

Keeping up with the ever-changing regulatory regimes that pose a constant challenge to health care companies all over the world exhausts resources and increases exposure to risk. Through the Global Health Care Compliance Initiative (GCI), Ropes & Gray attorneys, in collaboration with local counsel around the world, have developed a guide to assist clients with navigating these regulatory changes in order to protect and advance their business interests at home and abroad.

## LOCAL LAW COMPARISON GUIDE

This local law comparison guide was developed using country-specific questionnaires that analyzed the legal and regulatory regimes governing, and prevalent industry groups influencing, industry interactions with health care professionals in each region, geography and jurisdiction. Our first edition focuses on product training and education, third-party events and sponsorships, appropriate level of hospitality provided to HCPs, and compensation of non-HCP government officials. Together with our local counsel partners, we have developed guides for the following countries:

### North & South America

- **Brazil** (*Mattos Filho*)
- **Mexico** (*Von Wobeser*)
- **United States** (*Ropes & Gray*)

### Asia

- **China** (*JunHe*)
- **Japan** (*Nishimura & Asahi*)
- **Singapore** (*Rajah & Tann*)
- **South Korea** (*Shin & Kim*)

### Europe & Eastern Europe

- **Belgium & Netherlands** (*Loyens & Loeff*)
- **Bulgaria** (*Kinstellar*)
- **Czech Republic** (*Kinstellar*)
- **France** (*Navacelle*)
- **Republic of Kazakhstan** (*Kinstellar*)
- **Romania** (*Kinstellar*)
- **Serbia** (*Kinstellar*)
- **Ukraine** (*Kinstellar*)
- **United Kingdom** (*Ropes & Gray*)
- **Uzbekistan** (*Kinstellar*)

## SAMPLE QUESTIONS

- In your country, is company-sponsored product training and education permitted? Are there any unique rules for product training and education?
- Can companies provide monetary support for third-party events, such as medical/scientific congresses, through grants or sponsorships? If so, what requirements/limitations apply?
- What is the appropriate level of hospitality, including meals and entertainment, that should be provided to HCPs at company-sponsored events?
- Are there any requirements for compensating non-HCP government officials as speakers for company-sponsored events?
- Can a company sponsor the attendance of certain HCPs at a third-party event? If yes, are there limitations?

## A LEADER IN HEALTH CARE COMPLIANCE

Ropes & Gray advises a broad range of health care organizations and industry leaders on compliance-related matters, including the establishment and implementation of global compliance programs. Firmwide, we have lawyers and professionals fluent in 42 languages, and have close relationships with local counsel around the world. Collaborating across practices and geographies, and through our strong relationships with trusted local counsel, we have developed a guide comprised of easy-to-use summaries of country-specific health care laws, regulations and industry codes spanning the jurisdictions where pharmaceutical and medical device companies operate. This guide will aid clients in operating in accordance with local laws as part of their global compliance programs.

## CONTACT

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## CAN A COMPANY SPONSOR THE ATTENDANCE OF CERTAIN HCPS AT A THIRD-PARTY EVENT?

*If yes, are there limitations?*

The following provides a preview of applicable requirements in each jurisdiction, but complete guidance for each country is provided within the Comparison Guide

BRAZIL	CZECH REPUBLIC	FRANCE	JAPAN	MEXICO	PEOPLE'S REPUBLIC OF CHINA
<b>YES</b> , provided that the funding does not influence HCP attendee selection.	<b>YES</b> , provided that sponsorship is reasonable, related to the subject matter of the meeting and HCPs' expertise, and limited to HCPs only.	<b>YES</b> , subject to subject matter restrictions, as well as reasonableness and recipient restrictions for hospitality expenses.	<b>NO</b> , companies may provide certain reasonable travel expenses for speakers and a chairperson to attend company-sponsored academic satellite events to occur during, before or after the third-party event.	<b>YES</b> , subject to subject matter restrictions.	<b>YES</b> , subject to anti-bribery restrictions and certain attendee sponsorship restrictions.
REPUBLIC OF KOREA	ROMANIA	SERBIA	SINGAPORE	UNITED KINGDOM	UNITED STATES
<b>NO</b> , companies may indirectly sponsor meal, accommodation and registration fees for speakers, moderators and panelists that would have been paid by the host.	<b>YES</b> , provided that sponsorship is reasonable, related to the subject matter of the meeting and limited to HCPs only.	<b>YES</b> , subject to certain restrictions on hospitality.	<b>YES</b> , provided that the funding does not influence HCP attendee selection.	<b>YES</b> , subject to venue, audience and subject matter restrictions, as well as reasonableness restrictions for hospitality and travel expenses.	<b>NO</b> , although companies may make grants to conference sponsors for reasonable honoraria, travel and meal expenses for HCPs who are faculty members.