

Happy New Year 2007

Biomedical Engineering Career Fair

BEACON is proud to sponsor a great opportunity for its members to network with new and recruit biomedical engineering graduates. **On February 8th, 2007 the Second Annual Biomedical Engineering Career Fair is being held at the University of Connecticut's Storrs Campus.** The event is being presented by UCONN's IEEE Engineering & Biology Society (EMBS) Student Branch Chapter and the Biomedical Engineering Society (BMES).

The goal of the event is to provide a forum for industrial representatives and directors of graduate programs in Biomedical Engineering and Biotechnology to meet and discuss career and educational opportunities with students primarily from the Northeast. **In essence, this is a great, cost-effective way for employers to collect resumes from dozens of prospective and technically relevant candidates.**

All students with an interest in discovering and pursuing career opportunities in the field of Biomedical Engineering are encouraged to attend.

The event will be held in the Rome Ballroom at the UCONN Storrs campus. It will consist of a one hour round table discussion starting at 12:00pm. Following the discussion, from 1:00 to 5:00pm, there will be an opportunity for employers and students to network. To register for the event contact Kristen Gingras, the Career Fair Coordinator at Kristen.Gingras@uconn.edu, or read more and register online at: <http://www.bme.uconn.edu/stusocs/CareerFair.htm>

Employers hurry! This event is only open to the first 40 companies which register!

There is no fee for students or employers to attend, but it is important to register!

BEACON Seminar Series

On Thursday, January, 25th, Brian Driscoll and John Carew of Ovation Benefits Group, Inc. will kick off the BEACON Seminar Series with a presentation entitled *The Cost Problem Associated with Healthcare: One Solution.*

This presentation should be of interest to ALL employers regardless of product/service, since it will identify the cost drivers for healthcare and introduce "Consumer Based Health Plans" as a reasonable approach to bring healthcare costs under control by putting the consumer in charge of making healthcare decisions.

Who should attend? All employers who have health plans and are looking to streamline costs. This is not a sales pitch, but rather, a careful examination of the options that are available to all employers interested in providing benefits at a reasonable cost.

The event will take place on January 25, 2007 from 7:30 am to 9:00am. It will be held at the Marriot Hartford/Windsor Airport, Windsor Locks, Connecticut.

A full listing of seminars will be available on the BEACON website later in January.

PHARMA
MedDeviceTM 2007

DON'T FORGET! Just around the corner is the PharmaMedDevice 2007 show and conference. It will be held on April 24-26th at the Jacob K. Javits Convention Center in New York City. Full details are at: www.pharmameddevice.com/BEACON

Reimbursement Assistance

In order for a new medical device/technology to be a commercial success, it must not only satisfy FDA regulations, its use must be reimbursable by Medicare. Therefore, if you ever had problems seeking Medicare reimbursement for your medical device, relief may be available through the services of one of the Mini MEDi speakers who has offered his advice on navigating online resources. BEACON associate Dick Coyne has provided the following web pages.

For general coverage information visit:

www.cms.hhs.gov/coverage

This site provides easily-navigated links that outline the coverage available and the process of attaining coverage, as well as allowing you to search by provider type.

To contact Medicare claims payment contractors visit:

www.cms.hhs.gov/mcd/indexes.asp?clickon=index

This site provides a list of Medicare Claims Processing Contractors sorted by what type of claim they handle. Those in the medical device industry should be primarily interested in Part B and the Durable Medical Equipment contractors. Part A may contain some useful advice as well.

Dick Coyne is available to field brief questions related to this subject, and may be able to provide a contact within the Medicare system for direct communication. Therefore, consider using him to provide the assistance you may require.

Questions can be referred to Dick Coyne by contacting the BEACON staff at 860- 547-1995 or toll free at 877-723-2266.

BEACON member publishes book on Bioterrorism

Recently published by Elsevier is a new text entitled ***Hospital Preparation for Bioterror: A Medical and Biomedical Systems Approach***, edited by Hartford Hospital's Dr. Joseph H. (Jay) Mclsaac, MD, MS. The book includes contributions from leading law enforcement agencies, hospital administrators, terror-prevention professionals, as well as physicians from Hartford Hospital and Connecticut Children's Medical Center. It provides insight on a wide range of topics from individual patient treatment to facility management in treating and preventing the consequences of bioterrorism, biological warfare, as well as natural disasters.

Dr. Mclsaac is Chief of Trauma Anesthesia at Hartford Hospital. Having served tours at both the US Army Medical Research Institute of Chemical Defense in Edgewood, MD, and the US Army Medical Research Institute of Infectious Disease at Ft. Detrick, MD, Dr. Mclsaac has extensive experience in the field, and has been lecturing on bioterror at national medical meetings since 2002.

Dr. Mclsaac will also be featured in the BEACON Seminar Series later this winter. Watch for the details in the next newsletter!

The Art of Listening

As is our custom, BEACON staff spends 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. We are here to listen to your needs, and do this by laying out a "game plan" that outlines the services BEACON can provide to meet your needs. We plan to continue and build on this tradition in our seventh year, and hope to serve our members in increasingly larger capacities as the year goes on. To schedule a visit, feel free to call us at:

860-547-1995 or toll free at 877-723-2266.

We are here to work for you!

BEACON

One Congress Street, Suite 201, Hartford, CT 06114
(860) 547-1995 Toll-free: (877) 723-2266 Fax: (860) 727-0311
President/Executive Director: Joseph Bronzino
Executive Vice President/COO: Bob Miller
Assistant Executive Director: Terri Wilson

www.beaconalliance.org

BEACON 2007 Members: Trinity College, The University of Connecticut, The University of Connecticut Health Center, University of Hartford, Drexel University, Springfield Technical Community College, Asnuntuck Community College, Hartford Hospital, John Dempsey Hospital, The Hospital of Central Connecticut, Saint Francis Hospital and Medical Center and Baystate Health, Inc. Corporate Sponsors include: Pfizer Global R&D, TYCO Kendall Health Care, TYCO Ludlow, Northeast Utilities, Aon Risk Services of CT, Court Square Data Group, Pepe & Hazard LLP, Day, Berry & Howard LLP, Premise Corporation, UBS Financial Services, McCormick, Paulding & Huber LLP, Robinson & Cole LLC, Genomas, Inc, Ciracet Corporation, Updike, Kelly & Spellacy PC, Inframat Corporation, Wiggin & Dana LLP, Cable Components Group, JADRAD, Lacey Manufacturing, Ovation Benefits Group LLC. 01/07