

BEACON Members 2008

Corporate:

Ahlstrom Windsor Locks LLC
Cable Components Group
Ciracet Corporation
Conquest Consulting
Court Square Group
Covidien
Foster Pharmaceuticals
Genomas, Inc.
MysticMD, Inc.
NLP Innovations
Northeast Utilities
Ovation Benefits Group, LLC
Pfizer
SMC Partners
Texcel LLC
UBS Financial Services
Valtronic Technologies
WGI/Westfield Gage

Academic:

Asnuntuck Comm. College
Drexel University
Springfield Technical CC
Trinity College
University of Connecticut
University of Hartford
University of New Haven

Medical:

CT Children's Medical Center
Hartford Hospital
Saint Francis Hospital
The Hospital of Central CT
UCONN John Dempsey

Legal:

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

Partnerships/Alliances: MetroHartford Alliance; East of England International; Latvian Development Agency; U.S. Department of Commerce; CBIA; CT Technology Council; CT Development Group; Medical Development Group; Clinical Device Group

BEACON Board of Directors 2008

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Dr. Steve Hanks, The Hospital of Central Connecticut
Paul Pendergast, Saint Francis Hospital Foundation
Donna Moats, Covidien
William Sellay, Robinson & Cole LLC

**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.

WELCOME TO NEW MEMBERS IN 2008



Visit us at:
www.beaconalliance.org

Connecticut Institute for Clinical and Translational Science (CICATS)

During the year BEACON has participated in the development and submission of a National Institutes of Health application to create the Connecticut Institute for Clinical and Translational Science (CICATS). One of the most important and novel strengths of the University of Connecticut (UConn) application is the fact that it is a regional application that will forge strong partnerships between UConn and all of the regional hospitals in the state—Hartford Hospital, Saint Francis Hospital, The Hospital of Central Connecticut, John Dempsey Hospital and the Connecticut Children’s Medical Center and select community-based organizations such as BEACON.

The purpose of this Consortium is to ensure the continued growth of the research enterprise in all of the member hospitals, as well as, promote the translation, i.e. transfer of intellectual property from UConn and the affiliated hospitals into commercialized products.

In the application, five specific aims were identified. Specific Aim 5 states, “Develop models for providing translational education and technology for partnering institutions and organizations.” This will be accomplished by “enabling Consortium members to affiliate themselves with non-profit trade associations, such as BEACON, that can facilitate collaborative research and industrial partnering to develop medical technology companies.”

Select examples of collaboration between BEACON and investigators from partnering institutions include:

- Introducing a BEACON-member company to one of the member hospitals to consider development of biomarkers that access genomic patterns for diabetic patients
- The development of devices with faculty and students from a BEACON-member universities for clinicians seeking prototype development
- New technology from a BEACON-member university faculty member that is under consideration for manufacture by BEACON-member company

If granted, we look forward to these collaborative efforts.

PARTNERSHIP FOR EXPORTING



BEACON is pleased to announce that it has partnered with the U.S. Department of Commerce to provide export counseling assistance to member companies who are interested in doing business abroad.

For BEACON members in Connecticut there is a tremendous amount of resources available to them through a unique agreement between the CT Department of Economic and Community Development's (DECD) Export Office and the U.S. Department of Commerce Export Assistance Center in Middletown to learn how to promote your business or products abroad, how to enter the foreign market, how to find market specialists for your products, and how to find financing to help you export.

In order to bring this all together BEACON held a seminar in 2008 entitled "The Basics of Exporting to the European Union" which was attended by medical device companies, manufacturers, educators and others interested in a detailed explanation of how to bring your device in to the EU. Speakers were from the U.S. Department of Commerce Market Access Compliance office in Washington DC which oversees the regulations for medical devices that are imported in to the EU; the U.S. Small Business Administration Export Finance Office from Boston, MA which assists companies in financing their export; and Robinson & Cole LLP, a BEACON-member law firm which handles many of the legal aspects to exporting.

The U.S. Department of Commerce has offices in all 50 states ready to assist local companies with any of their exporting needs. For further information, please contact: www.export.gov



MEDI 2008

The Northeast Conference and Exhibition for the Medical Device Industry

September 9-10, 2008

MEDI2008.com

The Conference and Exhibition for the Medical Device Industry

On September 9 & 10, the Connecticut Convention Center was alive with the attendees and conferees of BEACON's second full conference and exhibition—MEDI 2008 - a major two-day event that brought together individuals from all over the United States, Canada and other countries for a comprehensive medical device conference featuring speakers from all over the world.

The educational content embedded in the conference program combined 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 offered ample networking opportunities both as part of the educational programming and on the exhibition floor!

The exhibit floor featured 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.

A MEDI 2008 Advisory Committee was formed consisting of individuals from the medical device industry. The provided guidance regarding the topics and speakers for the Conference portion of the event.

A review of MEDI 2008 is at: www.medi2008.com

SPECIAL THANKS TO OUR MEDI 2008 SPONSORS



Connecticut's Business Development Team



Connecticut Center for
Advanced Technology



Trinity College
HARTFORD, CONNECTICUT



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**BEACON MEMBER MEET & GREET
May 2008
Sponsored by Hartford Hospital**

Over 60 members and colleagues attended!



EVENTS PLANNED FOR 2009

- ▶ **BEACON Seminar Series—Five comprehensive seminars covering topics such as:**
 1. Improving Healthcare Outcomes and Reducing Costs through Medical Automation
 2. Bionanotechnology for Medical Device Applications
 3. Physiological Genomics and Personalized Medicine
 4. Tissue Regeneration
 5. What Does the Next Generation hold for the Medical Device Industry

- ▶ **Spring and Fall Member Meet & Greet Networking Events at BEACON-member institutions**

- ▶ **Participation in workshops for aerospace manufacturers to learn how to diversify in to medical device manufacturing**

- ▶ **Continued membership drive campaign**

- ▶ **Continued business matching with foreign countries**

- ▶ **Participation in a medical device manufacturing grant through the State of Connecticut and Asnuntuck Community College to train the next generation of manufacturers**