



MEDICAL TOURISM AGENCIES ASSOCIATION  
Professional union of medical tourism agencies  
from Russia and CIS

# MEDICAL TOURISM AGENCIES ASSOCIATION TODAY

## Theme based online webinars

The Association organizes online training to involve agencies even from the furthest places of the CIS. Webinars are held twice a month and cover the topics of marketing, increasing sales level of agency, other questions of present interest of the medical agency, and also about the specifics of working with a particular country.

## IT solutions for business sector

In the age of technology, medical tourism agencies and tourism agencies as well understand that using IT solutions in their work makes them competitive. The Association together with an American partner eRequest has developed the EasyCase service. This service allows agencies to increase their sales level, automating and regulating the work of managers with patients and their requests. This service also helps clinics to be promoted independently in the CIS market and get acquainted with new agencies.

## International exhibitions review

Experts of the Association are invited as special guests to the largest international events of the market: exhibitions, summits, congresses. Participants of the market discuss new ideas and successful cases on such professional events. Following the results of the trips, the team of the Association prepares a report review of the past event and shares useful contacts.

## Prospective providers research

From the day of its foundation, the Association independently keeps continuous monitoring of medical centers interested in the Russian-speaking market. Clinics combining excellent price and quality are advised to the agencies-members of the Association through regular newsletters.

## Market research

There is a market research center in the Association that monitors trends in medical tourism both in regional markets as well as worldwide. Both agencies and commercial representatives of countries who are interested in the Russian-speaking market turn to the research center for information.

## Info-trips

The Association gathers groups formed of the agency heads for info-trips outside the CIS. Personal acquaintance with medical centers and their infrastructure is the best option for making new business contacts.

## ACTIVITIES OF THE ASSOCIATION



## HISTORY OF THE ASSOCIATION

Association foundation



June 2016

A partner agreement with the EasyCase service (USA)



August 2016

Start of the educational program



October 2016

30 agencies are the members of the Association



May 2017

Opening of the 2nd representative office in Moscow



July 2017

80 agencies are the members of the Association



November 2017

An official partner of MedTravelExpo Russia



December 2017

An invitation to the working party of the Federation Council of the Russian Federation



January 2018



# REQUIREMENTS TO THE CANDIDATE FOR MEMBERSHIP OF THE ASSOCIATION

## Legally registered company

A professional medical tourism agency is always a registered organization, responsible for their services to the clients. A private person who provides assistance services without entering into an agreement with a client cannot become a member of the Association.

## Working experience

Medical tourism agency that has worked for at least 6 months from the organization registration date and / or has successfully sent 10 patients for treatment can become a member of the Association.

## Recommendations

An agency with one or more clinics that can provide a positive feedback about the work can become a member of the Association.

