



POSITION PAPER

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During the preparation of this position paper, the field experiences of our members, stakeholder perspectives, clinical needs, and scientific evidence were evaluated collectively, and a roadmap was developed to promote collaboration among public institutions, healthcare organizations, academic circles, industry, and other civil society actors. This approach also emphasizes the widespread adoption of a data-driven, transparent, and participatory model in decision-making processes. This document serves as a dynamic reference that reflects ARTED's priorities and approaches, guides advocacy activities, contributes to policy development processes, and supports the effective use of high-technology medical devices for the benefit of society.

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ARTED Position Paper

Quality, efficiency, and sustainability in healthcare largely depend on the timely, equitable, and effective use of innovative, high-technology medical devices. Structural, economic, and managerial barriers to accessing these technologies, which play a critical role in diagnostic and treatment processes, constitute a significant challenge in terms of patient safety, clinical outcomes, and equity in healthcare.

Association of Research-Based Medical Technology Manufacturers (ARTED) operates with a civil society approach that regards facilitating access to high-technology medical devices as a fundamental societal need. At every step, it places the needs of patients and healthcare professionals in Türkiye at the center, focusing on providing a strategic framework that supports the innovative solutions of its members and prioritizes the public interest. In this context, it aims to strengthen a sustainable healthcare ecosystem by reducing regional inequalities in access to medical devices, improving reimbursement and procurement processes, and supporting innovative high-technology solutions together with locally developed technologies.

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The medical device market has experienced significant growth over the past five years and is expected to maintain a steady upward trend in the coming years in Türkiye. This growth is driven by increasing demand for healthcare services, an aging population, and the expanding use of digital medical technologies.

In this regard, as ARTED, we act on the understanding that access to innovative medical technologies is not a privilege but a right accessible to all, and we remain committed to developing collaborative solutions that will ensure patients in Türkiye can access these high-technology products and add value to the future of healthcare system.



Current Situation

Throughout a patient's journey, medical technologies play a vital and indispensable role, from disease prevention and diagnosis through in vitro tests and devices to monitoring disease progression, supporting treatment, and managing long-term care processes.



The sector ecosystem includes many key stakeholders, and all regulations and practices are followed through close cooperation. All industry players aim to contribute to regulations and implementation by closely engaging with public authorities in order to support the Turkish healthcare system and enhance patient journeys in Türkiye.

Focus Areas

Medical Device Awareness and Regulatory Compliance

Sector regulations are highly complex and involve strict implementation requirements. ARTED works closely with all its members and industry stakeholders to ensure compliance with these regulations. It contributes to relevant communication activities to increase awareness within the medical device sector. Beyond the delivery of devices to institutions, the provision of services associated with medical devices must also be taken into consideration.

The sector is governed by numerous regulations, and compliance is critical for its sustainable development. Strengthening globally harmonized regulatory principles and supporting their alignment with Türkiye's regulatory framework is a key priority for ARTED.

Türkiye's Procurement System

The procurement system is largely focused on the lowest price, and payment-related challenges persist, particularly in university hospitals in Türkiye. This situation negatively affects the sector's **predictability and financial sustainability**. On the other hand, under the centralized procurement system implemented by the State Supply Office, payments are made within a maximum of 90 days. ARTED will continue to take a proactive role in improving the system



to ensure that centralized procurement facilitates access to all technologies available in the market.

Value-Based Procurement is among ARTED's top priorities and continues to maintain its position as a key focus in all national strategic documents. We continue to contribute to related efforts by jointly reviewing international best practices with public authorities in terms of their applicability in Türkiye.

Challenges in Competing with Far Eastern Companies

Sağlık endüstrisinde çok çeşitlilik, ülkemiz hekimleri ve hastalarımızın tüm ürünlere erişimi açısından oldukça kritiktir. Derneğimiz yüksek teknolojiye sahip ürünleri deneyimlemeleri için her yıl binlerce hekim için profesyonel eğitimler düzenleyerek katkı sağlamaktadır. Uzakdoğu firmalarının sahada dijital ve regülasyon esneklikleri sebebi ile zaman zaman rekabet eşitsizlikleri doğmaktadır.

Diversity in the healthcare industry is critical to ensuring that physicians and patients in Türkiye have access to a wide range of products. ARTED contributes to this goal by organizing professional training programs for thousands of physicians each year to enable them to gain experience with high-technology products. However, due to the digital capabilities and regulatory flexibility of Far Eastern companies in the field, competitive imbalances may occasionally arise.

Reimbursement System

A large majority of medical technologies in the healthcare sector in Türkiye are included in the reimbursement system, and there is a clear need for further development of this system. It is essential to update the current reimbursement system's product categories and indications in line with today's requirements. Our member companies use the reimbursement system guidelines when applying for reimbursement for their products. However, there are still areas for improvement in the current system regarding the market entry and reimbursement of new technologies in our country. Contributing to this development through close cooperation with the reimbursement authority is among ARTED's key priorities.

As ARTED, we have defined all necessary actions to contribute to the sustainability and growth of Turkey's healthcare system. We continue efforts with the strength of our members and in close cooperation with all stakeholders in the sector, aiming to support innovation, access to advanced technologies, and long-term system sustainability.