



**MAY, 2024**

# **PTA Academy Prospectus**

Welcome to the PTA Academy's May 2024 training program!

Our comprehensive lineup includes courses designed to enhance your skills and knowledge in regulatory affairs and tender response strategies. Join us at the MGSM in Macquarie University for an enriching learning experience with practical insights, networking opportunities, and more.





**PATHOLOGY  
TECHNOLOGY  
AUSTRALIA**



# FACE TO FACE TRAINING TGA COURSES

## MAY 21ST - 23RD 2024

Enhance your understanding of TGA regulations and compliance requirements through our immersive training courses. Pathology Technology Australia is proud to announce our second wave of Therapeutic Goods Act training with the support of Michelle McNiven and senior department managers within the TGA.

**NPS  
SCORE**

**89**

### Join Us in Sydney for Three Days of Comprehensive Training Sessions

#### BEGINNER & INNOVATOR

##### 21st May

- Foundation course covering essential TGA IVD regulations and compliance basics
- Key elements and definitions, introduction to IVD classification and importance of intended purpose, searching the ARTG
- Interactive sessions tailored for beginners and innovators in the IVD medical industry
- Ideal for those seeking a solid understanding of IVD regulatory fundamentals

**\$550** Member  
Early Bird

**\$650** Standard Member  
Fee

**\$800** Non  
Member Rate

#### INTERMEDIATE

##### 22nd May

- IVD regulation, classification and conformity assessment
- Deep dive into Specific Areas:
- Software as a Medical Device (SAMd) & Clinical Decision Support System (CDSS) software
- Post Market Requirements including Adverse event reporting and recalls
- Impact of European IVD Regulations (IVDR) in Australia
- Interactive workshops led by TGA experts, offering in-depth insights and practical knowledge
- Suitable for regulatory professionals with some experience in the field

**\$850** Member  
Early Bird

**\$950** Standard Member  
Fee

**\$1000** Non  
Member Rate

#### ADVANCED WORKSHOP

##### 23rd May

A Morning of Focused discussions with Senior TGA staff facilitated by Michelle McNiven

- Designed for experienced professionals aiming to expand their knowledge and network
- Full agenda to be confirmed but expect high level dialogue
- Pre and Post market topics
- Hot topics within the IVD regulatory sphere
- Future Directions of regulations.
- Networking opportunities with seasoned regulatory affairs managers and TGA representatives

**\$500** Member  
Early Bird

**\$650** Standard Member  
Fee

**\$850** Non  
Member Rate

**"The engaging nature of the course is a breath of fresh air for newcomers and experienced professionals alike."**

**REGISTRATION**

[www.pathologytechnology.org.au/pta-academy](http://www.pathologytechnology.org.au/pta-academy)

[justin@pathologytechnology.org.au](mailto:justin@pathologytechnology.org.au)



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FACE TO FACE TRAINING - SYDNEY

# TENDER RESPONSE STRATEGIES

- Improve tender response strategies without emphasising sales tactics
- Navigate the tendering process with confidence and professionalism
- Develop a strategic approach to tender planning and execution
- Enhance your ability to analyze competitors and industry trends
- Establish effective tender management practices for sustainable success

## WORKSHOP 1: INTRODUCTION TO TENDER RESPONSE STRATEGY

28th May

- Gain valuable insights into the unique landscape of healthcare tenders in Australia
- Emphasize professional and strategic approaches over traditional sales tactics
- Understand Government terminology and compliance requirements
- Learn to make informed go/no-go decisions for tender readiness
- Explore the phases of tender planning and execution.
- Conduct competitor and industry analysis for strategic advantage
- Develop strategies for creating a pipeline of tender opportunities
- Gain insights into sustainable procurement practices

**\$950**

Member Early Bird

**\$1100**

Standard Member Fee

**\$1300**

Non Member Rate

## WORKSHOP 2: ADVANCED TENDER RESPONSE STRATEGIES\*

29th May

- Delve deeper into advanced strategies for tender success
- Learn to manage your tender pipeline effectively
- Establish a tender knowledge bank/library for ongoing improvement
- Master project and timeline management for efficient tender responses
- Build and manage a high-performing tender team
- Understand tender contracts and identify and address red flags
- Develop pricing strategies aligned with client needs and objectives
- Enhance your ability to respond to clarifications, presentations, and Q&As
- Optimize post-project reviews and debriefing processes

**\$950**

Member Early Bird

**\$1100**

Standard Member Fee

**\$1300**

Non Member Rate

**BOTH DAYS \$1800** Member Early Bird

**\$2050** Standard Member Fee

**\$2400** Non Member Rate

\*it is strongly recommended that workshop one is completed before advancing to workshop two

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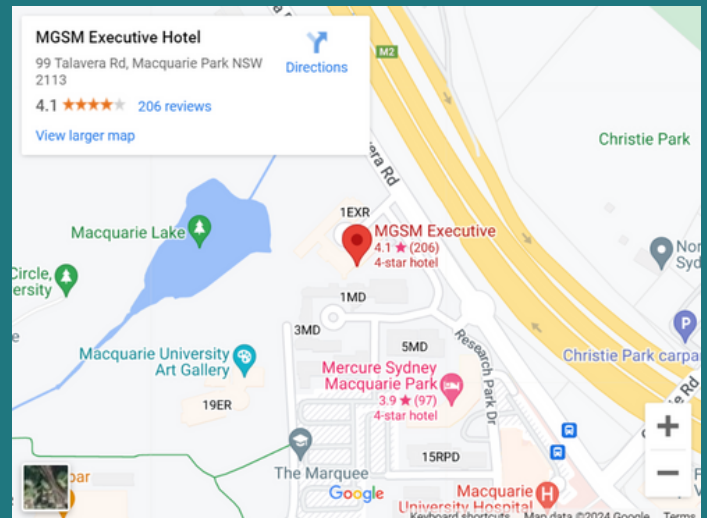
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# LOGISTICS

## FACE TO FACE TRAINING - SYDNEY

### LOGISTICS AND LINKS

- **Location:** MGSM, Macquarie University, Sydney
- **Accommodation:** Reasonably priced accommodation available onsite
- **Meals:** Food included during training days
- **Networking:** Connect with industry peers
- **Transport:** Conveniently accessible by public transport
- **Parking:** Free onsite parking is available for PTA delegates
- **Map & Links:** Visit our website for more information and registration details



JOIN US AT THE PTA ACADEMY IN MAY 2024 FOR AN IMMERSIVE LEARNING EXPERIENCE TO ELEVATE YOUR REGULATORY AFFAIRS AND TENDER RESPONSE STRATEGIES SKILLS. WE LOOK FORWARD TO WELCOMING YOU!

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