



Designing Our Future

An snapshot of the
MedTech Community

style

November 11, 2010,
**January 12,
2009**

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MedTech was Founded in 2004

Four companies saw the need for an industry-driven resource focused on facilitating the commercialization of new medical products in the region

- > Announced and Incorporated July 27, 2004
- > Public launch October 25, 2004

MedTech strives to form an organized and nationally recognized biosciences region where companies and professionals seek to do business



Bristol-Myers Squibb Company

Mission Focused on New Product Commercialization

Goals are tied to delivery on the mission

MedTech accelerates the commercialization of new biosciences products by developing the relationships, tools and programs that enable Upstate New York companies to bring tomorrow's medical solutions to the healthcare marketplace

- > **New products to market**
- > **Thriving new companies and spin-offs**
- > **Increased translation and transfer from research institutions**
- > **Additional R&D funding to members**
- > **Increased capital investment**
- > **Stronger, coordinated industry presence in the region**

Who are the MedTech Members?

Technologies

- ❑ Pharmaceuticals, biologics
- ❑ Medical devices (diagnostic, therapeutic)
- ❑ Bioinformatics and medical software
- ❑ Bio-sensor technologies
- ❑ Digital and wireless technologies with medical applications
- ❑ Micromachines and nano-technologies with medical applications

Markets

- ❑ Hospital/acute care, including outpatient and allied clinic
- ❑ Physician office/community clinic
- ❑ Emergency medicine/first responder/public access
- ❑ Long term care and skilled nursing facilities
- ❑ Home care and self-care
- ❑ Telemedicine
- ❑ Military and government medicine; homeland defense
- ❑ Occupational/corporate health

Three types of members: Primary Member, Research Affiliate, Associate Member

MedTech Forums Connect Bio/Med Professionals

Industry Leadership & Business Development Events

MedTech Institute

Early-stage Commercialization and Growth Programming

MedTech Annual Conference

Connect to Collaborate

Promote & Advocate

Educate & Inform

Affinity Groups

- › **Operations & Manufacturing**
- › **Regulatory Affairs & Quality Systems**
- › **Clinical Trials**
- › **In-House Counsel**
- › **Scientific Library Resources**

Events & Programs (samples)

- › **Catalyst Forums**
- › **BioVenture Luncheon Series**
- › **Good Manufacturing Practice**
- › **FDA Regulatory Compliance**
- › **Good Clinical Practice**
- › **Material Systems and Lean Manufacturing**
- › **AAMI Training: QSR & Industry Practice**
- › **Pre-Seed Workshops**



Regional Innovations are Shaping the Future of Healthcare



LABORATORY ALLIANCE of Central New York, LLC



Ortho Clinical Diagnostics a Johnson & Johnson company

