

BEACON Members 2007

Corporate:

Ahlstrom Windsor Locks LLC
AON Risk Services
Atlas Hobbing & Tool Comp. Inc.
Cable Components Group
Ciracet Corporation
Conquest Consulting
Court Square Data Group
Covidien
Genomas, Inc.
Inframat Corporation
JADRAD Dental Diagnostics
MysticMD, Inc.
Northeast Utilities
Ovation Benefits Group, LLC
Pfizer Global R&D
Precision Closure
Premise Corporation
SMC Partners
Texcel LLC
Tuaki Medical, Inc.
UBS Financial Services
Valtronic USA Inc.

Academic:

Asnuntuck Comm. College
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
The Hosp. of Central CT
UCONN John Dempsey

Legal:

Day Pitney LLP
McCormick, Paulding &
Huber LLP
Pepe & Hazard LLP
Robinson & Cole LLC
Updike, Kelly & Spellacy PC

Partnerships/Alliances: MetroHartford Alliance; RTC/BETA, NE-Israeli Business Council; CBIA; CT Technology Council; Medical Development Group; Clinical Device Group

BEACON Board of Directors 2007

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. Thomas Goodrow, Springfield Technical Community College
Dr. Neil Yeston, Hartford Hospital
Keith Parent, Court Square Data Group
Roger Lavalley, Phoenix Asset Management
Dr. Steve Hanks, The Hospital of Central Connecticut
Paul Pendergast, Saint Francis Hospital Foundation
Ed Cronin, AON Risk Services (resigned October 2007)

**BEACON, in its present form, was founded in 2000
and 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 of 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 its members. 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 their innovations. The “**BEACON Preferential Access Network**” provides all members the opportunity to use the resources of all members of the network.
- **BEACON Technology Network (BTN)**, is a for-profit entity designed to assist entrepreneurs in the acquisition of funds needed for early stage investments focusing primarily in the medical device market. A major source of these entrepreneurs come from BEACON members.
- **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 successful initiatives during 2007:

- Held a Meet & Greet networking event for members and guests designed to allow for continued growth of the organization.
- Presented three seminars on topics of interest to the membership.
- Participated as an exhibitor at the PharmaMedDevice Show in New York City as well as co-produced the conference program.
- Attended BIO 2007 in Boston and exhibited at CT Business XPO in Hartford and participated in “The Future of Manufacturing is Innovation™” event for the SBIR program in E. Hartford, CT.
- Partnered with the Regional Technology Council in Western, MA to present a day-long medical device manufacturing seminar at the EASTEC show in West Springfield, MA.
- Welcomed eight new members to BEACON.
- Signed an agreement with Clinical Device Group to co-produce a minimum of two webinars each year on FDA issues starting in 2008.
- Signed an agreement with Designing Event, Owings Mills, MD to manage the MEDi 2008 event.

Visit us at: www.beaconalliance.org

BEACON SEMINAR SERIES 2007

Early in 2007 BEACON held a series of seminars on various topics all designed to stimulate networking and give educational information on grants and opportunities.

January 25—*“The Cost Problem Associated with Healthcare: One Solution”* was presented by Brian Driscoll and Bill Carew of Ovation Benefits Group, Inc. This presentation clearly identified the cost drivers for healthcare and then offered a series of consumer-based health plans as a reasonable approach to bringing costs under control by putting the consumer in charge of making their own healthcare decisions.



Brian Driscoll led the audience through a detailed explanation of healthcare costs

March 8—*“Hospital Preparation for Bioterror: A Medical and Biomedical Systems Approach”* was presented by author Dr. Jay McIsaac whose book by the same name by Academic Press gave a stunning account of the types of biomedical warfare our nation could face. He outlined the successful treatment and prevention all hospitals need to have ready should a bioterror crisis actually occur. Dr. McIsaac is chief of anesthesiology at Hartford Hospital and a BEACON member.

April 30—*“Digital Health”* was presented Louis Manzione, PhD, Dean of Engineering, Technology and Architecture at University of Hartford. A very well attended event, the audience was treated to a lively overview of the monitoring, diagnosis and treatment of health conditions, both chronic and acute, through the use of medical devices, remote sensing technologies, wireless sensor networks, signal processing and data mining. This almost “futuristic” form of healthcare created lots of great discussion about how much it can help not only patients in a hospital setting, but those who might need help living alone. Dean Manzione came to the University of Hartford in 2005 after founding Bell Laboratories Research Center in Ireland.

PharmaMedDevice™ 2007

Due to the success of the conference portion of MEDi 2005, BEACON was approached by Reed Exhibitions to co-produce the conference portion of PharmaMedDevice™ 2007 which was co-located with Interphex in New York City. The goal of the event was to showcase the advances in the “combination products” market that is beginning to be a major force in the industry. BEACON provided speakers for their conference program on topics such as genomic biomarkers, nanomaterials for medical devices, biomimetic strategies in vascular tissue engineering, etc. In addition, BEACON staffed a booth for the three days of the show providing wonderful exposure to attendees on the benefits of membership and the preferential access network. As a result, several new members joined BEACON and business opportunities were realized from many meetings and conversations that took place both in the conference and on the exhibit floor.



Partnership with Connecticut SBIR

One of the missions of BEACON is to provide our members with the best services possible. One of those services is to help entrepreneurs find the appropriate funding to take them to the next step of commercialization. As a result, BEACON has partnered with the Connecticut SBIR (Small Business Innovation Research) office to assist members who are looking for very early stage funds for development of a product idea or clinical trial. In addition, BEACON participated with CT SBIR on their seminar “The Future of Manufacturing is Innovation™” in June that provided one-on-one meetings with representatives of federal granting agencies which permitted matching of product ideas with actual funds available. BEACON will also join with them in a national SBIR conference being held in fall of 2008 at the Connecticut Convention Center.

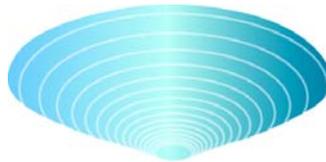
Funding your Medical Device

During the course of 2007, BEACON has become more aware of sources of funding for individuals or companies seeking financing to take their product(s) to the next stage of commercialization. From “angel” investing to full venture capital funding, the medical device industry is beginning to get the attention of not only Wall Street but local groups as well. BEACON has spent a good part of 2007 introducing member companies and member entrepreneurs to these funding sources which include federal grants through the SBIR program to VC firms on the east and west coast. What are the typical levels of funding that might be available to medical device inventors? For individuals or companies that are truly in the beginning stages of development, an “angel” investor might be the type that can help with \$100,000—\$500,000 in funding to get the product through prototyping or clinical trials. After that a venture capital (VC) firm might be ready to look at them for an initial \$1M or higher level should they feel the product has merit. Either way, BEACON is pleased to be able to network our members through whatever stage of development they may be in and we enjoy watching the companies grow.

MAJOR EVENTS PLANNED FOR 2008

- ▶ Hartford-Springfield Economic Partnership event in March focusing on a “Countdown to MEDi 2008” and update on the medical device industry in the Knowledge Corridor.
- ▶ MEDi 2008 - September 8 & 9 at the Connecticut Convention Center.
- ▶ BEACON Seminar/Webinar Series with topics such as “The Medical Device Market in the EU” and “FDA Issues Regarding In-vitro Diagnostics.”
- ▶ Continued corporate member campaign

Welcome to New Members in 2007



TUAKI MEDICAL



PRECISION CLOSURE





September 9-10, 2008
MEDI2008.com

**The Northeast Conference and Exhibition
for the Medical Device Industry
CONNECTICUT CONVENTION CENTER
Hartford, Connecticut**

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

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

The exhibit floor is 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 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 exposition 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. 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 2008 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 2008:

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

A MEDi 2008 Advisory Committee was formed consisting of individuals from the medical device industry. The provided guidance regarding the topics and speakers for these four areas.

MEDi 2008 is being managed by Designing Events of Owings Mills, MD. For more information, visit:



BEACON MEMBER MEET & GREET
October 2007
Sponsored by Saint Francis Hospital & Medical Center

Over 60 members and colleagues attended!



NETWORKING AT ITS BEST

