

4C Close up – Selective contracts as a business model, underestimated or overrated?

Date:

18-Apr-2024

05.00 pm - 06.00 pm

Venue:

Online

Costs:

free of charge

Type:

Webinar

Organiser:

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Language:

English

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Selective contracts can open the door to the healthcare market. However, young companies face a number of challenges: from contacting health insurance companies, to requirements of regulations, like §140a SGB V, and authorities, such as the Bundesamt für Soziale Sicherung, to the actual contract negotiations.

Join us for our next 4C Close-up webinar with Jürgen Stein from mentalis GmbH. He will give you practical insights into the process leading up to a signed selective contract with a health insurance company. Together with startup coach Ingo Hämmerle, he will discuss the differences between insurance companies, what they expect from a startup and which regulations and authorities are particularly challenging along the way.

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