

ATTENDEE PROFILE

ADVANCED MEDICAL DEVICE SHOW 2027

MAY 11-12, 2027

PALM BEACH COUNTY CONVENTION CENTER | WEST PALM BEACH, FLORIDA

Built for companies that need to meet the people who evaluate, specify, source, manufacture, commercialise and buy medical-device technologies.

Purchasing & Sourcing	Procurement, strategic sourcing, category management, supply-chain and vendor-selection roles.
Manufacturing & Operations	Manufacturing leaders, operations, production, process engineering, industrialisation and quality operations.
Engineering, R&D & Product	Engineering leadership, product development, design, R&D, test, validation and systems teams.
Clinical & Technology Evaluation	Clinical engineering, diagnostics, technology assessment and teams evaluating clinical or operational fit.
Commercial Leadership	Executives and commercial leaders responsible for partnerships, distribution, market development and growth.
Quality, Regulatory & Market Access	Quality assurance, regulatory affairs, compliance, market access and related decision-makers.

HOW THE COMMERCIAL JOURNEY SUPPORTS RELEVANCE

HOSTED BUYER PROGRAMME

DAXIO pays flights and hotel accommodation for qualified buyers with purchasing authority and the required spending budget. Hosted buyers commit to a daily schedule of exhibitor meetings in return for this support.

DEALCONNECT

DAXIO's structured profiling and matching connects relevant buyers and suppliers around their commercial requirements. Exhibitors can share the buyer profiles and sourcing priorities most relevant to their business.

WHY THIS MATTERS TO EXHIBITORS

- Focus sales activity on the roles and organisations most relevant to your products and services.
- Use the attendee profile to shape stand messaging, demonstrations and pre-event outreach.
- Combine exhibiting with Hosted Buyer, DealConnect, sponsorship or advertising routes where appropriate.
- Use the event as the start of a structured follow-up process rather than a two-day standalone activity.

EXHIBITING? DISCUSS THE AUDIENCE YOU NEED TO REACH

www.advancedmeddevicexpo.com/enquire

Exhibitor@advancedmeddevicexpo.com