

Comprehensive product knowledge  
exchange week

Empowering excellence across all divisions

April 27-30, 2026 | Tuttlingen, Germany



Monday, April 27, 2026

Product training Division Surgical Instruments & Tray Systems

Time	Topic
08:00 – 09:00	<b>Onboarding &amp; General Part</b>
09:00 – 10:00	<b>Instrument Basic Training</b> Types of instruments, materials, catalogues / disciplines
10:00 – 10:30	<i>Coffee break</i>
10:30 – 12:00	<b>Product news, competition and workshops</b> medLED® Spectra® marTract®
12:00 – 13:00	<b>Storage Trays and Rumed Academy</b> Presentation and workshop
13:00 – 14:00	<i>Lunch break</i>
14:00 – 15:30	<b>Market expansion and development for Surgical Instruments</b> Workshop
15:30 – 16:00	<i>Coffee break</i>
16:00 – 17:30	<b>Market expansion and development for Surgical Instruments</b> Workshop
18:00	<i>Dinner</i>

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Tuesday, April 28, 2026

Product training Division Surgical Instruments & Tray Systems

Time	Topic
08:00 – 09:30	<b>Indication Training Workshop</b> Cardio / Neuro
09:30 – 11:00	<b>Indication Training Workshop</b> OMF / Needle holder (suture)
11:00– 11:30	<i>Coffee break (or in between)</i>
11:30 –12:30	<b>RFID</b> Product training and workshop
12:30 –13:30	<i>Lunch Break</i>
13:30 –15:00	<b>Best Practices in Selling Surgical Instruments / Tender Business</b> Workshop
15:00 – 15:30	<i>Coffee break</i>
15:30 – 17:00	<b>ALMA</b> Training & Workshop
18:00	<i>Dinner</i>

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Wednesday, April 29, 2026

Product training Division Services

Time	Topic
08:30 – 10:30	<b>Developing market strategies for Service by using available (marketing-)tools and software</b> Workshop
10:30 – 11:00	<i>Coffee break</i>
11:00 – 12:30	<b>Convincing stakeholders in using services</b> Roleplay
12:30 – 13:30	<i>Lunch break</i>
13:30 – 15:00	<b>Evaluation of Medical Devices &amp; Sets – quality, function and assortment</b>
15:00 – 15:30	<i>Coffee break</i>
15:30 – 16:30	<b>Service Experience &amp; Market Feedback</b>
19:00	<i>Farewell dinner</i>



## Comprehensive product knowledge exchange week

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Thursday, April 30, 2026

Visit our manufacturing site in Fridingen.

Time	Topic
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09:00 – 12:00	Manufacturing site visit
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