

## SPECIAL INVITATION



You are cordially invited to join BEACON in a special two-part event on Tuesday, November 3<sup>rd</sup> with an “open to all” BEACON Meet & Greet reception followed by an industry panel of experts who will present the “*Forecast for the Next Decade of the Medical Device Industry.*” This is the final event in the Pfizer Sponsored Seminar Series for 2009. It will be held at the Northeast Utilities Headquarters, Berlin, CT. You are welcome to bring colleagues.

Speakers for the “Medical Devices: The Next Decade” industry panel will be:



**Joseph Woody**

President, Vascular Technologies  
Covidien  
Mansfield, MA



**Patty Nichols, CPCU**

Director of Medical Technology  
Travelers Global Technology  
Minneapolis, MN



**Joel Douglas**

Chief Technology Officer  
eGen LLC  
Groton, CT

Covidien is a \$10B global healthcare products company. Mr. Woody oversees Covidien’s full portfolio of vascular products, including dialysis catheters, vascular access products, compression devices, and systems for the treatment of deep vein thrombosis including venous reflux disease. He joined Covidien in May 2009 having just completed a term as Global President, Advanced Wound Management for Smith & Nephew, Inc. where he was responsible for management, strategy development and operational execution for the \$900M global business with 2,600 employees. He has a B.A. from California State University, Fullerton.

As the Director of Medical Technology for Travelers Insurance Company, Ms. Nichols is responsible for profitability, growth and strategic direction of Medical Technology underwriting. Under her leadership, the underwriters are adept at applying out-of-the-box thinking on behalf of today’s medical technology companies that do not fit easily into a box. The result is the development of unique risk management

solutions that work for all involved. She is a graduate of St. Cloud State University, Minnesota and holds the Chartered Property Casualty Underwriting (CPCU) designation.

As holder of 75 U.S. patents and having successfully launched several medical device company start-ups, no one knows better the struggles, challenges and joys of an entrepreneur in the medical technology field than Joel Douglas. The first company he co-founded was Amira Medical, developer of AtLast™, the first alternate site glucose meter. After winning several awards, Roche Diagnostics purchased Amira Medical allowing Joel to start another company, Sterling Medivations, which was later acquired by SpectRX, Inc. based in Norcross, GA. The editors of Medical Device & Diagnostic Industry (MD&DI) named him as one of the 100 most notable people in the medical device industry in 2004. Some may know him as the founder of MysticMD here in Connecticut which has focused on several new medical technology start ups. He has a B.S. degree in Civil Engineering from University of Connecticut and an M.A. degree in Computer and Information Science from University of New Haven.

Topics covered by the panel will include:

- *Retention and growth of medical device companies in the U.S.*
- *Strategies for medical device companies to compete globally*
- *How the future depends on entrepreneurs and what they need to succeed*

#### Schedule of Events:

#### **BEACON Meet & Greet**

4:00pm – 5:30pm – social networking time open to all attendees

#### **Industry Panel Presentation**

5:45pm – 7:00pm

There will be time for Q&A following the panel presentations

Location: Northeast Utilities Auditorium  
107 Selden Street  
Berlin, Connecticut 06037

<http://www.nu.com/business/directions/default.asp>

\*\*\*Please make sure to use the directions for the  
BERLIN headquarters offices.\*\*\*

Free parking on the premises.

There is no charge to attend, but it would be appreciated if you would reserve in advance to: 860-547-1995 or [theresa.wilson@beaconalliance.org](mailto:theresa.wilson@beaconalliance.org)