

## Medical Development Group 2009/2010 Program Calendar



### ■ Forum Panels (*Foley Hoag Emerging Enterprise Center, Waltham*)

- 2009 Sep 16 Startup Funding in Hard Times\*
  - Oct 7 Merging Mindsets: Device-Biotech Combination Products
  - Nov 4 Healthcare Reform and its Effect on Medical Technology Usage
  - Dec 9 Acquisitions: The Acquirer's Perspective
  - 2010 Jan 6 Women's Health: New Markets, Expanding Opportunities
  - Feb 3 The Interoperability Challenge: Getting Devices to Talk to Each Other
  - Mar 3 Neonates to Nonagenarians: Critical Unmet Needs of Special Patients
  - Apr 7 Biomaterials, Polymers and Engineered Surfaces:  
What's New for Medical Devices
  - May 5 The Future for Home Use Devices
  - Jun 2 Nanotechnology and the Future of Medical Devices
- \*Special SuperNetworking Event

### ■ Networking Meetings (*Rebecca's Cafe, 275 Grove Street, Newton*)

- 2009 Oct 21 Post-approval Studies: Maximizing the Value of Clinical Experience
- Nov 18 Pre-clinical Device Qualification: Keeping the FDA Happy
- 2010 Jan 20 Cost-effective Market Research for Startups
- Feb 17 Customer Service for Startups and Beyond: How to Do It Right
- Mar 17 Unlocking the Value in Dormant IP
- Apr 21 The Power of Trade Secrets: When Not to Patent Your Invention
- May 19 Product Liability for Device Manufacturers: Limiting Your Exposure
- Jun 16 The Evolution of Angel Financing:  
Changing Perspectives, Goals and Requirements
- Jul 21 GNP: Good Networking Practices
- Aug 18 Transitioning into the Medical Device Industry

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 If you are interested in sponsorship opportunities,  
 please contact David Kaufman at [dkaufman@meddevgroup.org](mailto:dkaufman@meddevgroup.org) or 617-345-6789.  
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### ■ Upcoming Events

#### Oct. 7 Forum: *Merging Mindsets: Device-Biotech Combination Products*

David Hendren of Catalyst Health Ventures will moderate a panel discussing personalized medicine in the device space, exploring cost/benefit trade-offs between the blockbuster model and individualized treatment.

#### Oct. 21 Networking: *Post-approval Studies: Maximizing the Value of Clinical Experience*

## Season Opener: SuperNetworking

### Start-up Funding in Hard Times

September 16, 2009  
 Emerging Enterprise Center at Foley Hoag

### ■ Program Description

Last year's SuperNetworking event addressed the difficulty medical device and diagnostics entrepreneurs had "securing equity investments despite the fact that investors (VCs, private equity firms, etc.) have large amounts of uncommitted capital."

What a difference a year makes! This year's kickoff event addresses the challenges these same entrepreneurs now face, given today's extremely difficult economic and financing environment. We are pleased to be able to offer attendees perspectives from both the private and public sectors, in what is sure to be an informative evening for medical device entrepreneurs of all stripes.

### ■ Moderator

**Christopher Palatucci**, PhD, Partner, Palatucci Executive Search, Worcester

### ■ Presenters

**Chris Velis**, Chairman and CEO, Medical Capital Advisors, Woburn

**Susan R. Windham-Bannister**, PhD, President & CEO,  
 Massachusetts Life Sciences Center, Waltham

### ■ Agenda

- 5:30 Registration, informal networking, buffet dinner
- 6:30 MDG announcements
- 6:40 Opening comments by moderator and introduction of speakers
- 6:50 Speaker presentations
- 7:30 Q&A
- 8:00 Continued networking and dessert

### ■ MDG Mission

MDG's Mission is to contribute to the continuing development of medical devices and other medical technologies by enhancing the professional development of its members, fostering and supporting entrepreneurial thinking, serving as a forum for exploration of new business opportunities, and promoting best practices in enterprise management.

Please pre-register for MDG events.  
 For more information, visit [www.MedDevGroup.org](http://www.MedDevGroup.org).

## ■ Biographies



Chris Palatucci

**Christopher Palatucci**, PhD, is the founder of Palatucci Executive Search, LLC, a rapidly growing executive search firm focused on C-level assignments in the life sciences and 'bio-related' cleantech industries. He has successfully concluded senior search assignments for companies ranging from those in the portfolios of leading venture capital firms to major, public, multi-national organizations. Previously he was the life sciences practice leader at Polachi, a leading executive search firm, and successfully built the new practice area. Earlier in his career he held senior management roles at Interleukin Genetics, Inc. and the Athena Diagnostics division of Elan Pharmaceuticals. Dr. Palatucci's early professional career focused on strategic analyses on a wide range of therapeutic and other products in multiple disease areas for biotechnology and pharmaceutical clients at Kendall Strategies/Feinstein Partners. He received his undergraduate degree from the University of Rochester and his PhD in neuroscience at Clark University.



Chris Velis

**Chris J.P. Velis** has 17 years of experience serving as an investment banker to venture funds and high technology firms. Mr. Velis specializes in medical technology providing clients with a unique level of access to both strategic buyers and capital sources. Prior to founding Medical Capital Advisors, Mr. Velis was a partner, board member and managing director in charge of investment banking at HealthpointCapital. Prior to HealthpointCapital, he was head of medical technology investment banking at Brown Brothers Harriman. Previous to Brown Brothers, he was a partner at Mirus and began his career in corporate finance at Merrill Lynch. He holds an MBA from Boston University and a B.A. from the University of Massachusetts.



Susan Windham-Bannister

**Susan Windham-Bannister**, PhD, is president and CEO of the Massachusetts Life Sciences Center, a quasi-public entity created by the Legislature in 2006 to promote the life sciences within Massachusetts. She is former managing vice president of the Commercial Strategy Group for Abt Bio-Pharma Solutions Inc. Dr. Windham-Bannister has 35 years of consulting experience in life sciences and has worked with companies that represent all major industry sectors. A partial list of her clients includes Siemens Diagnostics, Roche, Pfizer, Genzyme and Massachusetts General Hospital. She most often works with executive level management and boards of directors on assessment of market opportunities and commercialization strategy. She holds a B.A. from Wellesley College, a doctorate in health policy and management from the Heller School at Brandeis University, and was a post-doctoral fellow at Harvard University's John F. Kennedy School.

## ■ MDG Officers, 2009-2010

President	Ed Berger	eberger@meddevgroup.org
Vice President	John Wlassich	jwlassich@meddevgroup.org
Secretary	Dick O'Brien	robrien@meddevgroup.org
Treasurer	ChongLim Kim	clkim@meddevgroup.org

## ■ MDG Board of Directors, 2009-2010

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Product Development & Manufacturing Outsourcing SIG	Michael Aprea	maprea@meddevgroup.org
Software SIG	Tony Raymond	traymond@meddevgroup.org

## ■ MDG Volunteers, 2009-2010

Sherry Alpert, MDG Member News	Lee Jones, Marketing and Operations
Robert Burger, Programming	Julie Lavalley, Marketing/PR
Joe Civiello, Sponsorships	Maria Shonyo, MDG Conference List
Suzanne d'Amonville, Marketing/PR	Charlie Sweet, Operations
Olivier Giuliani, Website Calendar	Jim Vellenga, Operations
Sharon Herman, Marketing/PR	Paul White, Website

*MDG runs on volunteers. If you would like to get involved, email the committee chairperson above.*

## ■ MDG Alliance Partners

128 Innovation Capital Group	www.128icg.com
Babson Life Sciences Club	www.babson-biotech.org
Beacon Alliance	www.beaconalliance.org
C-Net Boston (IEEE Consultants Network)	www.boston-consult.com
E-Net Boston (IEEE Entrepreneurs Network)	www.boston-enet.org
Medical Product Outsourcing	www.mpo-mag.com
Merrimack Valley Venture Forum	www.mvvf.org
MIT Enterprise Forum	www.mitforumcambridge.org
North Shore Technology Council	www.nstc.org
WPI Venture Forum	www.wpiventureforum.org

## Special upcoming programs from MDG

### Designing Better Medical Devices:

#### Begin With The Body In Mind™

Presented by Michael Drues, Ph.D.

#### Four Tuesdays in November:

- ◆ Nov. 3, 10, 17 & 24
- ◆ Dinner at 5:30 p.m. Seminar from 6–10 p.m.
- ◆ Tuition: MDG members: \$399; Non-members: \$499

This seminar provides a broad overview of medical device design by beginning with the biology and letting the engineering follow. The unique Begin with the Body in Mind™ approach first explains how the body is "designed" to work — then how to design a medical device to work with the body — not against it!

## Medical Software

### Special Interest Group

#### 2009-2010 Meetings

- **September 30**  
Development Lifecycle Roundtable
- **December 1**  
Validation of Clinical Trial Software
- **February 10**  
Software Outsourcing & Supplier Management
- **May 26**  
Risk Management in Software Development

All meetings 5:30–9 p.m.

Reservoir Place/Padanarum Room: 1601 Trapelo Rd., Waltham

More details: [www.meddevgroup.org](http://www.meddevgroup.org)