

HOT! HOT! HOT! SUMMER 2004 AT BEACON

FINAL EVENT OF THE SEMINAR SERIES WAS WELL RECEIVED!

The BEACON Seminar Series 2004 finished with a presentation and tour of the Engineering Applications Center at University of Hartford on June 17th. Dr. Devdas Shetty, PhD, PE, talked about the University's role in high technology R&D. The mission of the Center is to bring real life projects to students through partnerships with large industry in areas of engineering such as acoustics, noise control, environmental, manufacturing and biomechanics. During the tour a demonstration was presented of the Ambulatory Rehabilitation System which allows a patient to be suspended but move in all directions. BEACON thanks the University of Hartford for sponsoring this event.



Dr. Shetty showing visitors around the Center

MEDICAL DEVICE STUDY PRESENTED

*Report available at:
www.hartfordspringfield.com*

As reported in previous newsletters, BEACON was commissioned in 2003 by Northeast Utilities to conduct an assessment of the medical device industry along the I-91 Corridor from New Haven, CT to Springfield, MA. On June 11th the report entitled, *Potential for Growth* was presented to an audience of about 100 including a panel of three experts who gave their view of the significance of the findings presented in the report. Some of the facts that were presented include:

- Think regionally not as individual cities;
- The region ranks among the Top 50 areas in the nation relative to industry concentration;
- The region is the home to a substantial support system – health care institutions, precision machining capabilities, critical mass and industry support groups;
- The region offers potential new markets for the area's machining and tooling firms, historically engaged in contract aerospace manufacturing; and,
- The region has a lower cost of living than other metro areas with which it competes, including Boston and California bastions.

According to the report, medical devices and supplies are a \$75B industry with an annual rate of growth at 9% for the past decade. Two follow up meetings were held to further discuss what the next step should be. They centered on five areas – capital acquisition, collaboration and technology transfer, training and personnel, public policy and marketing. It was noted that the medical device industry has a presence, but no strategy. Emphasis was placed on learning about the successes of the Minneapolis/St. Paul area and how strong the medical device industry has become. A summary on the two follow up meetings has been compiled and is available on the BEACON website.

2004 SYMPOSIUM AND TECHNOLOGY FAIR COMING IN OCTOBER!

www.bionanotechnology2004.org

As of publication of this newsletter, BEACON is pleased to announce it has secured four major sponsors for the event – CBIA Education Foundation, Boston Scientific, Pfizer and the Nano Business Alliance. We are looking for many more! To date, 14 exhibitors have agreed to showcase their products! The event will once again be held at the Heublein Education Center at Hartford Hospital in Hartford, CT. The topic of the morning session

will be ***Bionanotechnology: The World of the Small in Medicine.*** The keynote speaker will be **Larry Bock**, Co-Founder and Executive Chairman of the Board of Nanosys, Inc. located in Palo Alto, CA. Nanosys is an industry leading nanotechnology company developing nano-enabled systems applying them to energy, defense, electronics, healthcare and information technology. Mr. Bock will bring with him over two decades of research and development in many areas that lead to the explosion of nanotechnology going on today. During the morning, several speakers will share their insights into how nanotechnology is used in the life sciences. Below is a list of the confirmed speakers and the title of their presentations:

Gregory Tew, Ph.D., UMASS-Amherst, Polymer Science Center, "Merging Chemistry, Materials Science & Biology"

Kambiz Pourrezaei, Ph.D., Drexel University, Nanotechnology Institute, "Applications of Nano Optical Probe to Single Cell Imaging"

Jie Han, Ph.D., NASA Ames Research Center, Nanotechnology, "Applications in Space"

Mark Saltzman, Ph.D., Yale University, Director, BME, "Biomaterials & Nanotechnology in Drug Delivery"

David Reisner, Ph.D., CEO & President, Inframmat, "Medical Nanocoatings"

Michael Weiner, CEO, Biophan Technologies, "Experience of an Emerging Company"

Gualberto Ruano, M.D., Ph.D., President, GENOMAS, "Physiogenomics and Nanotechnology: A Systems Engineering Approach to Personalized Healthcare"

JoAnne Feeney, Ph.D., VP of Research, Punk,Ziegel & Company, "Economic Forecast for BioNanotechnology"

As always, the Technology Fair will feature posters and exhibits of research, prototypes, products and systems in any field of Biomedical Engineering. This is an especially important showcase for faculty, clinicians and entrepreneurs. The sharing of ideas, prototypes and products will stimulate collaborative research, industrial partnering and hopefully encourage the venture capitalist community to take an early interest in these ideas. Furthermore, there are cash awards totaling \$1,000 for the best three posters! To sign up to show a poster, please contact our offices *as soon as possible* since there are only sixty 4' x 4' spaces available. We encourage all faculty, researchers, entrepreneurs and industrialists to showcase their products and ideas! All details are at: www.bionanotechnology2004.org. Check it out!



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BEACON WELCOMES ANOTHER CORPORATE MEMBER!

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PEOPLE POWERED SEARCHING

Nerac is unique within the information community. Our nearly 250 employees are responsible for responding to client requests in 34 countries comprised of more than 5,100 companies. For nearly 40 years, Nerac has been locating mission critical data for R&D companies worldwide. Our people powered model enables Nerac to locate specific information our clients can't find or don't have the time to find in on their own. Clients pose questions to our staff of scientists and engineers who then access our proprietary resources via mainframe computer to located information on competitors, published research, patents, statistics, conference papers and more. In the five years between 1997 to 2001, Nerac enjoyed revenue growth that placed the company among those named in Deloitte & Touche's "Technology Fast 50" program for Connecticut. We were pleased to make that list again last year. To learn more, Nerac is holding an Open House at their Tolland, CT headquarters for all BEACON members on Wednesday, September 8 from 3:00-5:45pm. The discussion will be centered around "Gaining Access to Mission-Critical Biomedical Information and Patents." Contact Nerac for details at: 860-872-7000.

Kevin Bouley, President, NERAC

NEW BEACON WEBSITE

One of the last steps to the new BEACON brand is the website. As of this printing, the new website will now match our other marketing materials with the logo and tag line. We hope you like it!

www.beaconalliance.org

Correction

We wish to correct the information given in the last newsletter on new BEACON member, GENOMAS, LLC. They have moved their offices from New Haven to Hartford Hospital, Hartford, CT. Their new phone number is: 860-545-4574. We apologize to GENOMAS for this mistake.

BEACON 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, Paulding & Huber, MicroTest Laboratories, Vivax Medical, Electron Technologies, Applied Software Technologies, CCAT, Micro-Invasive Technologies, McAndrews, Held & Malloy, nerac.com, Robinson & Cole, GENOMAS, LLC and Inframmat Corporation.