

Trade Show Season BEACON gains national exposure!



Joe Bronzino (L) talks with visitors to the BEACON booth at the PharmaMedDevice Conference in April

In what can only be called one of the busiest spring seasons for BEACON, we have attended, exhibited or presented at six trade shows and conferences from Boston to New York and everywhere in between! It's been fun and exhilarating because of the many people who recognize our name and brand now think of us as "experts" in the field of medical devices in the northeast.

Beginning with the **PharmaMedDevice Conference and Expo** in New York City in April, BEACON was showcased not only as a partner in the conference portion but with a prominently placed booth on the exhibit floor provided Reed Exhibitions, the show organizer. Furnished with a sofa and two lounge chairs, visitors could comfortably sit and talk with BEACON staff about their product, idea or simply learn more about the medical device industry in the region. BEACON's president, Joe Bronzino, organized a very impressive group of speakers for the conferences that covered topics such as IT, bionanotechnology, personalized medicine, orthopedics, etc. Those who attended walked away loaded with the most current information in these very technical fields.

In early May BEACON staff attended the **BIO 2007** event in Boston meeting with key companies and organizations introducing them to BEACON and encouraging participation in MEDi 2008. Later that month BEACON co-produced with the Regional Technology Corporation (RTC) a day-long seminar on *Medical Device Manufacturing* to attendees of the **EASTEC** contract manufacturing show in West Springfield, MA. Everything from "Medical Devices 101" to "How to Get Your Medical Device Approved by the FDA" was presented to an active audience of up to 40 at a time! BEACON and RTC shared the presentation space on the show floor giving us wonderful exposure. The response was overwhelming favorable since this topic has never been presented to contract manufacturers in the region at this event.



Attendees to at the EASTEC show listen to a presentation on Medical Devices 101 by BEACON president Joe Bronzino

BEACON was once again an exhibitor at the **Connecticut XPO for Business** at the Connecticut Convention Center in early June. Many stopped by the BEACON booth to talk about their product ideas, and our involvement in the business community around the Hartford area.

For the third year in a row, BEACON joined Team New England in a booth at the **MD&M** (*Medical Design & Manufacturing*) show in New York City in June promoting doing business in all six New England states. The MD&M show features five shows in one covering plastics, packaging and automation in the medical design and manufacturing industries.

Later in June BEACON was an exhibitor at the Connecticut SBIR (Small Business Innovation Research) ***The Future of Manufacturing is Innovation*** event at the Pratt & Whitney hanger in E. Hartford, CT. This 2-day event offered entrepreneurs and small companies an opportunity to learn first hand how the federal SBIR grant program works as well as having 15-minute one-on-one sessions with representatives of the federal agencies that fund grants for start up companies. BEACON's booth garnered quite a lot of excitement from entrepreneurs who had an idea or product and wanted to learn how to network through the system.

We Welcome a New Member



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Seminar #4 DIGITAL HEALTH

The final seminar in the winter/spring series was about Digital Health. Louis Manzione, Dean of Engineering, Technology and Architecture, University of Hartford hosted and spoke at the event. Dean Manzione gave a lively presentation on digital health and the research going on surrounding this technology. Digital Health is the monitoring, diagnosis and treatment of health conditions, both chronic and acute, through the use of medical devices. Examples include passively monitoring elderly patients in their home before they fall and the use of small spaces to monitor chronic conditions which can be helpful for passengers on an airplane who suffer from diabetes, thrombosis, dehydration, etc. There is also research in to using separate frequencies to do multiple monitoring in large, public areas such as emergency rooms where patients share spaces. BEACON is organizing several events for the fall. Watch this newsletter for announcement of those.

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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: Ahlstrom Windsor Locks LLC; AON Risk Services; Cable Components Group; Ciracet Corporation; Court Square Data Group; Covidien; Jadrad; Genomas Inc.; Inframat Corp; Lacey Manufacturing; Northeast Utilities; Ovation Benefits Group LLC; Pfizer Global R&D; Precision Closure LLC; Premise Corporation; SMC Partners; Texcel LLC; UBS Financial Services. Legal Sponsors include: Day Pitney LLP; McCormick, Paulding & Huber LLP; Pepe & Hazard LLP; Robinson & Cole LLC; Updike, Kelly & Spellacy PC; Wiggin & Dana LLP

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