the CHC resource hub.
- If you have any questions, please reach out to our CHC Lead, Olivier Bourbeau, Vice President, Quebec at obourbeau@medtechcanada.org.
- We look forward to better supporting the needs of Canadian-headquartered medtech companies through this initiative, and we want to thank everyone who will be a part of it.

F. Medtech Canada Staffing Changes

- After 22 years of dedicated service to our association, Iris Crawford, Medtech Canada's Vice President of Finance and Operations has retired.

- Over more than two decades, she has been a steady and trusted leader whose expertise, integrity, and commitment have helped shape our organization into what it is today. So much of what happens behind the scenes—the sound financial stewardship, the strong operational foundation, and the countless details that keep an organization running smoothly—has been made possible because of her hard work and unwavering dedication. Her impact on Medtech Canada will be felt for many years to come and we wish her the very best in retirement.
- We are pleased to share that **Ahmed Makda** has joined the association as **Senior Director of Finance**, taking over responsibility for managing Medtech Canada's finances from Iris. Ahmed holds a CPA designation and is an experienced controller with a demonstrated 20-year history of working in both the non-profit and for-profit sectors in Canada.
- We are also pleased to share two other internal promotions within Medtech Canada's team:
    - **Katharine Van Lingen (née Ashford-Smith)** has been promoted to the role of **Vice President, Operations**. In this position, Katharine will assume the operational oversight and direction previously managed by Iris, including human resources (having recently taken over as the Medtech Canada lead of our Human Resources Committee). Katharine will also work closely with the senior management team to translate strategic objectives into scalable operating plans—ensuring that the organization's systems, processes, people, and technologies are aligned to enhance member value, support growth and financial sustainability, and optimize organizational culture.
    - **Ruhi Kiflen** will continue to cover Gurman Virk's responsibilities during her maternity leave, serving in the enhanced role of **Director of Policy**. In this capacity, Ruhi supports Medtech Canada's VPs of Federal, Ontario, and Western
    - Canada to advise, shape, develop, execute, and deliver on our government and stakeholder relations strategies. She will also continue to co-lead Medtech Canada's Digital Health Initiatives.
- While we will certainly miss Iris, this updated team structure ensures a seamless transition of our operations, finances, and advocacy, allowing us to continue delivering the highest level of service and value to our members.

G. Update on Tariffs and Trade – July 24, August 24, and August 26, 2026

- There have been several updates on tariffs and trade with the US
- See here for links to information relevant to our members:
    - Correction - Info Alert - Update on Tariffs and Trade - July 24, 2026
    - Info Alert - Update on Tariffs and Trade - August 24, 2026
    - Info Alert - Update on Tariffs and Trade - August 24, 2026
- Medtech Canada continues to work hard to ensure our members have accurate, up to date information as timely as possible

  If you have any questions please reach out to Medtech Canada's Tariff and Trade Lead, Sandra Leffler at sandra@lefflerconsulting.org. The Commerce Department has extended its Section 232 review of medical technologies, with a report now expected between August and November2026. The most recent intelligence suggests, this may not be released until after the U.S. Midterms on November 3, 2026. The extension reflects an increasing awareness across the U.S. government of the complexity of the medical

technology supply chain and how medtech tariff impacts would affect the global competitiveness of the U.S. medtech industry. This also signals that the outcome may not be predetermined. Given the current escalation in U.S.–Canada trade tensions, we remain vigilant in our advocacy efforts and continue pushing for zero-for-zero tariffs between the two countries.

H. Medtech Canada Sector Advisory on Middle East Disruptions and Sector Cost Pressures

- Following feedback from our recent member survey regarding the impacts of the ongoing conflict and shipping disruptions in the Middle East, Medtech Canada has finalized a sector advisory titled: **"Geopolitical Conflicts in the Middle East and Its Cumulative Financial Burden on Canadian Medical Technology Suppliers".**
- This document will be shared directly with provincial health authorities, procurers, and government decision-makers to clearly articulate the mounting financial and operational pressures facing our sector
- While Canadian medtech companies continue to do everything possible to safeguard product availability and patient care, our industry is absorbing substantial, unbudgeted cost spikes:
    - **Raw Material and Energy Inflation:** Surging energy and petroleum prices are driving substantial cost increases for critical inputs like polymers, oncology-grade nitrile gloves, and single-use consumables.
    - **Escalating Freight and Surcharges:** Severe maritime container constraints and mandatory fuel surcharges on inbound materials and outbound distribution are straining domestic operating margins.
    - **Clinical and Regulatory Realities:** Complex hospital validation protocols and Standard Operating Procedures (SOPs) prevent rapid, low-cost product substitution, leaving vendors uniquely vulnerable under rigid, fixed-price contracts.
- Through this document, Medtech Canada is formally calling on health system buying partners to collaborate with suppliers through:
    1. **Contractual Adaptability:** Establishing relief provisions, such as fuel surcharge sharing and freight adjustments, to mitigate extraordinary geopolitical shocks.
    2. **Open Dialogue:** Engaging proactively with vendor partners to evaluate macroeconomic pressures pragmatically and protect the long-term sustainability of the Canadian supply chain.
- You can read and download the full sector advisory here: Geopolitical Conflicts in the Middle East and Its Cumulative Financial Burden on Canadian Medical Technology Suppliers (PDF)
- Members are encouraged to utilize this document in ongoing discussions with healthcare buyers and partners.
- If you have questions, feedback, or further insights to share regarding supply chain impacts on your organization, please contact Medtech Canada's Procurement and Supply Chain lead (and VP West), Rob Pankhurst at rpankhurst@medtechcanada.org.
- Thank you for your ongoing engagement and leadership in supporting Canada's healthcare system.

I. Positive Changes Coming to Health Canada's Medical Device Establishment Licensing

- Health Canada has finalized Phase 2 amendments to modernize the medical device establishment licensing (MDEL) framework, with the changes published in the Canada Gazette, Part II on June 17, 2026 and scheduled to come into force on **December 14, 2026**. This phase is intended to reduce regulatory burden, support innovation, enhance competitiveness, and clarify compliance expectations for companies that hold a medical device establishment licence. Medtech Canada undertook significant advocacy with Health Canada on this matter and we're very pleased with the resulting changes that will be beneficial to our members and will have positive impacts on Canadian health care.
- The key amendments include removing the requirement for foreign distributors to hold an MDEL when selling medical devices through Canadian importers that already hold an MDEL, clarifying requirements for documented procedures, and requiring MDEL applicants and holders to provide supplier lists for devices imported or distributed in Canada. Health Canada has also updated related guidance and inspection documents, which will replace existing versions when the amendments come into force.
- For MDEL holders and applicants, the amendments provide greater regulatory clarity while maintaining Health Canada's oversight of medical device safety and compliance. Organizations should use the transition period to review their licensing obligations, assess supplier information requirements, update documented procedures where needed, and monitor Health Canada's forthcoming compliance promotion activities and guidance updates.
- Further details on these changes have been provided to members of Medtech Canada's Regulatory Affairs Committee.
- If you have any questions, please reach out to Mia Spiegelman, Medtech Canada's Vice President, Regulatory , Quality and Environmental Affairs at mspiegelman@medtechcanada.org

2. Core Committee Updates

A. Procurement & Supply Chain

Best Practices in Value Based Healthcare Working Group

- Primary and secondary research has been completed, the working group will conclude, and securing detailed information has proven a challenge due to confidentiality/procurement law and limited information in the public domain.
- We will finalize content and formatting of the existing advanced procurement examples and post to the toolkit located on the members-only side of the website.
- This database is intended to be dynamic in nature and will be monitored and updated as appropriate.
- As a reminder the database seeks to gather the following (not an exhaustive list):
- Date, product focus and participant sites
- Status of, use of early market engagement strategies
- format of Fx (e.g. rfp, rfs, rfi)
- value-based weighting or outcomes-based criteria
- performance-based or risk share contracting

Terms and Conditions Working Group

- A Terms and Conditions Working group has been established as outlined in the 2026 P&SC Operating Plan. The intent of the working group is to revisit, review and update the positioning and messaging created by a working group in 2019 and provide a central tool for member companies to use as needed in interactions with procurement organizations and public entities nationally
- It has strong and diverse member company participation, and the project kick off meeting was January 27,2026. Several meetings have been held and with regular email collaboration, the group has established key areas of concern and set priorities.
- In addition to meetings in a group-setting a number of Medtech members have reached out for the purpose of having commercially confidential meetings (CCM's) sharing company specific feedback.

Work has been successful to date in establishing a shortlist of key terms and conditions for consideration. The next step is an in person workshop on Sept 10 to begin updated positioning and creation of the structure of this reference tool to be housed on the P&SC Toolkit on the member's site.

Procurement Escalation Process

- The Procurement Escalation Process continues to be a tool that is available to Medtech Canada members to determine what actions Medtech Canada can take on behalf of members with governments and/ or procurement organizations to address procurement issues at the association level.
- The staff and consultant lead have completed update and overview sessions for all Medtech Committees and are now (with the support of communications staff at Medtech) completing a refresh of the look and feel of the procurement escalation process intake document – in sum, it will transition to a web-based intake and will be included within the procurement escalation toolkit that resides on the members only side of the website.

- Final design and functionality testing is being completed and 2026 Ops plan will include a liaison with all committees to review usage and process. Challenges have been identified with functionality, safety and confidentiality of the web-based process and a solution is being developed.
- Going forward and into 2027 we will re-establish a database of issues brought forward through the escalation process and other means of engagement – this database will support the need for concrete examples of procurement challenges in advocacy and other efforts.

B. Regulatory Affairs

Health Canada + ECCC

- Conference took place on April 23 and 24 with 7 different Health Canada Directorates being represented and speaking. It was a resounding success with further Health Canada engagement as an outcome of the conference
- The Yearly Bi-Lat meeting is scheduled with Health Canada on November 5th in Ottawa
- Medtech Canada and 11 other international and national associations formed a new MDSAP Industry Group who works jointly to highlight areas of improvement and engagement with the 5 MDSAP Jurisdictions. The first meeting took place at the MDSAP Forum in Japan and a subsequent one is scheduled for September in Singapore. Current request from Medtech Canada members is to improve on Audit reports and Guidance documents for industry.

Closed Consultations / Workshops / Working Groups and Important Notifications:

- Over the past few months we have shared with our members important updates on:
    - Regulatory Affairs Newsletter on Health Canada REP Issues
    - Canadian Market Entry Newsletter for Korean Manufacturers
    - Health Canada Workshop on Medical Device Licence Types and IVDDs
    - Monthly updates to the Market Authorization timelines
    - Consultation on the IMDRF Document: Guidance on the Control of Products and Services Obtained from Suppliers
    - Health Canada seeks Industry feedback on a new MDPR submission pathway
    - Essential Principles and Content of Predetermined Change Control Plans
    - NSAI Announces Strategic Review of Medical Device Certification Business

- Our members have participated and submitted feedback /consultation on the following areas of interest:
    - MDSAP Areas for improvement – members provided feedback for the June MDSAP Forum on areas for improvement to MDSAP
    - PRCI – our members met with Health Canada to continue the conversation around reducing red tape and other concerns as they relate to the Public Release of Clinical information

Open Consultations / Working Groups:

- WG - Consultation on draft guidance on co-packaged drug products: Although this group was formally closed as feedback was presented, Health Canada recently reached out to our members seeking additional examples and feedback on some of the critical items indicated in our response. Our members have

identified the areas where we seek clarification from Health Canada and a meeting has been coordinated for October time frame.

- PRCI: Public release of Clinical Information is an issue identified by Medtech Canada Members. This is an ongoing working group that also brought up this topic during the recent Bilat – specially with the creation of a new "Business Facilitation and Modernization Directorate" (which PRCI reports into). PRCI was also mentioned in the most recent Red Tape reduction, which was positive, however the improvement is seen as insufficient, and we are seeking additional engagement and improvements in the process. Ongoing meetings are being scheduled with the PRCI HC team.
- Plastics Labelling and Registry (Joint with Environmental): Our members are waiting for the updated Guidance document which is due to be published shortly. Once published we will continue to meet and engage collaboratively on the way to manage future data collection and communication specially around waste management, as it relates to the reporting requirements for 2026 onward.
- WG – PFAS: The Working Group was re-established following consultation by ECCC. Engagement is underway with Canadian trade associations to identify shared concerns and prepare joint statements as needed. The group remains open but is currently paused, pending future consultations and collaboration with ECCC and external associations on related topics.
- WG – MDSAP Small and Medium Enterprise: This working group addresses challenges SMEs face in accessing Canada through the MDSAP program. Feedback is being collected via surveys from internal and external members, with insights directed to our WG members for future discussions on areas of improvement. The ongoing feedback is proving valuable for future SME discussions related to MDSAP.
- WG – Canada MDSAP Survey: This working group addresses Canada-specific MDSAP issues and coordinates feedback with the international WG for the global survey. The Canadian Survey has been updated and relaunched this month; all members are encouraged to respond. We have enlisted BSI and seek more support from AOs to distribute the survey and highlight its importance for program improvement. Survey link: https://www.surveymonkey.com/r/353C3M9
- WG – Servicing and Installation: This working group concentrates on the top three challenges identified by our members and offers a platform for aligning discussions on best practices and seeking guidance from Health Canada where appropriate. Following further evaluation, the initial focus will be on medical device licences and the associated regulatory responsibilities, such as licencing and recalls, particularly during periods when licences are cancelled. The group will address industry best practices and consult relevant Health Canada guidance. The Working group is in its final stages of developing its first position/white paper.
- MDSAP Certificate Scope Challenges: This group is working jointly with two auditing organizations to propose an update to the Health Canada Guidance on Certificate scope where there are unique Canadian challenges. The proposed updated guidance document will be shared with Health Canada for feedback and hopefully adoption.
- IVDD Licence Application Types: This working group was formed as a request from Health Canada to resolve recent issues that have surfaced around the adoption of new Licence application types and grandfathered applications. The goal is to meet with Health Canada to result these transition issues.
- WG - Proposed Changes to the List of Recognized Standards: This working group is focused on responding to Health Canada's consultation on the proposed updated list of recognized standards.

Committee and Subcommittee Work

- All Committees and Subcommittees have been meeting on an ongoing schedule, and we have seen ongoing engagement for members.
- New UDI subcommittee has been created as an outcome of the closure of the long-standing UDI WG.

Membership Collaboration and Participation

- We continue to improve on our membership engagement and collaboration with other 100 meetings held on the various topics since January 2026.

Webinars / Training

- Topics and schedule for 2026 continue to be developed with the Education Subcommittee

3. Regional Committee Updates

A. Federal

- Medtech Canada submitted a letter on June 12th to the Pharmaceutical and Life Sciences Sector Task Force emphasizing the critical nature of the medtech sector within the life sciences ecosystem in Canada. Special reference was made to the interplay between pharma and medical devices and the adoption of advanced procurement methodologies. Also highlighted were the removal of trade barriers, adopting advanced technologies, and strengthening domestic capacity. The letter can be found here:
- HERC requested a meeting with Medtech Canada in mid-August to discuss Commercialization Strategy for the Life Sciences sector, specifically medtech. The key points we highlighted to them:
    - Accelerate Adoption of Innovative Health Technologies – funding and procurement.
    - Strengthen the Security of Critical Medical Supply Chains.
    - Digital Health Data.
- The letter can be found here

Diabetes Device Fund

- The Diabetes Working Group has developed an updated position paper aligned with Diabetes Canada.
- Medtech Canada and Diabetes Canada have met regularly to align on advocacy priorities for the fall. We are currently exploring ideas including but not limited to: bringing together a broader coalition of diabetes stakeholders, developing a white paper, exploring coordinated letters from provincial organizations to the federal government and organizing a hill day. We are currently exploring ideas including, but not limited to: bringing together a broader coalition of diabetes stakeholders, developing a white paper, exploring coordinated letters from provincial organizations to the federal government and organizing a hill day.

Section 232 Working Group

- On September 2, 2025, the U.S. administration launched an investigation into medical technologies under section 232.
- The scope of investigation is extensive, covering everything from PPE, medical consumables to medical equipment and devices (including cardiovascular, diabetes, and imaging equipment)
- A working group was established in May 2026 in preparation of the release of the report and the potential U.S. section 232 tariffs on Canadian MedTech exports.
- Medtech Canada requested information from members that export to the U.S. that would assist Canada's trade negotiators in advance that could mitigate the negative impacts on the Canadian medtech sector.
- The report was expected by July 2026, but it has been delayed until later this fall and possibly after the U.S. Midterms on November 3, 2026
- Canada's Chief Trade Negotiator, Janice Charette and her team along with Minister Leblanc, have been well briefed on the implications of U.S. tariffs on Canadian medtech exports to the U.S.

B. Ontario

Buy Ontario Act:

- The Buy Ontario Act Legislation Passed December 2025: The Buy Ontario Act, mandating the prioritization of Ontario goods and services first by all public sector organizations, municipalities and contractors and subcontractors working on the government's $220 billion capital plan.
- The Buy Ontario Act only applies to light fleet vehicles and construction. Medtech Canada was able to receive an exemption for medical equipment regarding new procurements of capital infrastructure 5+ months ago when regulations were drafted and we submitted feedback.
- With the escalation of the trade war and tariffs with the United States, Premier Ford has sent all Ontario Board Chairs a memo urging them to shift away from American businesses.
- Following recent high-profile political announcements and escalating cross-border trade tensions, this memo clarifies the legal status of Ontario's public procurement rules: there have been no changes to the legal text, thresholds or regulations of the Buy Ontario Procurement Directive.

Health Innovation Pathway Update:

- Jovan Matic, Director, Health Innovation Policy Branch, provided an update at the Ontario Committee in June. Updates on the Health Innovation Pathway are now a standing item on the Ontario Committee agenda.
- Highlights of the update included:
- The pathway has received over 400 new technology proposals.
- 30% of applications are medical devices
- 25% of applications are digital health
- 15% of applications are from Ontario companies.
- The Health Innovation Pathway fast tracked minimally invasive glaucoma treatment and post-stroke physiotherapy as part of modern stroke rehab.

AdvaMed's Medtech Conference:

- Eight members of Medtech Canada will be attending The Medtech Conference in Boston in October.
- We have a complimentary booth space on The Medtech Campus Floor
- Staff from the Consulate General of Canada in Boston are organizing a number of events including: an invitation-only roundtable discussion that will include Canada's Ambassador to the US, Mark Wiseman as well as MPP Tyler Allsopp, MTC staff and select companies. They are also organizing a "Meet the Canadians" reception the evening of Oct 19 for select Canadian companies and expats living in the US.

2026 Ontario Budget

- Can be viewed HERE

C. Québec

Quebec Election

The Quebec election was officially launched on August 27 for a vote on October 5.
The Parti Québecois starts leading the pole, followed closely by the CAQ, with the Liberals in 3rd. The nomination of Christine Fréchette – with whom our Board met – pulled the CAQ from the bottom to number 2 in the polls within weeks.

Medtech Canada's Election Working Group is on target with its plan and now meeting with the key political parties to present our priorities and find alignment with each of them.
The Parti Québécois (possibly the next government) was the first to meet with us and there is a definitive alignment between their vision (except on Santé QC) and our industry recommendations.

Quebec Collaboration Exchange

The first Medtech Canada event in Quebec will take place on November 23, in St-Hyacinthe (close to Montreal). This non-traditional event will invite participants to walk through healthcare pathways, where health solutions will be presented to them.

Update:

- To this date, we already have covered 60% of the event's cost only through partnerships.
- The INESSS confirmed they will be partnering for this first edition, presenting a workshop with a Quebec health establishment.
- Focus is now on the registration that are low for now, but the priority was the partnerships until September, so we are aligned with the plan.

You can still become a partner:

- Link to Event: https://medtechcanada.org/our-work/events/index.html/event-info/details/id/100https://medtechcanada.org/files/CollabExchange/Partnership plan Exchange 2026 - Medtech.pdf
- Partnership plans: https://medtechcanada.org/files/CollabExchange/Partnership%20plan%20Exchange%202026%20-%20Medtech.pdf

D. Western Canada

Alberta

Further to the last update provided - Health Shared Services (HSS) is now in place in the province and centralizes procurement, supply chain, capital management, finance, HR, and IT for various health entities in Alberta – and supports the service delivery organizations in the province, Acute Care Alberta (ACA), Primary Care Alberta (PCA) and Recovery Alberta. The degree of procurement autonomy at each organization but HSS remains the central facilitator for most procurement and contracting activities in Alberta.

With respect to key staffing decisions within the procurement directorate at HSS - consumables and capital equipment portfolios have been consolidated under Peter Turner, following Ada Vu's departure, Andedina Dehati has joined as an executive director, bringing experience from the City of Calgary and previous roles at the former Alberta Health Services.

Concerning value-adds and governance around the same, Alberta will retain value-added benefits in procurement under the new HSS structure, with a new approach to separate VEBs from unit pricing to increase transparency. Alberta recently undertook a procurement for hips and knees using a two-stage process that HSS might use more broadly going forward - Acute Care Alberta is taking a lead in policy development, with system-wide guidance expected within the year.

With respect to financial accountability/governance - operational areas (e.g., acute care Alberta, Primary Care AB) their own budgets, while HSS manages capital allocation and procurement on their behalf. The structure is hybrid, with some entities having more autonomy, but most procurement remains centralized. No clear visual map of budgetary responsibilities exists yet, but more clarity is expected after a full fiscal year under the new structure.

In terms of Alberta’s engagement with purchasing organizations - HSS confirmed to Medtech Canada in May of 2026 no major changes in working with organizations like Mohawk MedBuy and Health Pro. HSS continues to seek best value, deciding case-by-case whether to run competitions internally or leverage GPO/SSO contracts, balancing resources and strategic priorities.

British Columbia

Concerning the creation of BC Shared Health Services (BCSHS), which will consolidate supply chain, procurement, digital health, finance, and HR functions provincially - The transition is expected to be a 'lift and shift' for PHSA, with formal changes, including new employment agreements and email addresses, anticipated by November pending enabling legislation.

while day-one changes for suppliers will be minimal, the long-term goal is to make procurement and supply chain functions mandatory for all health authorities, reducing in-house procurement and aiming for greater harmonization and efficiency across the province.

Current procurement processes are currently lengthy due to the need for consensus among multiple health authorities. The new structure aspires to streamline decision-making and reduce RFP cycle times by centralizing authority and reducing the need for large committees.

Respecting the use of artificial intelligence - provincial health services authority does not currently have a formal AI strategy use in procurement, but is open to authentic use of AI in proposal preparation, with primary concerns focused on data privacy and security.

Manitoba

For the information of Members Sara Chaput remains executive director of Supply Chain Shared Services (Shared Health Manitoba) however Maria Cendou (former executive director, now retired), has returned 3 days a week to support Supply Chain Shared Services three days per week.

Manitoba's 2026 provincial budget provided a 10.6% year over year increase in health sector spending – the largest of any government department – and pushing Manitoba's total spend to over $10 billion dollars for the first time

Saskatchewan

Medtech Canada continues to enjoy good working relationships at the Minister and health system level.

3S Health in Saskatchewan has expressed to Medtech Canada that unlike other jurisdictions that are moving in some cases to in-house procurements – 3S Health will be using HealthPRO in many cases, especially for consumables – reflective of Saskatchewan's status representing 4% of the device market in Canada.

Saskatchewan is doing work to evaluate award structures and what the best value proposition is for taxpayers.

In terms of contracting strategies, Saskatchewan's key priority is rollout of the province wide AIMS (Administrative Information Management System).

4. Functional Committee Updates

A. Compliance Committee

- Ongoing regular engagements with AdvaMed and MedTech Europe are in progress, the first joint association meeting took place on May 26, 2026. Our next call is scheduled for October 26, 2026.
- To ensure that Canadian healthcare organizations are aware of our Code of Conduct, we will be meeting with several of them in 2026 (e.g. CMA, CNA, OMA, ONA, Healthcare CAN, etc...).
- Raj Malik, Vice President of Federal Affairs & National Strategic Partnerships presented at the Pharmaceutical Compliance Congress in June, highlighting Medtech Canadas's Code of Conduct
- There are currently only 27 Medtech member companies that are Code Certified and 2 non-members. The Compliance Committee will be executing an awareness initiative in late 2026 & 2027 to increase the number of Medtech companies that are Code Certified.
- In late 2026, a working group will begin a review of Medtech Canada's Code of Conduct with an eye to refreshing/updating the Code in 2027.
- For questions regarding the code of conduct or how to become code certified, please contact Sandra Moschella at smoschella@medtechcanada.org or Raj Malik at rmalik@medtechcanda.org

B. Human Resources Committee

- The HR Committee has re-established its relationship with Biotalent Canada who attended the committee meeting to highlight key resources for Medtech companies.
- The HR committee is invited an AI expert to speak to the integration of AI in the labour force
- The HR committee has invited speakers from the University of Toronto to speak to funding opportunities they have received from the government for industry partners
- The HR Committee has put out a call for volunteers for the Career Pathways in the Medical Technology Industry Working Group

5. Sector Task Force Updates

A. Digital Health

- The Digital Health Task Force continues working with Santis Health on The AI position paper.
- The task force continues to invite guest speakers, as part of the "Voice of the Customer Series" such as hospital CIO's and other payers/decision makers at quarterly meetings to inform members about their perspectives in the ecosystem Most recent guests include Andrew Davies, Executive Director, Digital Health, ABHI, Nimira Dhalwani, CTO, Sick Kids Hospital, Dr. Amol Verma, Co-Founder, GEMINI& Mary-Agnes Wilson, CEO, MacKenzie Health.
- The Digital Health Task Force has a new Vice-Chair, Dheeman Vaidya.
- The Digital Health Task Force has created an AI Working Group. The AI Working Group has completed the first draft of the position paper and is currently circulated with the working group for feedback. After finalizing the paper, it will be shared with Minister Soloman's office
- The Digital Health Task Force has invited the Ministry of AI and Digital Innovation to join our next meeting. We are currently waiting for their response.

B. Intermittent Catheters

This task force ended in April 2026.

C. Laboratory Medicine (IVD)

General

- Completed folding selected LabCANDx activities into the Lab Medicine – IVD Task Force plans.

POCT working group

- Met with Point of care leads from Ontario Laboratory Medicine Program (OLMP).
- Lindsay McCann and Julie Shaw will be providing an update in November as part of our regular Fall quarterly meeting
- Organizing a workshop with international jurisdictions to share experiences with adoption of POCT, pending member agreement. Will decide at next meeting on September 10.
- Seeking Task Force volunteers to help organizing

Genomics Working Group

- Currently developing a list of volunteers

NRC presentation on Canadian opportunities

- NRC will be presenting about their Lab Medicine -IVD initiative at the September 10th meeting.

D. Medical Imaging (Market Data Only)

- The task force continues to engage on its market data collection.

E. Orthopaedic

- Orthopedic Group has a draft Operational plan for 2027 to be reviewed at next meeting (Sept 10).
- The group is working on gathering examples from the orthopaedic sector that can help address wait times/HHR challenges.
- The group is continuing to explore potentially changing market data collection providers. Met with Krim Amrouche from CIP. A smaller working to planning to meet to address how to move forward with the market data.

F. Vision Care

- Reviewing the operational status of Bill C-284 to determine where TF can support efforts
- Surveys/interviews with provincial ophthalmology associations. Objective help determine focus and special programs that would benefit sector. Findings may change operating plan for 2027
- A focus for 2027 is to help drive the adoption of HTA recommendations by provinces for vision care technologies. Plans are being developed.
- A primary supplier for Vision care market data has been selected (CIP) member companies working developing contracts with CIP.
    - CIP has developed a reporting template and expects to go live early in 2027.

6. Working Groups

List of Current Active Working Groups

- Medtech Canada members are welcome to participate in any of these initiatives by contacting the Medtech Canada Leads listed below.

Working Group Name	Medtech Canada Lead(s)	Description of Activities
JOINT WORKING GROUPS		
There are currently no working groups at this time		
FEDERAL WORKING GROUPS		
Right to Repair	Raj Malik/ Sandra Leffler/ Mia Spiegelman	This Working Group, in collaboration with the Regulatory Affairs Committee, continues to advocate for Health Canada to develop a licence for the servicing of medical devices.
Diabetes Working Group	Raj Malik/ Ruhi Kiflen/ Sandra Leffler	This working group is aligning their efforts with Diabetes Canada to advance the Diabetes Device Fund.
ONTARIO WORKING GROUPS		
Buy Ontario Act	Amy Swanson/ Rob Pankhurst	This working group is to align efforts on the Buy Ontario Act, legislation intended to strengthen provincial procurement of goods and services. At a high level, the Bill aims to: While the Act is still evolving through the legislative and regulatory process, it has potential implications for how MedTech products are evaluated, sourced, and selected by Ontario's public sector purchasers. Because of this, Medtech Canada is forming a dedicated Work Group to monitor developments, gather insights from industry, and help shape our sector's coordinated response.
WESTERN CANADA WORKING GROUPS		
There are currently no working groups at this time		
QUEBEC WORKING GROUPS		

2026 Election Prep	Olivier Bourbeau	This group prepares Medtech Canada's plan for the provincial upcoming election (industry priorities, docs, meetings with key people from all parties)
Value-based procurement KPIs/Treasury Board Ministry	Olivier Bourbeau	This group works with the Treasury Board Ministry's General Management (Sous-secrétariat aux marches publics, Direction générale de l'encadrement) on value-based procurement KPIs to be potentially implemented in Quebec Province, more specifically through the CAG.
New diagnostic tests registrations	Olivier Bourbeau	This group works on finding solutions to provide to the government to facilitate and ease the diagnostic tests registration (inscription de nouveaux tests diagnostiques) in Quebec Province.
Health Collaboration Exchange 2026 (Suppliers' Day Forum de collaboration en Santé)	Olivier Bourbeau	This group is building a supplier's event in collaboration with the MSSS.
REGULATORY WORKING GROUPS		
Public Release of Clinical Information	Mia Spiegelman	Members have identified concerns in the release of clinical information that is now public on the Health Canada website.
PFAS	Mia Spiegelman	Members working on PFAS consultations that are currently open to the public for response
International MDSAP	Mia Spiegelman	Group that represents about 18 international associations responding to MDSAP signals and providing feedback to AOs and regulators on areas of improvement. Also working on the concerns for ISO Harmonization.
Service and Installation	Mia Spiegelman	Working with members from the Service and Installation Subcommittee that wish to further focus on the top 3 challenges identified within the Subcommittee.
WG Digital Health-Regulatory Stream	Mia Spiegelman	Currently led by Ugbaad Elmi from GE and is focused on reviewing prior MLMD consultation results and potentially reengaging Health Canada on the critical missed areas.

Fed Plastics Reg Recycled Cont and Labels	Mia Spiegelman	New consultation that will be coming up which will impact devices and drugs in that it will forbid the use of international labels with international symbols around plastics. The group is also currently consulting on plastics registry.
MDSAP Small and Medium Enterprises	Mia Spiegelman	Medtech Members recognize the need to gather feedback and develop strategies to address challenges faced by SMEs, including those encountered by multinationals acquiring SMEs. Emphasis is placed on both identifying issues and promoting solutions.
Canada MDSAP Survey	Mia Spiegelman	This working group will address both Canadian and international priorities until the global Industry-led MDSAP Survey launches. Members identified the need to keep gathering industry feedback for regulators and AOs to support ongoing engagement and improvements in the MDSAP program.
MDSAP Certificate Scope Challenges	Mia Spiegelman	This group is working jointly with two auditing organizations to propose an update to the Health Canada Guidance on Certificate scope where there are unique Canadian challenges. The proposed updated guidance document will be shared with Health Canada for feedback and hopefully adoption.
WG - Consultation on Draft Guidance on Co-packaged Drug Products	Mia Spiegelman	The working group has reconvened as Health Canada recently requested more examples and feedback on several key items highlighted in our response. The working group is now offering further examples.
Guidance on how to interpret "significant change" of a medical device	Mia Spiegelman	This Working Group will review the new guidance and identify any areas where members may wish to go back to Health Canada for additional clarification
IVDD Licence Application Types	Mia Spiegelman	This working group was formed as a request from Health Canada to resolve recent issues that have surfaced around the adoption of new Licence application types and grandfathered applications. The goal is to meet with Health Canada to result these transition issues.
Proposed Changes to the List of Recognized Standards	Mia Spiegelman	This working group is focused on responding to Health Canada's consultation on the proposed updated list of recognized standards.

HUMAN RESOURCES WORKING GROUPS		
There are currently no working groups at this time		
PROCUREMENT AND SUPPLY CHAIN WORKING GROUPS		
Terms and Conditions Working Group	Rob Pankhurst/ Pam Robertson	We are launching a Terms and Conditions Working Group to advance an approach on behalf of industry that is conducive to good business practices for health sector procurements. Some areas of inquiry will include use of affiliation agreements and burden of risk disproportionate to the supplier community.
Distributors (Procurement & Supply Chain)	Rob Pankhurst/ Pam Robertson	This new working group had been put together to better understand Procurement & Supply Chain challenges that are unique to the distributor community – in an effort to incorporate those specific challenges into Medtech Canada/s broader procurement & supply chain advocacy efforts.
Best Practices in VBHC	Rob Pankhurst/ Pamela Robertson	The group is focused on creating a reference database and foundation for a potential position paper using Global and local examples of successes and lessons learned in VBHC to date.

7. Events

Speaker Series Webinars

- July 29, 2026 “Why Ireland Now? A Strategic Gateway to Europe and Internation Markets” presented by IDA Ireland
- Have a suggestion for a Speaker Series Webinar? Click HERE to submit your idea for Medtech Canada review.

Medtech Canada’s 2026 Conferences

Canada’s Regulatory & Quality Medtech Conference
April 23–24, 2026 | Ottawa, ON | Hybrid

The 2026 Canada's Regulatory & Quality Medtech Conference was another highly successful event, reinforcing its reputation as Canada's premier regulatory conference for the medical technology industry. The hybrid format attracted 311 total registrations, bringing together industry leaders, Health Canada, and other key stakeholders through 41 expert speakers and a highly engaging program. Attendee satisfaction remained exceptionally strong, with 86% of survey respondents rating the conference 4 or 5 out of 5, 92% indicating the event provided valuable information, and participants highlighting direct engagement with Health Canada, high-quality regulatory updates, and networking opportunities as the conference's greatest strengths. The event also demonstrated continued operational excellence, with strong attendance, high audience engagement, and valuable insights to further enhance the conference in 2027.

Canada’s Medtech Conference
June 3, 2026 | Oakville, ON

The 2026 Medtech Conference was a successful in-person event that brought together 217 registrants, 24 speakers, and 14 sponsors at a new venue, reinforcing Medtech Canada's role as a convenor for industry leaders, government, and healthcare stakeholders. The conference featured a strong, diverse program focused on innovation, healthcare transformation, and policy, while providing valuable opportunities for networking, collaboration, and knowledge sharing. The move to the Oakville Conference Centre provided additional space to support future growth, and the event was delivered seamlessly, with strong audience engagement throughout the day and a solid foundation for continued expansion in 2027.

Upcoming Event:

Healthcare Collaboration Exchange 2026
November 23, 2026 | Saint-Hyacinthe, QC

Planning is underway for the inaugural *Healthcare Collaboration Exchange*, delivered in collaboration with Santé Québec. This new initiative is designed to convene key healthcare stakeholders to explore innovations that are transforming healthcare delivery across the province.

The event will bring together over 100 qualified participants, including healthcare professionals, researchers, institutional leaders, and public and private sector decision-makers. A curated group of medtech companies will present their technologies and solutions, creating a targeted environment for meaningful dialogue and partnership development.

Hosted at the Saint-Hyacinthe Convention Center, this first edition will serve as a strategic platform to:

- Showcase innovative medical technologies and real-world applications
- Facilitate collaboration between industry and healthcare system stakeholders
- Support knowledge exchange and shared problem-solving
- Advance collective approaches to current and emerging healthcare challenges

This event aligns closely with Medtech Canada's broader mandate to foster collaboration, accelerate innovation adoption, and strengthen connections between industry and the healthcare system.