

BEACON SEMINAR SERIES STARTING AND YOU'RE INVITED!

Mark your calendars now for these networking and educational events

Once again BEACON is offering a series of seminars this winter and spring to provide education on a variety of issues as well as a time to network with others in the BEACON community. All of these events are from 5:00 – 7:00 p.m. with the networking reception in the first hour. You can register on-line at: www.beaconalliance.org or call BEACON at 860-547-1995. The events are free to BEACON members. Non-members are \$35 per event. A discounted series price for non-members is \$150 for all 5 events.

February 10 – “An Update of the Findings of the Outsourcing Subcommittee of the Governor’s Jobs Cabinet” presented by John Pavia, Professor of Law, Quinnipiac College and Chair of the Outsourcing Subcommittee appointed by Gov. M. Jodi Rell. John will present recommendations being considered by the Governor’s Jobs Cabinet that could affect the medical device industry. It is being held at the South Congregational Church, 277 Main Street, Hartford, CT.

March 14 – “Applied Technologies in Patient Safety: a Continuum of Tools and Processes” presented by Ed Garibian, Applied Software Technologies and Eric Rosow, Premise Development. The key focus will be on patient safety issues as it relates to state-of-the-art information technology capabilities. It is being held at St. Francis Hospital & Medical Center, 114 Woodland Street, Hartford, CT.

March 17 – “Is There a Pot of Gold Under the Biomedical/Medical Device Rainbow” presented by Juan Sanchez, M.D., Punk, Ziegel & Company, New York. Juan will give an economic forecast for the biomedical sector. It is being held at the Springfield Enterprise Center, on the campus of Springfield Technical Community College, Springfield, MA.

April 21 – “Challenges & Opportunities in Outsourcing Drug Manufacturing” presented by John Dobiecki & Dr. Merribeth Morin of Microtest Corporation, Agawam, MA. The presentation will focus on the availability for contract drug manufacturing for biotech companies along the I-91 Corridor from New Haven, CT to Springfield, MA. It is being held at the Omni Hotel, New Haven, CT.

May 12 – “Protecting your IP” presented by Bob Fiesler, Attorney at Law, McAndrews, Held & Malloy LTD, Chicago, IL. This session will focus on the legal aspects of IP protection and what you need to do to find the right advice for your product. It is being held at BEACON Headquarters, 1 Congress Street, Hartford, CT.

New member welcome



The Puerto Rico Technoeconomic Corridor (PRTEC) is a non-profit organization established in 1999 that integrates industry, academia and government in efforts to promote innovation and the high technology industry in the western region of Puerto Rico. PRTEC has several major initiatives. One of them is to form clusters for the main industries in the region such as Information Technology and Medical Devices. These clusters would share best practices, training, supply chain synergies as well as work together with universities on R&D projects that will improve the competitive position of the participants. For more information visit: www.prteconline.com.

United You Stand Divided You Flounder

The following was written by Paddi LeShane,
CEO, Sullivan & Leshane, Inc., Hartford, CT

It's interesting to note that in great numbers (72%), and under great risk, Iraqis showed their commitment to democracy last week while during the 2004 presidential elections in the US only 62% expressed their opinion of who should be our country's next leaders and, more importantly, what direction the country should take in the next four years.

According to the CT Secretary of the State, during the 2004 statewide elections, only 64% of CT's eligible population is registered to vote and of that number, only 56% actually cast their ballots. You do the numbers – that means that approximately 1 million people decided the direction CT would take for four more years. WOW!

What's the moral of this story? It does not take a lot to make a difference. How does this relate to small medical device companies or manufacturers of medical devices or a precision manufacturer?

It means that the medical device industry needs to unite and, with a strong voice, advocate for the changes needed to make CT a competitive place to do business. You can truly make a difference in how CT views your company's contributions to the state economy, what resources CT will dedicate to training a workforce capable of meeting your needs, where CT will allocate it's limited financial resources for growth and expansion of CT businesses and when CT will recognize and reward the contributions and potential of the medical and precision manufacturing sector of the state's economy.

Timing in life is everything. At the present time, CT has a new Governor dedicated to making things work for CT's business and people. There is new legislative leadership looking for business sectors that are working and are positioned to best benefit from targeted investments resulting in a stronger statewide economy. Unlike the voters across the country and in CT, there is no shortage of private participants in the legislative process. Each and every major business sector and industry has vocal representation in the halls of government and compete head to head daily for the ear of CT's elected officials to secure a piece of our state's limited resources – whether in the form of tax incentives, economic assistance or special legislation to provide relief from regulatory burdens or market opportunities to create advantages for CT-based companies compared to neighboring states with identical industries.

With a well thought-out strategy and organized effort of individuals advocating for state policies at the legislative and agency levels, CT can become a more competitive, friendlier, more effective place for your industry. **To make this happen, join the 2005 BEACON initiative for legislative advocacy now.**

BEACON has recommended several initiatives (see John Pavia's presentation on February 10) to make the business environment a better place for the medical device sector. The initiatives recommended include: 1) Workforce Development - support training and recruitment of individuals to work in the precision manufacturing industry; 2) Creation of a venture capital fund to target higher than normal risk for medical device startups and expansion initiatives by precision manufacturers; 3) Provide financial incentives for companies to become certified as FDA approved manufacturers; 4) Develop a partnership with the State of CT to support, expand precision manufacturing industry along the I-91 Corridor.

It could not be a better time for the medical device industry and precision manufacturers to come together and request public policies, economic incentives and fiscal policies support the growth and development of the medical industry sector of CT's economy. **Join BEACON to make your company's future bright in Connecticut.** For more information on how to join BEACON, contact Terri Wilson at 860-547-1995 or theresa.wilson@beaconalliance.org.

BEACON

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BEACON 2005 Members: 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 Care, Baystate Medical Center, and The University of Stuttgart. Corporate Sponsors include: Pfizer, TYCO Health Care Kendall, TYCO Ludlow, GE Medical, Northeast Utilities, Court Square Data Group, Vivax Medical Corp., Pepe & Hazard, Pullman & Comley, Day, Berry & Howard, Premise Development, UBS Financial Services, McCormick, Paulding & Huber, MicroTest Laboratories, Eastern Plastics, Inc., Applied Software Technologies/ePortal Software Group, PRTEC, McAndrews, Held & Malloy, Robinson & Cole, GENOMAS, Inc., Ciracet Corporation, Nerac.com and Inframat