

BEACON Members 2006

Corporate:

AON Risk Services
Cable Components Group
CIRACET Corporation
Court Square Data Group
Eastern Plastics, Inc.
Genomas, Inc.
Inframat Corporation
JADRAD Dental Diagnostics
Lacey Manufacturing
Northeast Utilities
Ovation Benefits Group, LLC
Pfizer Global R&D
Premise Corporation
TRC Information Management
TYCO Kendall Health Care
TYCO Ludlow
UBS Financial Services

Legal:

Day, Berry & Howard LLP
McCormick, Pauling & Huber LLP
Pepe & Hazard LLP
Robinson & Cole LLC
Udike, Kelly & Spellacy PC
Wiggin & Dana LLP

Academic:

Asnuntuck CC
Drexel University
Springfield Technical CC
Trinity College
University of Connecticut
UCONN Health Center
University of Hartford

Medical:

Baystate Health, Inc.
Hartford Hospital
Saint Francis Hospital and
Medical Center
The Hospital of Central
Connecticut
UCONN John Dempsey

Partnerships/Alliances:

MetroHartford Alliance
BETA/RTC
PRTEC (Puerto Rico)
CBIA
CT Technology Council

BEACON Board of Directors 2006

Chairman—James Fasi, UBS Financial Services
Vice Chairman—Dr. Gerald Maxwell, UCONN Health Center
Secretary—Walter Simmers, Pepe & Hazard LLP
Treasurer—Dr. Larry Deutsch, Children's Health Network
Dr. Susan Freeman, CMO, Temple Univ. Hospital
Dr. Neil Yeston, Hartford Hospital
Keith Parent, Court Square Data Group
Larry Dawson, Eastern Plastics Inc. (resigned October 1, 2006)
Dr. Steve Hanks, The Hospital of Central Connecticut

BEACON, founded in 2000, has evolved into 3 distinct entities.

- **BEACON**, a 501(c)(6) professional organization, facilitates collaborative exchange and research among its industrial, clinical and academic partners to foster an environment that optimizes the development and delivery to commercially viable innovations in biomedical science and engineering for healthcare applications. BEACON holds seminars, a conference and exposition, institutional visits, and presentations by federal and state agencies. For the faculty and medical staff of its member institutions it also provides initial guidance as they seek to develop business plans and funding support for innovations. The “**BEACON Preferential Access Network**” provides an opportunity for all members to communicate effectively on issues that are of interest to them.
- **BEACON Technology Network (BTN)**, is a for-profit entity to assist in the acquisition of funds for early stage investments focusing primarily in the medical device market sourced from BEACON.
- **The BEACON Foundation** is a 501(c)(3) non-profit corporation able to receive major gifts from individuals, organizations, or foundations, with the express purpose of supporting basic and applied research and development efforts of individuals from accredited academic and medical institutions in the areas of bioscience and biomedical engineering primarily in the BEACON community.

Highlights of BEACON’s successfully completed projects and initiatives during 2006:

- Presented *Mini MEDI 2006*, a series of seminars during the Alliance for CT Technology Day and Dinner event at the Connecticut Convention Center.
- Presented three seminars on various topics of interest to the membership.
- Participated as an exhibitor in a statewide business exposition in Connecticut.
- Created a corporate membership campaign that, to date, has netted six new partners from the legal and medical fields.
- Signed an agreement with Reed Life Sciences to co-produce the conference program for the PharmaMedDevice trade show and conference in 2007.
- Signed an agreement with Informa Solutions to manage the MEDI 2007 event.

BEACON SEMINAR SERIES 2006

Early in 2006, BEACON held a series of three seminars on various topics all designed to stimulate networking and give educational information on grants and opportunities.

January 26—*“Advances in the World of the Small: Bionanotechnology”* was presented by Dr. Raj Bawa, President of Bawa Biotechnology Consulting, LLC. Attendees were treated to a lively discussion about the very rapid discoveries being made using nanotechnology in medicine and how it will begin to affect our every day lives. The event was held at the University of Hartford, which also sponsored the event.



**Dr. Raj Bawa discusses Bionanotechnology
and how it influences medicine today**

February 22—*“Regional Resources to Assist in SBIR/STTR Development and Submission”* was presented by the two state offices that oversee the SBIR program in Connecticut and Massachusetts. Deb Santy, CT SBIR Program Director and Bob Kispert, Director of Federal and University Programs for Massachusetts, teamed up to share with BEACON members and others how the SBIR/STTR federal grant program works and what the criteria is for each. The event was sponsored and held at Springfield Technical Community College.

April 7—*“Moving Forward with Mobility—Gait Analysis for Children”* was presented by Dr. Roy B. Davis III, PhD, PE, Director, Motion Analysis Laboratory, Shriners Hospital for Children, Greenville, SC. Dr. Davis was sought out by the Physical Therapy department at the University of Hartford to meet with faculty and students in this field. BEACON arranged for Dr. Davis’ visit and held an evening session, open to the public to learn more about the very exciting advances being made in gait analysis for children and young adults at the Shriners Hospital in South Carolina. The University of Hartford sponsored the event.

Mini MEDi 2006

On Thursday, October 19, BEACON held Mini MEDi 2006 at the Connecticut Convention Center. Mini MEDi was a great success, and well received by all who attended. The event consisted of morning and afternoon presentations on some of the hot areas of innovation in the medical device industry as well as commercialization issues. Speakers at the event included:

Joseph Bronzino, PhD, PE President, BEACON

What the Future Holds for the Medical Device Industry

Oscar Misla, CEO, CIRACET

Medical Informatics: Sharing Information to Make Better Public Health Decisions

James Beaty, Johns Hopkins Applied Physics Lab

Revolutionizing Prosthetics Program

Sander Rabin, Convergent Technology Group *Bionanotechnology: Medical Device Applications*

Sandy Weininger, Center for Devices and Radiological Health, FDA.

The FDA Regulatory Process: Issues and Concerns

Richard Coyne, Consultant

Medicare Reimbursement: A Necessary Step for Financial Success

Richard Dighello, Updike, Kelly & Spellacy, PC

Product Liability: Practical Strategies and Tips for Avoiding and Defending Lawsuits

Kevin Richards, VP, Reed Life Sciences Group

Combination Products: A New Horizon

Following Mini MEDi was the *Alliance for Connecticut Technology's Innovation Fair and Award Dinner*. The event brought together entrepreneurs, business leaders, and other individuals in the CT technology community to praise technological innovation. The award dinner showcased seven award presentations, including the *BEACON Medical Technology Award* presentation to Dr.'s Stephan Lange and Richard Shumway of the **Connecticut CyberKnife Center at Saint Francis Hospital and Medical Center**. The purpose of the BEACON award is to honor advances in the medical device field.



Accepting the BEACON award for the Connecticut CyberKnife Center are Dr. Shumway (Middle) and Dr. Lange (Right), presented by Jim Fasi (Left), Chairman of BEACON's Board of Directors.

The ART of Listening

As is our custom, BEACON staff spend a great deal of time listening to the needs of its members be it simple or complex. We do this by holding institutional visits with each of our members early in the calendar year. During those meetings we layout a “gameplan” that outlines the deliverables requested by the BEACON member for that year. In this way, BEACON hears what they have to say and modifies its services accordingly. For example, in 2006, two of our larger member institutions asked for quite a lot from us. And we delivered! Here is how it worked:

Major Hospital

BEACON was asked to meet with the chairman of all clinical departments to share with them what BEACON is and to “listen” to their needs in the area of biomedical engineering. After one month of many meetings, BEACON was able to connect members within our preferential access network with specific doctors/clinicians that need to those skills. Going into 2007, we have designed a specific set of programs for their staff that will enable BEACON to bring them the expertise they are not able to find elsewhere.

Major Corporation

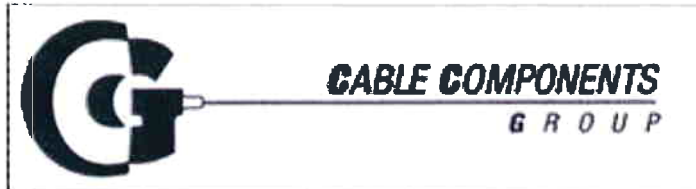
One of the lessons learned at a CEO conference several years ago is that “alliances” are important to make business run smoothly. A case in point is this major corporation that uses BEACON on a regular basis to set up appointments with specialists in the medical field to talk about new products under development. These one-on-one meetings are incredibly valuable to the BEACON member, by saving time and research dollars.

2007

PLANS FOR THE FUTURE

- ▶ The establishment of a Clinical Trials Supersite
- ▶ MEDi 2007
- ▶ PharmaMedDevice 2007
- ▶ BEACON Seminar Series
- ▶ “Listening” to our BEACON members regularly
- ▶ Continued corporate member campaign
- ▶ Co-creator of a federal grant to establish a Precision Manufacturing Institute for medical devices

Welcome New Members in 2006



What You Stand For.™

WIGGIN AND DANA

Counsellors at Law



**The Northeast Conference and Exhibition
for the Medical Device Industry
SEPTEMBER 11—12, 2007
CONNECTICUT CONVENTION CENTER
Hartford, Connecticut
www.medi2007.com**

Once again BEACON has organized a major two-day conference and exhibition that will bring together the northeast corridor of the United States and Canada for the most comprehensive medical device conference and exhibition in this area.

The educational content will combine high-quality scientific research data with proven, validated industry case studies, proven strategies for bringing new devices to market, legal/regulatory issues and clinical applications. Plus the event will offer ample networking opportunities both as part of the educational programming and on the exhibition floor!

Designed to feature the leading and emerging designers, developers, manufacturers and suppliers of the medical and biotechnology industries, as well as healthcare professionals interested in optimizing the application of new medical devices.

How did all this happen? Early in 2006, BEACON commissioned a market study be done on the MEDI 2005 conference and exhibition to ascertain the strengths, weaknesses, opportunities and threats (SWOT) from the previous exhibitors and attendees and potential exhibitors and attendees.

From that SWOT analysis, we were pleased to find that most agreed that we should have another show.

The market survey was done by Informa Solutions, a division of Informa plc, which is also the event manager for MEDi 2007. Their international expertise in the field of trade shows for the medical industry proved to BEACON that with some re-tooling of the event, MEDi 2007 will be the best show and conference for medical devices on the East Coast!

In addition, expected attendees shared their opinion regarding the hottest topics to focus on at this event. Those topics are now the framework for the conference portion of MEDi 2007:

1. Commercialization Process
2. Research/Scientific
3. Manufacturing/Engineering
4. Clinical Application

A MEDi 2007 Advisory Committee has been formed from industry experts who are working on planning the topics and speakers for these four areas. Informa Solutions will then make sure the show floor links to the speakers and topics covered by conference portion of the event.

BEACON is pleased to be able to bring this event to the area and feels it showcases medical device assets of the Northeast.

For more information on MEDi 2007 visit:

www.medi2007.com

PHARMA MedDevice™ 2007

As a result of a successful conference at MEDi 2005, BEACON was approached this year by the international event management company, Reed Life Sciences, about participating in the first PharmaMedDevice 2007 co-located with INTERPHEX on April 24-26, 2007 at the Jacob Javits Center in New York City. BEACON has agreed to co-produce the Biomedical Engineering track of PharmaMedDevice 2007.

PharmaMedDevice's conference and exhibition is a unique experience for the converging medical device, pharmaceutical and biologic industries. Sophisticated medical devices and drug delivery technologies have already lead to disease detection, less invasive procedures and more effective treatments.

BEACON's Biomedical Engineering track of the Conference will address the exciting new technologies and topics that are revolutionizing the biomedical engineering industry. Keeping in mind the rapidly growing "combination product" market, attendees will be educated on the latest advances and technology. It will address personalized medicine, bionanotechnology, bioinformatics and other novel treatment options.

Special pricing for BEACON member attendees is available. For more information, visit:

www.pharmameddevice.com/beacon

BEACON FOUNDATION

The BEACON Foundation took 2006 to build a solid Board of Directors and a set of goals for the coming year. Led by Dr. Charles Nightingale, meetings were held with area foundations to share with them the objective of creating a Pediatric Engineering Institute. Several grants were applied for that, if received, will bring the best and the brightest to the region in this field to help identify the most important needs for biomedical engineering applications with pediatric patients.

Additionally, the Board has applied to three regional funding sources for financial assistance to hire a fulltime Executive Director. These organizations will meet during the first quarter of 2007 to make a decision based on the application submitted.

The Board of Directors for 2006/2007 is:

Chairman—Dr. Charles Nightingale, retired Hartford Hospital
Vice Chairman—Richard Dighello, Updike, Kelley & Spellacy, LLP
Secretary/ Treasurer—Dr. Susan Masino, Trinity College
Richard McCaulley, Jr., Sidley Austin, LLP
Dr. David Desplaces, University of Hartford
Dr. Vincent Laudone, Hartford Hospital
Deb Santy, SBIR Program Director, State of Connecticut

Please send your contributions to:

BEACON Foundation, P.O. Box 260069

Hartford, CT 06126