



## All about BEACON Talking Points

- ❖ BEACON is a 501(c)(6) trade association for the medical device industry. Its major mission is to foster collaboration among its academic and clinical members & promote partnering between its industrial and academic members and create alliances within the region and nationwide.
- ❖ BEACON was established in December 2000 after a group of individuals completed work on a three-year \$1M Whitaker Foundation grant that created a consortium of the biomedical engineering programs at Trinity College, University of Hartford and University of Connecticut in Storrs and Farmington.
- ❖ Currently BEACON membership includes corporations, entrepreneurs, hospitals, law firms, colleges and universities and others dedicated to the development and commercialization of new medical technology.
- ❖ BEACON fosters economic development by creating new companies and, as a result, new jobs.
- ❖ The medical device industry is presently a \$100B market and a net exporter to the global market.
- ❖ The medical technology industry nationwide provides jobs that pay on average 30% more than the average U.S. jobs, and every medical technology job results in 4.5 additional service-related jobs across the nation. (Provided by Stephen J. Ubl, President and CEO of AdvaMed 12/09)
- ❖ Since 2000, BEACON has produced seven annual symposia, two major regional conference and expositions (MEDi 2005 and 2008), over two dozen grant-related seminars presented by federal agencies (NSF and NIH).
- ❖ The BEACON Foundation is a 501(c)(3) charitable organization that raises money to support research projects within BEACON member institutions.
- ❖ Beacon Technology Network is a for-profit company that assists entrepreneurs to achieve the next stages of commercialization.
- ❖ For more information or to join BEACON, visit: [www.beaconalliance.org](http://www.beaconalliance.org)



## **What people are saying about BEACON**

**"As an original member of BEACON, Hartford Hospital has truly valued the unique services of this consortium, which are designed to enable biotechnology growth and development in the Hartford region. BEACON excels in creating unique opportunities for networking for the biotech community, which is an important key to developing and nurturing the collaborations so necessary for creating and enhancing innovation. Congratulations to all!"** Laurine Bow, PhD, Director of Research, Hartford Hospital

**"We have a medical device and biotechnology research insurance practice and BEACON is helping us enhance our relationships, understanding and knowledge within the Southern New England Medical Device and Biotechnology community."** Mick Petrone, Medical Technology Specialist, The Travelers Companies, Inc.

**"BEACON provides a gateway to a community set on leading the way for Connecticut's industrial, clinical, academic, and commercial biomedical innovation. The insight, education, and opportunities for collaboration fuels cutting edge discoveries and commercial developments that expand across state borders and beyond."** William Sellay, Robinson & Cole LLP.

**"BEACON has been integral in the relational success that Saint Francis Hospital & Medical Center enjoys with the citizens of the Connecticut as well as professional institutions such as The National Institute of Health. We could not function at nearly as high a level without their guidance and partnering."** Paul Pendergast, President & Chief Development Officer, Saint Francis Hospital and Medical Center Foundation

**"Valtronic Technologies, an international company specializing in miniaturized medical electronic design, development and manufacturing with its US facility in Solon, Ohio, joined BEACON three years ago to help build awareness of our company's unique capabilities within the Medical Device community in the northeastern United States. With so many world class medical institutions and entrepreneurial medical product development companies present in the Northeast, Valtronic has found that its relationship with BEACON has enabled us to more precisely target those organizations that can benefit from our unique services equating to increased visibility and business for our company."** James A. Ohneck, VP Sales and Marketing Valtronic Technologies, Inc.

**"The ongoing and enthusiastic support from the highly respected BEACON team has been very helpful for our healthcare IT start-up company! They have provided many valuable insights and introductions to leaders in the healthcare industry and their seminar series was always one we looked forward to attend."** Bernie Keppler, CEO, NLP International Corporation

**"Beacon has been instrumental in providing us access to other players in the health care industry. These contacts have given direction to our innovation programs which will maintain our plant competitive right here in Windsor Locks, CT."** Andy Uhl, Ahlstrom Medical Product Line Vice President

**"My partners and I found BEACON online and have been thankful for the direction provided. We have met key people through the BEACON network that have become instrumental in our move towards success."** William Hylton, DDM, President, Polybiotics, LLC

**"We joined BEACON to get to know more people involved in the medical device and research community in the I-91 corridor as well as to become more knowledgeable on the most current and emerging topics. BEACON's Pfizer Seminar Series and networking events have provided the opportunity to both learn more about the research and device communities and topics along with networking within this community."** – Anonymous



## BEACON Membership 2010

### CORPORATE MEMBERS

- Ahlstrom Nonwovens, Windsor Locks, CT
- Cable Components Group, Pawcatuck, CT
- Ciracet Corporation (Puerto Rico)
- Court Square Group, Springfield, MA
- Covidien Vascular Therapies, Mansfield, MA
- Foster/PolyMedex Discovery Group, Putnam, CT
- Genomas, Inc., Hartford, CT
- Metrum Research Group, Tariffville, CT
- Neurobotics, LLC, Bridgeport, CT
- NLP International Corporation, Westport, CT
- Northeast Utilities, Berlin, CT
- Pfizer Global R&D, Groton, CT
- Polybotics, LLC, Hamden, CT
- SMC Partners, Hartford, CT
- The Travelers Companies, Inc., Hartford, CT
- Valtronic Technologies, Solon, OH
- Women's Health USA, Inc., Avon, CT

### ACADEMIC MEMBERS

- Asnuntuck Community College, Enfield, CT
- Springfield Technical Community College, Springfield, MA
- Trinity College, Hartford, CT
- University of Connecticut, Storrs, CT
- University of Connecticut Health Center, Farmington, CT
- University of Hartford, West Hartford, CT
- University of New Haven, West Haven, CT

### LEGAL MEMBERS

- McCormick, Paulding & Huber, LLP, Hartford, CT
- Michaud-Kinney Group LLP, Middletown, CT
- Pepe & Hazard, LLP, Hartford, CT
- Robinson & Cole, LLC, Hartford, CT

### MEDICAL INSTITUTION MEMBERS

- Hartford Hospital, Hartford, CT
- The Hospital of Central Connecticut, New Britain, CT
- Saint Francis Hospital and Medical Center, Hartford, CT
- UConn John Dempsey Hospital, Farmington, CT
- Connecticut Children's Medical Center, Hartford, CT

### PARTNERSHIPS/ALLIANCES

- MetroHartford Alliance, Hartford, CT
- East of England International Office of the Cambridge Chamber of Commerce, UK
- US Dept. of Commerce Export Assistance Office, Middletown, CT
- Pioneer Valley Life Sciences, Springfield, MA
- CBIA (CT Business and Industry Association), Hartford, CT
- Connecticut Technology Council (CTC), East Hartford, CT
- Connecticut Center for Advanced Technology (CCAT), East Hartford, CT
- Connecticut Space Grant Consortium, West Hartford, CT (located at University of Hartford)
- Connecticut Venture Group (CVG), Stamford, CT
- New Hampshire Bio/Medical Council
- Medical Development Group (MDG), Massachusetts
- Clinical Device Group, Chicago, IL
- RTC – Regional Technology Alliance, Springfield, MA



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## **EVENTS 2010**

JANUARY 27 - SEMINAR – “Smart Implants” presented by Jim Ohneck, Director of Sales and Marketing, Valtronic Technologies USA, Inc., Solon, OH. Learn what a smart implant is, how they work, the challenges of manufacturing them and successful examples already in use. Seminar will be held in Patterson Auditorium at UConn Health Center, Farmington, CT beginning with a networking reception at 5:30pm. Free to attend.

MARCH 23 – New funding opportunities (federal grants) at NIH through NIBIB (National Institute of Biomedical Imaging and Bioengineering) presented by William Heetderks, MD, PhD, Director of Extramural Science Programs, NIH, Bethesda, MD. Event will be held at University of Connecticut Storrs. Exact location and time to be announced. Free to attend. Specifically directed for academics and small business researchers.

APRIL 14 - “Tri Our New Technologies” sponsored by BEACON, New Hampshire Bio/Medical Council and Medical Development Group (MDG) in Massachusetts - networking and panel presentation on “hottest” new technology in each state. Event will be held at UMASS Medical Center, Worcester, MA. Beginning with cocktail reception at 4:00pm, panel will start at 5:30pm. Registration at: [www.meddevgroup.org](http://www.meddevgroup.org)

APRIL 20-22 – Small Business Innovation Research (SBIR) National Conference held at the Connecticut Convention Center, Hartford, CT – BEACON is a sponsor and will have a booth. Registration cost to attend conference. Register at: [www.sbirnational.com](http://www.sbirnational.com)

APRIL 28 - SEMINAR - “Regenerative Medicine” presented by Dr. Koudy Williams, Institute for Regenerative Medicine, Wake Forest University School of Medicine, North Carolina. Event will be held at Hospital of Special Care, New Britain, CT beginning with a networking reception at 5:00pm. Free to attend. This event is sponsored by Pfizer.

SEPTEMBER 15 – SEMINAR - “Revolutionizing Prosthetics 2010” presented by James Beaty, Signal Analysis Team Lead, Johns Hopkins Applied Physics Lab, Laurel, MD. Event will be held at the Connecticut Science Center, Hartford, CT. It will begin with a networking reception at 5:00pm, followed by talk in the 3D Science Theater and possible tour of the facility when the event is concluded. Co-sponsored with the Connecticut Science Center. More details to follow. Free to attend.

### 10<sup>th</sup> Anniversary Celebration Event

Tuesday evening, November 30 – Maneeley’s Banquet & Conference Center, South Windsor, CT  
Sponsorship Opportunities Available! Contact BEACON for details: -1-877-723-2266.

Early confirmed sponsors: Trinity College; Saint Francis Hospital & Medical Center Foundation;  
Hartford Hospital

4:30-6:00 pm – Meet & Greet networking event for those attending dinner.

6:00-8:00 pm – Celebration Dinner with presentation of the BEACON Medical Technology Award and Keynote Speaker Larry V. McIntire, PhD, Editor-in-Chief, *Annals of Biomedical Engineering*, Georgia Institute of Technology.



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**FOR IMMEDIATE RELEASE**

March 10, 2010

Contact: Terri Wilson, Co-Executive Director  
(877) 723-2266 · (860) 547-1995

One Congress Street, Suite 201, Hartford, CT 06114  
FAX (860) 727-0311 · [www.beaconalliance.org](http://www.beaconalliance.org)

## BEACON Celebrates 10<sup>th</sup> Anniversary

**Hartford, Conn.** – The Biomedical Engineering Alliance & Consortium (BEACON) is celebrating its 10<sup>th</sup> anniversary with a special event on November 30<sup>th</sup>. BEACON is a non-profit trade organization comprising academic and medical institutions and corporations dedicated to development and commercialization in medical devices and technology.

For over ten years BEACON has evolved from an academic consortium of biomedical engineering programs at three Connecticut colleges and universities into an active network of individuals and corporations devoted to the advancement of new medical technology in the region. Based in Hartford, Connecticut, BEACON has members are from three states and Puerto Rico. Known as a “Preferential Access Network,” this group of members shares information, provides assistance to each other, and shares resources in order to make the region a strong center for the medical device and its manufacturing industry.

A study published in May 2009 by the Advanced Medical Technology Association showed that in 2006 national medical device spending totaled \$131.6B. According to the U.S. Census Bureau for Foreign Trade, exports of medical devices in 2008 from Connecticut were \$927M; in Massachusetts \$4.8B; in Rhode Island \$1.4B; and in New York \$2.2B. Coupled with the need for new medical technology for the baby boomer generation including, home health products, non-invasive surgical devices, safer hospital environments, BEACON continues to promote the expansion of funding of new medical technology for entrepreneurs as well as for innovations taking place within industry, colleges/universities and manufacturers.

BEACON’s 10<sup>th</sup> anniversary celebration on November 30, 2010 will feature a keynote presentation by Larry McIntire, Ph.D., Georgia Tech & Emory University who will give a talk on “Collaborations for Success” – how government, industry and academia can partner to achieve financial success.

The event is open to the public. Registration information will be available June 1 through the website: [www.beaconalliance.org](http://www.beaconalliance.org)

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**KEYNOTE SPEAKER**  
**BEACON'S 10<sup>th</sup> ANNIVERSARY CELEBRATION EVENT**

**NOVEMBER 30, 2010**

**Larry V. McIntire, Ph.D.**

Wallace H. Coulter Chair

*The Wallace H. Coulter Department of Biomedical Engineering*

*at Georgia Tech and Emory University*

313 Ferst Drive, Suite 2116

Atlanta, Georgia 30332-0535

**Tel:** 404/894-5057

**Fax:** 404/385-5028

Dr. Larry V. McIntire joined the Georgia Institute of Technology and the Emory University School of Medicine in 2003 as the Wallace H. Coulter Professor and Chair of the Coulter Department of Biomedical Engineering at Georgia Tech and Emory University. Dr. McIntire received his BChE and MS degrees from Cornell University in 1966 and his PhD from Princeton University in 1970 -- all in chemical engineering. He joined Rice University in January 1970 as an Assistant Professor. Dr. McIntire served as Chair of the Department of Chemical Engineering from 1982-1989, the E.D. Butcher Professor at Rice from 1982-2003, the founding Chair of the Bioengineering Department there from 1997-2003 and the Chair of the Institute of Biosciences and Bioengineering from 1991-2003. He is the author of more than 400 publications and papers in the areas of bioengineering applications in vascular biology, thrombosis, atherosclerosis, and inflammation. Dr. McIntire is also a Founding Fellow and past President of the American Institute of Medical and Biological Engineering. He is past President and Fellow of the Biomedical Engineering Society and past President of the North American Society of Biorheology and a Fellow of the American Heart Association. Dr. McIntire was the 1992 recipient of the American Institute of Chemical Engineering Food, Pharmaceutical, and Bioengineering Division Award, Chair of that Division in 1998, elected a Fellow of that Institute in 1994, the 1992 ALZA Distinguished Lecturer for the Biomedical Engineering Society, Sigma Xi National lecturer for 1993-95 and in 1998, he was elected a Fellow of the American Association for the Advancement of Science. In 2001, Dr. McIntire was elected to the National Academy of Engineering and was appointed Editor-in-Chief of the *Annals of Biomedical Engineering* (the journal of the Biomedical Engineering Society), effective January 2002 – December, 2009. Additionally, Dr. McIntire is also the 2003 recipient of the Biomedical Engineering Society Distinguished Service Award and Presidential Award and the 2009 Distinguished Service Award.

Photo of Dr. McIntire available from BEACON.



**History of BEACON Medical Technology Award**  
**2010 Award will be presented on November 30, 2010 at Celebration Event**

The BEACON Medical Technology Award was created and debuted at the MEDi 2005 Conference and Exhibition, Connecticut Convention Center, Hartford, CT.

What is the Award? *The BEACON Medical Technology Award is presented to an individual or organization/corporation in recognition of significant advancement in the development, commercialization and/or manufacturing of new medical technology.*

Previous award winners:

2005 – **Inframat Corporation**, Farmington, CT for work in nanotechnology and coatings on medical devices.

Contact: David Reisner, CEO, 860-678-7561.

2006 – **Saint Francis Hospital and Medical Center**, Hartford, CT for introducing CyberKnife® to the region allowing for full body radiosurgery system.

Contact: Connecticut CyberKnife® Center at Saint Francis, 860-714-4764

2007 – **Genomas, Inc.**, Hartford, CT for groundbreaking research and applications in DNA-guided medicine for various diseases.

Contact: Dr. Gualberto Ruaño, President & CEO, 860-545-4574

2008 – **The Hospital of Central Connecticut**, New Britain, CT for software development of an electronic record-keeping system for the emergency room.

Contact: Jeffrey Finkelstein, MD, chief of emergency medicine, The Hospital of Central Connecticut, 860-224-5011

2009 – **Soft Tissue Regeneration, Inc.**, Stamford, CT for development of a biodegradable scaffold to encourage tissue regeneration specifically to repair ACL injuries.

Contact: Joseph Reilly, CEO, 973-879-6367

2010 – Award winner will be announced at 10<sup>th</sup> anniversary celebration event on November 30, 2010.



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## Sponsorship Opportunities

### BEACON's 10<sup>th</sup> Anniversary Celebration Event

Tuesday Evening, November 30, 2010

Maneeley's Banquet & Conference Center, South Windsor, CT

- Founder - \$5,000
  - Listing in formal printed invitations (250 will be mailed)
  - Full page ad in event program book
  - Table of 8 at dinner
  - Banner with company logo to be displayed at event
  - Participation in birthday cake cutting on podium
  
- Support - \$2,500
  - Listing in formal printed invitations
  - Half page ad in event program book
  - Banner with company logo to be displayed at event
  
- Contributor - \$1,000
  - Listing in formal printed invitations
  - Quarter page ad in event program book
  - Listing on shared banner with Friends
  
- Friend - \$500
  - Listing in formal printed invitations
  - Company name listed in event program book
  - Listing on shared banner with Contributors

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Company Name as you want it to appear in the printed invitation

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Date

Please fax to: 860-727-0311 or e-mail choice to: [theresa.wilson@beaconalliance.org](mailto:theresa.wilson@beaconalliance.org)

Deadline to be included as a Sponsor is May 1, 2010