



Medical Device Outsourcing (Contract Manufacturing and Design & Development)

January 17, 2007
Silicon Valley Bank

■ **Program Description**

While the medical device industry has been late to the game in the use of outsourcing, it has been making up for lost time in the last few years. This trend looks to continue — and even accelerate — as many leading medical device OEMs such as Boston Scientific, Johnson & Johnson and Medtronic and have made strategic decisions to increasingly outsource manufacturing and development. In light of this development, a highly fragmented supplier base is consolidating and aligning in order to serve established OEMs and startups alike in a much more sophisticated manner than they have done so historically.

This panel discussion is a forum to discuss best practices in terms of how OEMs select and work with vendors and the value proposition that vendors offer OEMs. We also will discuss the strengths of the Boston/New England area and other geographic locations in terms of outsourced services. Our panel includes a mix of established OEMs and established vendors, and emerging OEMs and emerging vendors.

■ **Moderator**

Andrew Kinross, Associate Director, Navigant Consulting

■ **Panelists**

Chris McFadden, Sourcing and Engineering Manager, Boston Scientific

Thomas Taylor, Vice President, Global Marketing & Business Development, Healthcare, Nypro Inc.

Bob Lamson, Vice President, Sales & Marketing, MicroGroup

Doug Schumer, General Manager, TDC Medical

John Wlassich, Ph.D., Vice President of Development, Nomir Medical Technologies Inc.

■ **Agenda**

- 6:00 - 6:30 Networking and light dinner
- 6:30 - 6:35 MDG announcements
- 6:35 - 6:40 Moderator's introduction of topic and panelists
- 6:40 - 6:50 Brief comments from panelists
- 6:50 - 8:30 Moderated panel discussion
- 8:30 Adjourn

■ Biographies

Andrew Kinross is an associate director with Navigant Consulting. He consults to a variety of clients in the medical device outsourcing industry including contract manufacturers, OEMs, and private equity investors. He primarily gets involved in due diligence for private equity investors and assists contract manufacturers grow profitable sales through strategic planning, acquisitions and market intelligence. Prior to Navigant, Mr. Kinross worked for MedSource Technologies, now part of Wilmington, Mass.-based Accellent. Mr. Kinross was also involved in the creation of MedSource in 1999 while working as a consultant for Arthur D. Little. Mr. Kinross has a degree in civil engineering from the University of Waterloo in Canada and an MBA from Babson College.

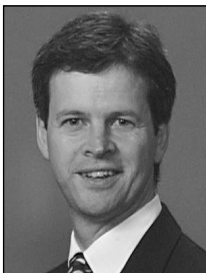
Chris McFadden works as a sourcing and engineering manager within Boston Scientific's Global Operations group. In his current role he manages the use of strategic suppliers and partners with new development suppliers to support the corporation's most significant growth programs. He leads a team-driven process to own the identification, evaluation, and selection of sourcing decisions for key programs. Mr. McFadden began his career as a manufacturing engineer at Westinghouse, before moving into the management of supplier relationships within the medical device industry. He holds a BS in mechanical engineering from the University of South Carolina and an MS in mechanical engineering and an MBA from MIT.

Thomas F. Taylor is vice president of global marketing and business development for the global healthcare business segment at Nypro Inc. Mr. Taylor joined the company in 2003 as vice president of business development for the Medical Products Group division, responsible for business development, joint ventures, strategic planning and mergers and acquisitions for Nypro's proprietary OEM medical products. As president of the Medical Products Group, he lead the company's cross functional initiatives on new proprietary medical products and technologies. Prior to Nypro, Mr. Taylor was vice president of the OEM healthcare business unit at Millipore Corp. He is a graduate of Ferris State University and holds an MBA from New Hampshire College.

Bob Lamson is vice president of business development for MicroGroup, Inc., where he oversees the marketing and advertising functions as well as portions of the sales function. He has been with MicroGroup for 10 years, six in his current position. MicroGroup provides precision machining services and stainless steel tubing and materials to the medical device and related industries. Prior to MicroGroup, Mr. Lamson worked in technical sales and in management at contract manufacturing companies. In 2001, Mr. Lamson received his MBA from the Olin School of Management at Babson College and received his BS in business administration from St. Michael's College.

Doug Schumer is general manager of the east coast division of TDC Medical, which he joined in November, 2006. Previously, he held senior management positions at several OEM medical device companies, including Animas/Johnson & Johnson, Thoratec, Novoste and Guidant. He holds BS and MS degrees in physics from Carnegie-Mellon University and a PhD from Rensselaer Polytechnic Institute.

John Wlassich is leading the development of a medical device portfolio with Nomir Medical Technologies. These new, noninvasive devices target indications that are poorly treated today. For 12 years prior to Nomir, Dr. Wlassich was with the Blade & Razor Division of the Gillette Company. At Gillette he held management positions in engineering, program management and R&D, leading multinational teams that contributed to the launch of the MACH3, M3Power, Activator 360 and Fusion products. His formal education is in mechanical engineering from MIT.



Andrew Kinross



Chris McFadden



Thomas Taylor



Doug Schumer



John Wlassich

■ 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.

■ MDG Officers, 2006-2007

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|-----------------|--|
| President | Martin Sklar, Director, Business Development, AlvaMed, LLC |
| President-Elect | Lisa Sasso, President, Medical Development Partners & Sasso Solutions, LLC |
| Secretary | Joyce College, Clinical Marketing Consultant |
| Treasurer | Jim Goell, Ph.D., Product Development Consultant |
| Board | Jerry Shapiro, Ph.D., President and CEO, Fem-Medical, LLC |
| Board | Ed Berger, Ph.D., Larchmont Strategic Advisors |
| Board | Bruce Horwitz, President, TechRoadmap Inc. |
| Board | Judy Isaacson, Director, Vital Now! |
| Board | David Zlotek, President/CEO, NeuroTech, LLC |

■ MDG Committee Chairs, 2006-2007

| | | |
|-------------------|-------------------|-----------------------------|
| Programming Chair | John Merhige | jmerhige@pluromed.com |
| Membership Chair | Brian Shoemaker | bshoemaker@shoobarassoc.com |
| Marketing Chair | Judy Isaacson | judy@vitalnow.net |
| Networking Chair | Mariangela Powley | mpowley@janikmedical.com |
| Sponsorship Chair | Mel Prenovitz | mel@melpren.com |
| Outreach Chair | Alan Kivnik | akivnik@corummedical.com |
| Operations Chair | David Miller | davidgmiller1@msn.com |

■ January Forum Co-Champions:

Andrew Kinross, Associate Director, Navigant Consulting

Nancy O'Neil, RAC, Regulatory Affairs Professional, CIS-US, Inc.

We are always looking for volunteers to help make our forums and networking successful. Please email the chairperson above if you would like to get involved with MDG.

**Coming Soon:
The new MDG Web site.
www.meddevgroup.org**

MDG Medical Development Group
The Industry's Professional Network

About Us | Resources | Membership | Events | Sponsors & Affiliates

On-Line Calendar | Members-only

Upcoming Events...

- January 10, 2007 MDG Forum@SVB "Beyond FDA - Considerations in Clinical Trial Design and Conduct"
- January 17, 2007 MDG Second January 2007 Forum: "Medical Device Outsourcing (Contract Manufacturing and Design & Development)".
Silicon Valley Bank
- 2006/2007 MDG Calendar

News & Announcements

- Dec. 12, 2006: MDG members Jerry Shapiro, David Kaufman and Ralph Grabowski win the MIT \$1K business plan contest award in their category for their team, Hemetics Development.
...more
- MDG welcomes our new Annual Sponsor, the Maxiom Group
...more

Welcome To Medical Development Group

New England's premier organization for individual professionals in the medical device and related fields

The Medical Development Group (MDG) is a community of individuals professionally committed to the Medical Device and other Medical Technology Industry segments united by the belief that innovation and advances in technology lead to substantial improvements in health care. ...more

Get Involved!

- MDG thrives because of the dedication of it's volunteer members. Contact our [Committee Chairs](#) to see where your unique skills can best help MDG grow.

Medical Development Group

2006/2007 Program Calendar

- **Forum Meetings** (Silicon Valley Bank, 1 Newton Executive Park, 2221 Washington St., Newton)
 - 2006** Sept. 6 Strategic Partnerships and Alliances: Assessing, Developing and Managing Relationships
 - Oct. 4 Anticipating and Responding to Changing Market Conditions Successfully
 - Nov. 1 Seeing the Light—New Advances in Diagnostic Imaging Using Optics and Light
 - Dec. 13 The Challenges of Medical Device Startups: Lessons Learned Along the Way
 - 2007** Jan. 10 Beyond FDA—Considerations in Clinical Trial Design & Conduct
 - Feb. 7 Distribution Options for Medical Device Companies
 - March 7 Integrative Medicine: Thinking Outside the Box
 - April 11 Medical Device Project Management: Challenges & Strategies for Development
 - May 2 Medical Device Software: Assessing Safety and Efficacy
 - June 6 Physician/Clinician Relationships: Making Them Work for You
- **Networking Meetings** (Pizzeria Uno, Newton Corner, and other locations)
 - 2006** July 19 Medical Technologies: State of the Industry
 - Aug. 16 Leadership & Team Building: Developing Intrapreneurial Skills
 - Sept. 20 Delivering Care Outside the Hospital as Boomers Turn 60
 - Oct. 18 Market Research: Improving Your Product and Market Decisions
 - Nov. 15 Medicare: The Changing Rules of Reimbursement (*Location: Silicon Valley Bank*)
 - Dec. 20 Does Size Really Matter: Small vs. Larger Companies
 - 2007** Jan. 17 Medical Device Outsourcing (*Location: Silicon Valley Bank*)
 - Feb. 21 Garnering and Managing Media Attention
 - March 21 Your Intellectual Property: How Much is it Worth?
 - April 18 Risk Management (ISO 14971): A Review
 - May 16 Strategies for Pre-Clinical Development
 - June 20 Post Market Surveillance: What to Expect
 - July 18 Working with Academia
 - Aug. 15 Finding a Position in the Medical Device Industry

**If you are interested in sponsorship opportunities,
please contact Mel Prenovitz at mel@melpren.com or 617-738-6599
or David Kaufman at david_kaufman@hotmail.com or 617-345-6789.**

■ Upcoming Events

February 7 Forum: *Distribution Options: How to Select Appropriate Sales Channels for Your Products*

Our speakers will give their perspectives on distribution options available to medical device and technology companies that plan to bring products to market in the U.S. and abroad. Discussions will include both pros and cons of working with direct sales forces, indirect or independent sales forces, distributors, partnerships and other possibilities.

February 21 Networking: *Garnering and Managing Media Attention*

How to attract media attention, how to manage it and how to ensure accuracy. Hear reporters and editors from leading publications describe their experiences covering device companies and offer advice of their own. Learn from case studies and examples.

Please pre-register for MDG events.
For more information, visit www.MedDevGroup.org.