Med Tech Sector Grew in 2012

In 2012, our regional Med Tech sector added eighteen new companies, while five were removed from the list, bringing our total to 126. Ten of the eighteen are new start-ups, while the rest were existing companies not previously identified, primarily in the telehealth and med tech software spaces. One of these, Eyefinity, a for-profit subsidiary of VSP, is well-established as the global market leader in electronic medical records and office workflow management software for optometrists. Their CEO Steve Baker has joined SARTA’s board.

Our job count for our defined industry codes (which do not capture software and telehealth companies) is now 4,728, up fourteen jobs from last year, but when we add in med tech software employees, where we’ve been able to access that data directly from the companies, the sector job count rises to 4,961.

The UC Davis College of Engineering has opened the new TEAM facility (Translating Engineering Advances in Medicine), a fully equipped prototyping facility, including 3D printing and scanning, CAD stations, catheter extrusion, laser cutting, circuit printing, and a fully-equipped machine shop. Primarily for engineering student projects, it will also be available for contract work, especially where the students can be employed in helping to create working devices for innovators with an idea. Funded research for the Biomedical Engineering department has skyrocketed under Chairman Kyriacos Athanasiou’s leadership, and now stands at almost $1M per FTE faculty member, with great strength in tissue engineering.

In telemedicine, CEO Barb Johnston led HealthLinkNow to win a $7.7M grant to bring its remotely accessed mental health care services to a series of rural mental health clinics in Montana, boosting HLN’s operations into multi-state mode. Quorum Technologies, under CEO Binda Mangat, has helped multiple developing countries install and implement national telemedicine networks, and TeleMed2U received a statewide contract to connect specialists with the California Telehealth Network.

UCDHS teams in regenerative medicine, working in conjunction with the Institute for Regenerative Cures, won three of seven disease-specific grants awarded, totaling over $53M, from the state’s CIRM, more than any other research institution. In addition, Bay City Capital invested $7M in SynGen, Phil Coelho’s new company, developing devices to be used by stem cell therapy researchers. In partnership with CSUS engineering students, John Chapman of StemCell Partners was able to invent, patent and license two new devices with applications in regenerative medicine to big med techs.

Region Launches Next Economy

Launched in early 2013, the Next Economy regional prosperity plan identifies five priorities that through the concerted effort of many will help create a new economic future for the region. Of those five priorities, the first is focused on “fostering a strong innovation environment” – recognizing the vital role that innovative, technology-focused companies have to play in our future.

Another of the five priorities cites the critical nature of economic clusters and identifies a cluster that includes medical technology and medical device companies as one of those with the strongest existing foundation and prospect for future growth.

SARTA and MedStart will play key roles throughout the five-year Next Economy effort. Most importantly, the MedStart group of med tech companies has the potential to lead the way to a strong economic future – a potential that is more widely recognized than ever thanks to the foundational work of Next Economy.

Claire Pomeroy: Leadership Personified

Neither MedStart nor the whole bioscience sector in our region would be where they are today without the exceptional and inspirational leadership provided over the last decade by Claire Pomeroy, MD, MBA, Dean of the Medical School, CEO of the UC Davis Health System, and Vice Chancellor of Human Health Sciences. Pomeroy led Human Health Sciences during a time of strong growth in both basic research and the translation of scientific discovery to clinical applications, including rapid growth in funded research, the formation of the Clinical and Translational Science Center, the establishment of the Institute for Regenerative Cures, a joint venture with Siemens PETNet and the Northern California PET Imaging Center, the location of BGI’s West Coast gene sequencing facilities on the Sacramento campus, among many other accomplishments (the Nursing School, the Comprehensive Cancer Center designation, the new Tower, the Education and Technology Buildings, etc).

Under her leadership, UCDHS was MedStart’s initial Founding Sponsor in 2008, and SARTA has teamed with UCDHS in connection with two prestigious NSF grants, one for a Partnership for Innovation Grant that funded the Medical Technology Commercialization Center, and an ongoing Ecosystem for Biophotonics Innovation AIR Grant, which has successfully commercialized several innovations in biophotonics.

In June, Claire Pomeroy will leave UC Davis to become the President of the Lasker Foundation in New York. Her absence will be felt, but the foundations she laid for this region will continue to foster growth.
Innovation at Kaiser Permanente

Van Crow, MD, MBA
Director, Innovation and Advanced Technology, Kaiser Permanente

As the nation’s largest private integrated care delivery system, Kaiser Permanente (KP) has won many awards for quality and innovation, including the world’s most advanced electronic health record. In that tradition, KP launched the Garfield Center for Health Care Innovation in 2006, in San Leandro, CA, an award-winning 37,000-sf care delivery simulation laboratory where innovative health care facility designs, clinical workflows, and technologies are tested without risking patient safety or operational disruption. Within its walls are a full-scale future hospital ward, operating room, patient room, home environment, and other innovative spaces.

Closely affiliated with the Center, KP’s Innovation and Advanced Technology (IAT) Group tracks industry trends and evaluates new technologies, and has covered over 1,200 technologies since 2006. As part of its future-sensing work, IAT has engaged in discussions with leading-edge researchers at health care organizations, academic and government institutions, technology vendors, the investment community, and international delegations. Internally, IAT has cultivated an active innovation community through advocacy, social networking, and an innovation fund program for employees.

As KP develops sustainable care delivery models for the 21st century that reflect its mission to deliver high-quality health care and personalized service at an affordable cost, the Garfield Center’s and IAT’s evidence-based evaluation of innovation will be a critical part of that approach.

2012 Showcase Features Siemens Healthcare CEO as Keynote

Nearly 300 business professionals, investors, clinicians, researchers, educators and college students attended the 3rd Annual Sacramento MedTech Showcase on June 5, 2012 at the Woodlake Conference Center. Showcase highlights included keynote speaker Gregory Sorenson, MD, CEO of Siemens Healthcare North America; the presentation of the 2012 Claire Pomeroy Award for Innovation in Medical Technology to Brian Watwood; and three concurrent panels on Telehealth, Regenerative Cures, and Molecular imaging. The Showcase also hosted a panel on the adoption of new technologies by healthcare systems with participants from Dignity Health, Kaiser Permanente, Sutter Health and UC Davis Health System.

2012 Pomeroy Awards for Innovation in Medical Technology

Launched in 2010, the Claire Pomeroy Award for Innovation in Medical Technology recognizes an individual’s outstanding achievement within the Greater Sacramento region. Awards recognize the inventors of innovative, important, and high impact inventions and products that transform an important aspect of the practice of medicine and/or enhance the delivery of healthcare services, making them safer, more effective, less costly, and/or more accessible. In 2012, the awards committee received 11 nominations, and ultimately selected Brian Watwood for the 2012 award for his innovative efforts in developing the WhIT Beat Drivin and Braking System. Mr. Watwood was honored at the Med Tech Showcase on June 5, 2012. The winner of the 2013 Claire Pomeroy Award will be announced at the Sacramento MedTech Showcase on May 14, 2013.

What is MedStart?

MedStart strives to build a thriving bioscience industry in our region and its mission is to catalyze that growth. MedStart functions as the hub in building a strong network of the many resources in our community and is a repository of information and expertise for Greater Sacramento’s vital bioscience sector. Healthcare is destined to become safer, more effective, less costly and more accessible, through technology, and the MedStart community is well positioned to prosper in pursuit of that big opportunity. MedStart’s programs include a CEO Forum, a Telehealth Forum, its showcase and mixer, and quarterly workshops.

2012 Claire Pomeroy Award Winner

Mr. Watwood was honored at the Med Tech Showcase on June 5, 2012. The winner of the 2013 Claire Pomeroy Award will be announced at the Sacramento MedTech Showcase on May 14, 2013.

MedStart Companies Added in 2013

1. Alana Laboratories
2. Cap-A-Lock
3. Cirulux
4. Convergent Life Sciences
5. Cyrenares
6. Eyelfity
7. Health-Yellow
8. Impact Correlab
9. Inflapagen
10. Inspositive
11. Marks Software
12. NCP
13. Neuro/vision Imaging
14. Nightproye fantastificado
15. Performance CIU
16. SureCritical
17. Transformate Technologies
18. Vital Technologies
19. Consensus Orthopedics
20. Cool Touch
21. D2G
22. Data Systems Group
23. Decker Design Life-Aide
24. Dermawave
25. Electro Manufacturing
26. Digital Osc
27. Eilen
28. Elute
29. EMED Technologies
30. Ewona Medical
31. Expression Systems
32. FT Dental Mfg
33. Gemini Bio Products
34. Genetech
35. Glycotherm
36. Gold Standard Diagnostics
37. Haemodics
38. Hand Biomechanics Lab
39. Health Financial Systems
40. Hemofilal Laboratories
41. Hygience Biological Laboratories
42. Insyte
43. IMA Technologies
44. Immuno Concepts N.A. Ltd.
45. IMS Health
46. Insite Therapeutics
47. Inspired Surgical Technologies
48. Intell
49. International Business Systems*
50. J.R. Scientific
51. The Jackson Laboratory
52. Larsa Research
53. Life Technologies*
54. LifeMed ID
55. Medical Database International
56. Milten Biotec*
57. Modulen Systems
58. Monomadical
59. Murgenics
60. Nager*
61. NGIS
62. Novartis Pharmaceuticals*
63. NovaBiomech
64. Novozymes*
65. Nucibio
66. OP-2-OP
67. Orthogroup
68. Orthonol Products
69. PARCELR*
70. Patihose
71. Pediatric Bioscience
72. Pharmaceutical QBE
73. Philip A Devan & Associates
74. PHA Associate
75. Photometrics
76. Physiomedical
77. Practice-Web
78. Pro Med Kits
79. Q1 Medical
80. Siemens Healthcare Diagnostics*
81. Sonic Technology Products
82. SpecialtyCare*
83. Stem of hairs
84. SternExpress
85. Straubahn
86. Syn-Fibre
87. Synamed
88. SyGen
89. Synmative Technology*
90. TCS Healthcare Technologies
91. Telequip
92. Thalqual
93. Theromedi
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2013 MedStart Report

2012 Showcase Features

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3. CirusBio
4. Convergent Life Sciences
5. Cyvion
6. Eyefinity
7. Health2Know
8. Impact Correlab
9. Phantom
10. Impinex
11. Marken Software
12. NCP
13. Neurolution Imaging
14. Nightingale Ventures
15. Performance ICU
16. SureCritical
17. Transformate Technologies
18. Vivita Technologies

MedStart Companies Added Prior to 2013

1. Aiken Laboratories
2. Accelerated Medical Diagnostics
3. AdoptMed International
4. Apligraf Technologies
5. AMPIC Fine Chemicals
6. Arterax
7. Antibodies
8. Applied Science
9. Aztec Health
10. Biomet Medical
11. Biometrix Diagnostics
12. Bixience
13. Brighteye
14. Bridgeview
15. Care Innovations
16. CarFib
17. Cass Medical
18. Cellista
Med Tech Innovation

Ten of the companies we added to the med tech company map this year are startups born in our region. Below is a description of their innovative technologies.

Cap-N-Lock developed the Locking Cap, the first combination locking cap for prescription bottles and vials. Aiming to prevent prescription drug abuse amongst children and teens, The Locking Cap protects youth - one cap at a time. Sacramento, Founded 2010

CirrusMD was founded with a vision of breaking down barriers between patients and their doctors while increasing physician revenue and dramatically reducing costs in the healthcare system. Their secure communications platform allows patients to access their doctors directly through rich messaging and video chat over mobile devices and the internet. El Dorado Hills, Founded 2012

Convergent Life Sciences is a medical device company that develops medical solutions to enable better detection, management, and treatment of prostate cancer. They are committed to improving the quality of care for prostate cancer patients. Gold River, Founded 2012

Cyknoware is focused on the development of an array of cutting-edge flexible sensing applications for personal home health monitoring. The key sensing technology relies on the patent-pending piezoelectric acoustic sensing (PAS) and interfacial capacitive sensing (ICS) techniques, which enable ultrasonic embedded sensing solutions with flexible and non-invasive human-electronic interface. Davis, Founded 2012

Insoregen is a biotech startup that plans to commercialize a quick, scalable, and cost-effective manufacturing platform that uses tobacco plants as “bioreactors” of high-value recombinant proteins, including life-saving therapeutics and vaccines. Davis, Founded 2010

Performance ICU, one of the country’s most experienced intensivist groups, collaborates to help hospitals improve patient outcomes and reduce costs through remote monitoring and support, offering a complete range of Tele-ICU critical care services. Sacramento, Founded 2012

NCP Corp. developed an Antimicrobial Protective Pouch to reduce or eliminate the risk of cross contamination of patients from the use of Nasal Cannulas during their stay at medical facilities. Chico, Founded 2012

At the September 2012 MedStart Connect Mixer, 150 professionals gathered to get a “snapshot” of four local med tech companies. During the energetic and fast-paced program, companies sounded off in three-minute snapshots, sharing personal stories about med-tech innovations, start-up challenges, and milestones achieved. Steve Baker, president of eye care solutions software company Eyefinity, was the featured speaker and shared his company’s Succeeding in Sacramento story. Shriners Hospital for Children was the generous host and spectacular venue for the event.

2013 Event Dates

Sacramento Med Tech Showcase
May 14, 2013, Red Lion Hotel, Sacramento
Featuring keynote speaker: Eric Sillen, M.D., Chief Medical Officer of Phillips Healthcare

MedStart Connect Networking Mixer
September 25, 2013, Shriners Hospital for Children

NeuroVision Imaging develops and markets diagnostic and therapeutic vision improvement products in the field of visual neuroscience and ophthalmology. As an interactive computer-based treatment, it can be conducted on computers or laptops, at home or in clinics. Sacramento, Founded 2010

SureClinical provides health science content management applications and services with a focus on secure content collaboration across mobile and desktop devices. Their suite of health science content management applications helps BioPharma firms automate the business processes involved in the acquisition, management, maintenance and storage of regulated documents, email and records for clinical trial studies. Rancho Cordova, Founded 2012

WiLife Technologies’ patent pending technology generates animal tissue-derived scaffolds which are compatible with the human body and repopulation by patient cells. They intend to apply this technology to produce a new generation of heart valve replacements. Davis, Founded 2012