

BEACON Newsletter

The Biomedical Engineering Alliance and Consortium

January 21, 2004

WINTER EDITION

NEW PARTNERSHIP

On January 7, 2004, BEACON entered into a partnership agreement with the Bioengineering Institute (BEI) of Worcester, MA. Below are the details of the agreement:

Given that BEACON, The Biomedical Engineering Alliance and Consortium and WPI's Bioengineering Institute, BEI, have numerous areas of common goals and objectives, it is agreed that a partnering agreement be consummated to formalize such collaborative efforts. Both organizations see the need for the promotion and facilitation of new and emerging medical technologies and are committed to being instrumental in the process of moving such technologies from concept stage to commercialization. BEACON and BEI foster collaborative work among world-class research facilities, academic institutions and medical technology companies. Together, in a strategic partnership, both organizations can leverage their relationships and resources to build on the strengths of each for the greater benefit of both. We have identified the following benefits that our strategic partnership will provide, namely:

1. Opportunities to offer the expanded membership base programs, seminars and networking events on topics of common need, focus and interest. The concept would be to alternate meeting sites between the Greater Worcester and Hartford regions.
2. Opportunities to stimulate the economic growth of the greater region by fostering commercialization of medical technologies through mutually supportive incubator programs within each organization. The objective would be to achieve a higher success rate with new and emerging medical technology companies given an expanded base of key resources and critical relationships within the industrial and venture capital communities.
3. Partner in the common objective of creating, and also retaining, manufacturing jobs within the Greater Region.
4. An ability to leverage the combined resources and creative partnerships among the academic, government, corporate and medical institutions to make this region a major force in the next generation of medical technologies. This would include mutual access to research clinicians and university faculty.

BEACON and BEI will share logos on promotional materials and include links to each other's website. When hosting an event, a seminar or participating in a medical technology convention, marketing materials from the partner's organization will be displayed as long as space is available.

It is further agreed to share "calendars" and "program of events" for mutual consideration and minimizing potential conflicts. This collaboration will catalyze further activity in biomedical R&D throughout a growing Knowledge Corridor.



Dr. Tim Gerrity, Executive Director, BEI and Dr. Joseph Bronzino "seal the deal" with a handshake.

2004 Projects and Initiatives

This coming year is shaping up to be very challenging for BEACON. In order to put it in perspective, below are the major projects and initiatives that have been developed to bring us into 2004. We encourage all our members to join us in these efforts and share with us their thoughts as we embark on each one.

- Assessment of Bioengineering Resources in the Hartford-Springfield Corridor commissioned by Northeast Utilities
- Presentation of Seminars on Medical Technology
- Partnership with the Connecticut Center for Advanced Technology (CCAT) regarding Laser Laboratory and Innovation Center Development
- Creation of BEACON Hubs in Philadelphia and Puerto Rico
- Establishment of a Pediatric Engineering Institute
- The 7th Annual BEACON Symposium and Technology Fair
- Collaborating to Promote Development of Medical Technology in Connecticut

BEACON, the Biomedical Engineering Alliance and Consortium 2004: Trinity College, The University of Connecticut, The University of Connecticut Health Center, The University of Hartford, The University of Massachusetts at Amherst, Drexel University, Springfield Technical Community College, Asnuntuck Community College, Hartford Hospital, John Dempsey Hospital, Saint Francis Medical Center, Baystate Medical Center, and The University of Stuttgart. Corporate Sponsors include Pfizer, TYCO Kendall Health Care, GE Medical, Northeast Utilities, Court Square Data Group, Pepe & Hazard, Pullman & Comley, Day, Berry & Howard, Premise Development, UBS Financial Services, McCormick, Pauiding & Huber, MicroTest Laboratories, Vivax Medical, Electron Technologies, Applied Software Technologies, CCAT, Micro-Invasive Technologies, McAndrews, Held & Malloy, and Robinson & Cole.

2004 Event Schedule

In addition to our Projects and Initiatives, BEACON is offering a wide variety of presentations on some very exciting topics this year! We encourage you to mark your calendar and join us. Most all are open to BEACON members and the general public. A networking opportunity will be available at each event for all our members. **Visit our website at www.beaconalliance.org to register for each or for more detailed information on each speaker as it becomes available!**

Feb. 27 – “Areas of Promise: A Corporate Perspective” presented by Laurie Sullivan, Director, New Product Marketing, Tyco Healthcare/Kendall. *Open to Academic and Medical members of BEACON as well as entrepreneurs associated with BTN, Inc.* Lunch and presentation will be held from 12:00 - 2:00 pm at BEACON's offices in Hartford.

March 5 – “Partnerships in Biomedical Research & Development” presented by Dr. Richard Swaya, Senior Science Advisor, National Institutes of Health. Lunch open to Beacon members at 12:00 followed by a presentation and Q&A from 12:30-3:00 pm at UCONN Health Center, Farmington, CT. A fee of \$25 will be charged for non-members.

March 25 – “Bringing Your Medical Device to Market” presented by author Dr. John Reiss. It will be held at Springfield Technical Community College from 6:00 - 8:00 pm. This event is co-sponsored by BETA (Bio Economic Technology Alliance) and Springfield Technical Community College.

April 15 – “Inside the Mind of the Venture Capitalist” presented by Udayan Gupta, author of *Done Deals: Venture Capitalists Tell Their Stories*. It will be held at Rensselaer Polytechnic Institute in Hartford from 4:00 – 6:00 pm.

April 29 – “Medical Ethics in the 21st Century – Why Medical Professionals Should Care” presented by Paul Drager, JD. It will be held at 4:00-6:00 pm at a location to be announced.

May 6 – “Illness and Health Care in 19th Century America” presented by Jack Larkin, Museum Scholar and Chief Historian, Old Sturbridge Village. It will be held at Asnuntuck Community College, Enfield, CT from 4:00-6:00 pm.

May 20 – “The FDA and Medical Devices” presented by Dr. Sandy Weininger (invited). To be held at Baystate Health Center, Springfield, MA from 4:00-6:00 pm

June 17 – “Research and Development Activities at the Engineering Applications Center” presented by Dr. Devdas Shetty, Assoc. Dean of Engineering, University of Hartford. It will be held from 4:00-6:00 pm at the University with a tour of the facility included.

October 28 – Annual BEACON Symposium and Technology Fair. The topic will be: Nanobiotechnology. More details to follow!

New Member News



The law firm of Robinson & Cole LLP, founded in 1845, recently joined BEACON. They have 125 lawyers with offices in Connecticut, Massachusetts, New York and Florida who are admitted to practice in more than twenty states and D.C. They serve clients in areas such as business litigation, tax, financial services and entrepreneurial business. They have won awards for business leadership for performance excellence focusing on legal solutions to their client's business interests and leveraging information technology to benefit client goals. For more information, contact, William Sellay, Partner, at: wsellay@rc.com.

ANNUAL MEMBERS OF BEACON MEETING

Although it was cold and felt like snow, 35 members of BEACON gathered for lunch at the Smith House on the campus of Trinity College in Hartford on December 5th to review the activities of 2003 and plan for 2004. After an informative power point presentation by President Joseph Bronzino, members had a chance to ask questions and provide valuable input as we plan our strategies for the future. In addition, Reggie Babcock gave a presentation on the recent developments that have occurred for BTN, Inc., the for-profit subsidiary of BEACON. Lastly, it was announced that The BEACON Foundation, a 501(c)(3) entity, was formed allowing for the opportunity to receive grants and gifts for the use of furthering the study of students of biomedical engineering and certain educational objectives of BEACON.

Among the most important duty of the day was **the election of the BEACON Board of Directors for 2004:**

Dr. Charles Nightingale, Hartford Hospital
Mr. James Fasi, UBS Financial Services
Mr. Keith Parent, Court Square Data Group
Dr. Steven Goodwin, UMASS Amherst
Dr. Larry Deutsch, Children's Health Network
Dr. Gerald Maxwell, UCONN Health Center
Dr. Francis Lee, Baystate Health Center
Mrs. Rosemary Wall, RA Wall Associates
Mr. Walter Simmers, Esq., Pepe & Hazard LLP

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