

APRIL 24, 2024 | FEDEX INSTITUTE OF TECHNOLOGY | UNIVERSITY OF MEMPHIS

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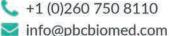
**\** +353 (0)61 704740

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### PBC Biomed Inc.

150 Peabody Place, Ste. L1007 Memphis, TN 38103







www.pbcbiomed.com

### **WEDNESDAY, APRIL 24**

### FEDEX INSTITUTE OF TECHNOLOGY AT THE UNIVERSITY OF MEMPHIS

#### 7:00-8:40 a.m.

Registration & Continental Breakfast

#### 8:40-8:45 a.m.

Opening Remarks

### SPEAKERS:

Howard Revitch, MPO/ODT Group Publisher Sean Fenske, MPO/ODT Editor-in-Chief

### 8:45-9:00 a.m

Welcome to Memphis

#### SPEAKER:

Vernon Hartdegen, VP of R&D for Trauma, CMF, Sports, and Extremities, DePuy Synthes

### 9:00-9:45 a.m.

State of the Industry

#### SPEAKER:

Gary Stevenson, Co-Founder and Managing Partner, MB Venture Partners

### 9:45-10:30 a.m

Regulatory Update: A Sector in Transition

### SPEAKER:

Ibim Tariah, Ph.D., Technical Business Development Director—Medical Devices, SGS North America Inc.

### 10:30-11:25 a.m.

Networking Break

### SPONSORED BY:



### 11:25 a.m.-12:15 p.m.

OEM/CMO Relationship Outlook: The Impact of Consolidation

### MODERATOR:

Bryan Hughes, Director, P&M Corporate Finance

### PANELISTS:

Vernon Hartdegen, VP of R&D for Trauma, CMF, Sports, and Extremities, DePuy Synthes

Nick Morrison, COO, Cretex Companies

Kip Roberts, VP of Strategy, M&A & Portfolio Management, Neuroscience, Medtronic

Ben Thompson, CCO, Avalign Technologies

### 12:15-1:45 p.m.

Networking Luncheon

### SPONSORED BY:



### 1:45-2:35 p.m.

Design Considerations: Developing Products for the ASC Environment

#### MODERATOR:

Paul Bryant, CTO, MicroPort Orthopedics Inc.

### PANELISTS:

Lane Hale, President & CEO, ECA Medical

Lisa Hiller, PMP, Commercial Leader, Forming and Coating, Orchid Orthopedic Solutions

Melanie Prevost, Associate Director, ASC Solutions,

Zimmer Biomet

Beth Roach, Director, Data Strategy, SmartTRAK

### 2:35-3:25 p.m.

The Growing Role of Additive Manufacturing

### MODERATOR:

Nathan Wright, Engineer & Regulatory Specialist, Empirical Technologies, an ATS Company

### PANELISTS:

Chris Beaudreau, VP Orthopedic Solutions, Axial3D Gautam Gupta, Ph.D., SVP & GM, Medical Devices, 3D Systems Mike Lawrenchuk, Sr. Business Development Manager, Materialise

Gary Turner, Managing Director of Additive Manufacturing, North America, Ricoh USA Inc.

### 3:25-4:10 p.m.

Networking Break

### SPONSORED BY:

### Implant Surfaces

### 4:10-5:00 p.m.

Enabling Success: A Discussion of the New Technologies Transforming Orthopedics

### MODERATOR:

David Sheppard, Managing Director, MedWorld Advisors

### PANELISTS:

Eric Heinz, Founder, CEO, and General Partner, Heinz Ventures Marc Mackey, GM and SVP of Enabling Technologies, Enovis Olaf Schulz, Director, Venture Development & Zero-to-510 Elise Wolf, VP & GM, Orthopedics, Digital and Quality, SmartTRAK

### 5:00-6:30 PM

Networking Reception

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SGS helps bring medical devices to market safely and efficiently. Whether it's certifying an organization's processes to ISO 13485, transitioning devices from the Medical Device Directive (MDD) and Active Implantable Medical Devices (AIMD) to the Medical Device Regulation (MDR) or facilitating market placement with MDSAP, UKCA and CE marking, SGS brings the expertise and experience to meet the rigorous requirements of the medical device industry and its regulators.

As a full-solution provider, we help orthopedic device clients ensure their products are of highest and consistent quality, while meeting the regulatory requirements for their intended purpose. We are one of the few organizations that can offer medical device CE marking by two NBs, designated by the Belgian Competent Authority (1639) and Finnish Competent Authority (0598) respectively, for clients needing certification specifically for Software as a Medical Device (SaMD) products. SGS is also a UK Approved Body (0120) able to provide conformity assessments under the UKCA scheme for Great Britain as well as an authorized Auditing Organization for MDSAP.

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### Chris Beaudreau Vice President Orthopedic Solutions Axial3D

Over the last 14 years, Chris Beaudreau has had the incredible opportunity to use cutting edge 3D printing and software solutions to transform healthcare for the better. As a pioneer in personalized healthcare solutions, he has positively impacted thousands of lives while leading global high performance medical device teams across operations, engineering, sales, and marketing. Beaudreau is looking forward to combining his expertise in 3D printed medical devices, along with the powerful software workflow automation that Axial3D has created, to further improve scalability and accessibility of patient-specific solutions.

Paul Bryant Chief Technology Officer MicroPort Orthopedics Inc.

Paul Bryant has been the chief technology officer of MicroPort Orthopedics Inc. since March 2016, responsible for portfolio enhancements and advancements in key technologies through internal and external developments and partnerships. During his time at MicroPort Orthopedics, he has led various groups including Research and Development, Engineering Operations, and Global Marketing. Bryant has a strong record of achievements in product development and commercialization, global portfolio management, strategic planning, and account management. Prior to joining MicroPort Orthopedics, he led the marketing and product management efforts for Cardinal Health's Orthopedic Solutions business. He also spent time at Baxter in both upstream and downstream marketing roles within their BioSurgery franchise. Bryant joined Zimmer in 2006 and over the next six years, he held several commercial roles, which included managing the global marketing efforts for various knee and sports medicine product lines and leading the U.S. sales strategies as part of the Corporate Sales team. Bryant started his career at The Dow Chemical Company as a research engineer within the Research Assignments Program. During his 10 years at Dow, he held various technical and commercial roles across several businesses within the organization. Bryant holds a B.S. in Chemical Engineering from Wayne State University in Detroit and an M.B.A. from the University of Michigan in Ann Arbor and has followed additional Executive Education at the University of Chicago.



Gautam Gupta, Ph.D. Senior Vice President & General Manager, Medical Devices 3D Systems

Dr. Gautam Gupta joined 3D Systems in 2015 as vice president, business development, Healthcare, and was promoted to vice president, global go-to-market, Healthcare in 2019. He

was subsequently promoted to general manager of the Medical Device business in 2020 and to senior vice president and general manager of the Medical Device business in 2022. Prior to joining 3D Systems, Dr. Gupta worked at Biomet for nine years where he started in the Biomaterials research group developing surface coating technologies to improve implant performance. He also invented and commercialized a porous metal technology for bone ingrowth using additive manufacturing and was instrumental in bringing several of the first additively manufactured orthopedic devices to market in the U.S. Dr. Gautam has a Bachelor's degree in Materials Science from the Indian Institute of Technology (Kanpur, India) and a Master's degree in Metallurgical Engineering from the University of Missouri - Rolla. He received his Ph.D. in Biomedical Engineering from the University of Kentucky and has an MBA from the Kellogg School of Management at Northwestern University.



Lane Hale President & CEO ECA Medical

Lane Hale is president and CEO of ECA Medical. ECA is the premier single-procedure instrument and surgery-ready procedural kit developer and manufacturer for the medical device industry. ECA is a proven partner demonstrated by its 43 years in the cardio and neuro sectors designing and manufacturing single-procedure instruments to secure medical implants. The company's core technology and knowledge have been effectively applied to the orthopedics sector. ECA offers a portfolio of single-procedure instruments, including precision torque limiters that are hand or power operated, and develops and manufactures implant-specific, surgery-ready instrument and implant systems. These systems allow implant companies to deliver instruments and implants more efficiently to hospitals and outpatient surgery centers throughout the world. Hale has held leadership positions in medtech, serving in operations, business development, and product development roles during his 20-plus year career in the medical device industry. Earlier in his career, Hale worked in investment banking at Goldman Sachs and the business consulting industry.



Vernon Hartdegen Vice President of R&D for Trauma, CMF, Sports, and Extremities DePuy Synthes

Vernon Hartdegen is a life-long orthopedic professional. After completing his bachelor's degree in Biomedical Engineering from Louisiana Tech, he joined Smith+Nephew Orthopedics as a product development engineer while simultaneously completing his master's degree in Biomechanical Engineering from the University of Tennessee. In 2000, he moved to Wright Medical

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reconstruction



spine



extremities



trauma

Bringing life-enhancing solutions to orthopedic manufacturers.



Technology where he progressed through the ranks from engineer to senior director of product development. During his nine-year tenure at Wright, he oversaw the development of the total knee arthroplasty, upper extremity, and foot & ankle product portfolios. Hartdegen then moved into the start-up company environment with senior leadership roles at two companies before co-founding CrossRoads Extremity Systems in 2014. As president and CEO of CrossRoads Extremity Systems, Hartdegen successfully navigated the 2022 acquisition of CrossRoads by DePuy Synthes. He has continued with DePuy Synthes and is currently the vice president of R&D for the DePuy Synthes Trauma, Extremities, CMF, Animal and Sports franchise.

## **Eric Heinz**Founder, CEO, and General Partner Heinz Ventures

Eric Heinz is founder, CEO, and general partner of Heinz Ventures, a life sciences venture studio. Prior to Heinz Ventures, he most recently worked as vice president, market and corporate development for Titan Medical, a surgical robotics company based in Toronto. Prior to Titan, he developed his 22-year career in the medtech industry across multiple companies and functional areas, including product development at Medtronic Sofamor Danek, product management at Intuitive Surgical, marketing management at IMRIS and corporate development (M&A) at Smith+Nephew. He's an inventor on over 20 issued patents and 42 patent applications. Heinz graduated with a BS in bioengineering from The University of Illinois at Urbana-Champaign, a MEM from Christian Brothers University, and an Executive MBA from the J.L. Kellogg School of Management at Northwestern University.

# Lisa Hiller, PMP Commercial Leader, Forming and Coating Orchid Orthopedic Solutions

Lisa Hiller has more than 15 years of experience in the orthopedic industry. In her current role at Orchid Orthopedic Solutions, a leading contract manufacturer of orthopedic devices, she is primarily responsible for the commercial success of the company's implant business. Her roles within Orchid have required a comprehensive understanding of the supply chain, market drivers, operations, and the intricate processes required to deliver complete solutions and finished devices to Orchid's OEM customers. Hiller earned both her B.S. in Mechanical Engineering and her M.S. in Manufacturing Operations from Kettering University. Her expertise and experience bridge the gap between the operational side of manufacturing and the strategic market drivers that influence the orthopedic industry.

# Bryan Hughes Director P&M Corporate Finance

Bryan Hughes is a director of PMCF and leads the firm's medical technology team. His practice focuses on assisting clients with mergers and acquisitions, leveraged buyouts, private placements, financings, valuation and strategic consulting. His clients have ranged from global medical technology companies to small, privately held businesses.

### Mike Lawrenchuk Sr. Business Development Manager Materialise

Mike Lawrenchuk is a senior business development manager at Materialise, responsible for supporting the North American medical device industry. For nearly 20 years, he has helped companies in the orthopedic industry implement patient-specific solutions and additive manufacturing processes. Lawrenchuk also supports the cranial maxillofacial and dental markets in a similar capacity. His recent focus has been on utilizing AI techniques and design automation to help groups streamline their pre-operative planning and production workflows. Lawrenchuk is a graduate of the University of Michigan with a BSE and MSE in Biomedical Engineering.



Marc Mackey
General Manager and Senior Vice President of
Enabling Technologies
Enovis

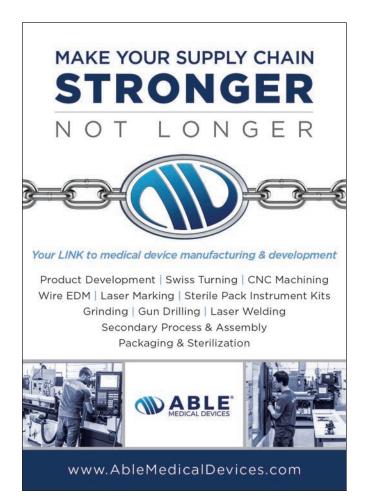
Marc Mackey is general manager and senior vice president of Enabling Technologies at Enovis, where he leads strategy, marketing, R&D, and commercialization of the Enovis portfolio of artificial intelligence, augmented reality, and robotic surgical technologies. Mackey has more than 25 years of experience in surgical enabling technologies in neurosurgery, ENT, spine, and orthopedics, with a focus on surgical navigation, robotics, medical imaging AI, augmented reality, and healthcare cloud. Prior to joining Enovis, Mackey was executive vice president at Surgalign, where he led R&D and marketing for augmented reality and imaging AI technologies, and led strategy and commercialization for robotics and digital surgery as vice president of global marketing at Smith+Nephew. Earlier in his career, Mackey had diverse and international roles at Brainlab, including as general manager of the Orthopedic Joint Reconstruction business unit. He earned his B.S. in Aeronautical and Astronautical Engineering from Purdue University, and a M.S. in Bioengineering from University of California, San Diego.

### Nick Morrison Chief Operating Officer Cretex Companies

Nick Morrison, COO at Cretex Companies, is focused on fostering a culture of operational excellence and investment in innovative technologies to sustain industry leading organic growth. His approach centers on unifying people and processes, with demonstrated success scaling operations to support aggressive customer product launches. Morrison previously served as group president of three Cretex Medical operating companies and led the successful consolidation of the manufacturing footprint into a newly constructed flagship facility. Prior to his leadership roles in Cretex Medical businesses, Morrison was director of operations for the Cretex Infrastructure segment. In this capacity, he oversaw 21 facilities across 8 states in the upper Midwest, showcasing his ability to manage complex operations on a large scale. Morrison holds a B.S. in Industrial Engineering from Iowa State University.



Melanie Prevost's journey within the healthcare industry is deeply rooted in her DNA. With over two decades of experience in marketing and advertising, she has seamlessly navigated between two distinct realms: the healthcare sector itself and the advertising agencies serving it. Her career began in communications at Medtronic Spine and Biologics, where she gained firsthand insight into the inner workings of the healthcare landscape. Transitioning back to the agency side, Prevost assumed a pivotal role in leading a prominent healthcare account, orchestrating impactful campaigns that resonated with audiences across the industry. After twelve years, she embarked on a new chapter of academic pursuit, enrolling at Arkansas State University where she completed her Master of Science, Strategic Communications, further extending her expertise in the field. Today, Prevost leads all national marketing for Zimmer Biomet's ASC Solutions, where she continues to innovate and shape the future of healthcare marketing. Her unwavering commitment to healthcare excellence and her prowess in marketing and communications continue to shape her journey as a trailblazer in the industry.







Beth Roach celebrates more than 30 years in the orthopedic device industry. Currently, she is the director of data strategy for SmartTRAK, a leading global medtech business and market software intelligence solution in the orthopedics, wound care, regenerative medicine, and neurotherapy markets. She's been with the company for two years, focusing on identifying data needs and partnerships to include needs around the ASC space. Before joining SmartTRAK, Roach worked with a startup—Relatable—managing ASC utilization insights and GuidePoint leveraged large data assets. She also directed the development of strategic tools tracking market share and pricing trends. Roach's orthopedic industry experience spans working at Smith+Nephew, MDT Spine, and Wright Medical in various roles.



Kip Roberts
Vice President of Strategy,
M&A & Portfolio Management, Neuroscience
Meditronic

Kip Roberts is currently the VP of Strategy, M&A & Portfolio Management for Medtronic's Neuroscience Portfolio, which comprises the Cranial & Spine, Neuromodulation, Neurovascular, ENT, and Pelvic Health operating units. His healthcare career began at Eli Lilly & Company in sales, where he won numerous awards including Rookie of the Year and MVP. In 2008, Roberts joined Medtronic's Spine & Biologics business unit as a market development and referral marketing manager. Since then, he has held numerous roles of increasing responsibility across downstream and upstream marketing, strategy, and mergers & acquisitions. He is also a recipient of Medtronic's Marketing Excellence & Compass Awards. Roberts received his undergraduate degree (BS) from Murray State University and an MBA from the University of Memphis.



Olaf Schulz Director Venture Development & Zero-to-510

Olaf Schulz is a biomedical engineer with over 25 years in the medical device industry. Utilizing his expertise in full-cycle product development, he has overseen 27 product launches, which contributed to approximately more than \$250 million in sales. He spent more than a decade at Wright Medical leading their hard-tissue biologics group. This was followed by work at several startups including Ariste Medical, where Schulz led the effort to secure FDA clearance for the company's drug-eluting mesh product. Since 2019, Schulz has been actively involved in Zero-to-510, exercising his passion for mentoring startups and entrepreneurs as well as fostering growth and innovation in the Memphis medtech ecosystem.



David Sheppard Managing Director MedWorld Advisors

David Sheppard has been a leader in the medical device industry for more than 30 years. His experience includes positions such as GM and VP, as well as high impact sales and marketing leadership roles at major Fortune 500 corporations (Medtronic/Covidien, BD/Bard, Cooper and Ciba). His achievements also involve work at startup organizations (including working pre-IPO on a successful IPO company). As a managing director at MedWorld Advisors, Sheppard is focused on exit strategies for the MedDevice, BioTech, DentalTech, DigitalHealth-Tech, and OEM Medtech companies. For M&A, the goal is to help small- and medium-sized companies maximize their value with their exit strategy and/or achieve success with their acquisition strategy. Having completed international/cross-border deals, an important component to MedWorld's success is its global reach and ability to cross boundaries to successfully facilitate transactions. In addition to M&A achievements at MedWorld Advisors, his medtech career worldwide results include completing distribution and licensing deals with international businesses, comprised of major Fortune 500 companies (e.g., GE, Philips, Stryker, NK, Mindray, etc.) as well as smaller entities. These experiences have led to a global network of contacts with channel partners both large and small. Sheppard has been involved in "go-to-market" strategies on every major developed continent (Europe, Asia, Africa, Australia, North and South America).



**Gary Stevenson**Co-Founder and Managing Partner
MB Venture Partners

Gary Stevenson co-founded MB Venture Partners in 2001 after six years in healthcare investment banking and equity research. At MBVP, he has raised \$120 million in committed capital to four funds and invested in more than 50 start-ups, most of which are focused on product solutions for musculoskeletal disease. He also spent seven years in a variety of general management roles with Abbott Laboratories. Gary holds an undergraduate degree in accounting from the University of Missouri. He also received an MBA from the J.L. Kellogg Graduate School of Management at Northwestern University. He is a certified public accountant and a chartered financial analyst. Gary is a board member or observer for several MBVP portfolio companies. Johnson and Johnson, Medtronic, Smith+Nephew, Zimmer Biomet, and Wright Medical have each acquired MBVP-funded start-ups. In November, Gary will be hosting the Musculoskeletal New Ventures Conference for the 21st straight year.



# Ibim Tariah, Ph.D. Technical Business Development Director— Medical Devices SGS North America Inc.

Dr. Ibim Tariah is the technical director, business development Medical Devices at SGS North Americas, responsible for EU Regulations implementation, regulatory affairs training activities, and support to Medical Devices commercial activities. Dr Tariah's vast experience spanning over 25 years in European regulatory affairs includes regulatory knowledge of combination devices incorporating biologics, drugs, and drug-biologics together with quality management systems assessment of medical devices. His expertise lies in innovative vascular, orthopedic and dental, and other long-term implantable devices for clients needing technical documentation assessment and reviews in compliance with the Medical Device Regulations (MDR). He also acted as a liaison with regulatory authorities including MHRA (UK), European Medicines Agency (EMA), and Medical Products Agency (Sweden). Dr. Tariah earned his Ph.D. in Materials Science with emphasis on polymer science and technology from the University of Manchester, U.K.



### Ben Thompson Chief Commercial Officer Avalign Technologies

Ben Thompson was named chief commercial officer for Avalign Technologies in January of 2022. He has global responsibility for all sales, service, and marketing activities for Avalign Orthopaedics. Thompson has over 30 years of healthcare industry experience in sales, sales leadership, operations, and customer service. He has 24 years of leading teams in the medical device, medical product, diagnostics, and distribution services industries. Prior to Avalign, Thompson held numerous positions of increasing responsibility, including national vice president of Laboratory Products, national vice president of Strategic Accounts, and senior vice president of U.S. Acute Sales for Cardinal Health. Prior to his senior leadership roles, Thompson held various sales, service, and sales management positions at Baxter International, Allegiance Healthcare, and Cardinal Health. He earned a bachelor's degree in marketing from Southern Illinois University at Carbondale, IL.



Gary Turner

Managing Director of Additive Manufacturing,
North America
Ricoh USA Inc.

Gary Turner has spent the last seven of his 27-year career with Ricoh, focused on additive manufacturing and the partnerships, technology, and business processes development required to bring RICOH 3D for Healthcare to market. An experienced business leader, Turner has led numerous business transformation initiatives for Ricoh both in the U.S. and abroad, all aimed at driving new value for customers and the market. This includes the successful launch of RICOH Service Advantage in the Americas and developing and launching Ricoh's growth strategy in Latin America.



### Elise Wolf VP & GM, Orthopedics, Digital and Quality SmartTRAK

With over a decade of experience at SmartTRAK, Elise Wolf has played a pivotal role in driving the success of the company's Orthopedic and Digital Businesses. SmartTRAK is the medtech industry's only global insights-as-a-service solution for the Orthopedics, Wound Care, Regenerative Medicine, and Neuro Therapy markets. Before joining SmartTRAK as its first orthopedic analyst, she enjoyed a notable career in a range of strategic leadership roles in the areas of product development, marketing, and business development for emerging medical device technologies. Prior to entering the medtech space, Elise designed biologically inspired robots for the Department of Defense at a spin-off of Carnegie Mellon University. Her unwavering commitment to excellence and her strategic leadership have solidified her reputation as a respected and influential figure in the field.



### Nathan Wright, MS, RAC Engineer & Regulatory Specialist Empirical Technologies, an ATS Company

Nathan Wright has spent nearly a decade at Empirical Technologies as a leading expert in regulatory affairs and mechanical testing of orthopedic implants. Authoring over a hundred submissions to the FDA, he has established a reputation as an advocate for manufacturers on behalf of the FDA and as an advocate to the FDA on behalf of manufacturers to facilitate the easiest and smoothest pathways for each party. Among the products he has seen cleared, he is recognized as an authority in spinal, sacroiliac, and trauma implants, as well as surgical navigation instrumentation. His clients include many domestic and international manufacturers. On the testing side, Wright is a member and contributor to ASTM's medical device sub-committees and has developed several test methods including the recently published ASTM F3574 standard for sacroiliac fusion implant testing.

### GOLD



### Intech Memphis, TN 901-375-1109

Intech is a global market leader and game-changer in the manufacturing of orthopedic medical devices. It all starts with innovation, and nobody knows this better than Intech. With manufacturing facilities around the world and unique initiatives and savoir-faire, Intech is at the forefront of technological innovation in the field of orthopedic device manufacturing as well as asset management, ensuring that optimal patient care is delivered day in, day out. This is who we are. We tech care.

www.intech-medical.com



### **Lincotek Medical**

### Bartlett, TN 901-590-4240

Lincotek Medical is a global provider of fully-integrated development and manufacturing services for the spine, reconstruction, trauma, and extremities markets. With a focus on innovation and speed to market, we partner with OEM customers to deliver products that enhance quality of life and the standard of care for patients. With bases across Europe, Asia-Pacific and North America, it is the only company of its kind with the ability to guide orthopedic manufacturers through every step of the device development process—from ideation to high-volume production.

lincotek.com



### **PBC Biomed**

### Memphis, TN 260-750-8110

PBC Biomed is an ISO 13485-certified R&D Center of Excellence that partners with companies globally to design, develop, and manufacture new medical devices. We have a deep knowledge of the R&D, regulatory, quality assurance, clinical, commercialization, and vigilance requirements facing innovators based in Europe, the U.S., and beyond, as well as contract manufacturing

capabilities in Shannon, Ireland. With locations in Ireland, the U.S., and France, we collaborate with clients ranging from startups to multinationals by providing expertise, resources, and access to global clinical and industry networks to "Accelerate Medical Innovation."

www.pbcbiomed.com



### **SGS North America**

Rutherford, NJ 201-230-6239

At SGS, we help bring medical devices to market safely and efficiently. Whether it's certifying an organization's processes to ISO 13485; transitioning a device from the Medical Device Directive (MDD) to the Medical Device Regulation (MDR); or facilitating market placement with MDSAP, UKCA, and CE marking, SGS brings the expertise and experience to meet the rigorous requirements of the medical device industry and its regulators.

sgs.com



### **SteriTek**

### Fremont, CA 510-933-9700

Established in 2016, SteriTek has emerged as a well-recognized and trusted E-beam/X-ray partner for startups and global companies alike. We are growing to serve increasing demand with our new Dallas facility that opened in April 2023, and other facilities in planning stages. Particularly with sensitive materials, SteriTek has developed a proprietary system for optimizing E-beam/X-Ray sterilization of drugs/biologics, allograft/xenograft tissue product, combination devices and other complex products.

steri-tek.com



### **Tecomet**

Woburn, MA 978-642-2400

Tecomet develops proven, full-spectrum scalable manufacturing solutions for leading medical device companies for whom exceptional quality is critical. With our precision focus and technical expertise, we deliver unparalleled manufacturing excellence in steadfast partnership with clients. When innovation is a must, we deliver the needed results to bring flawless products to market!

www.tecomet.com

### **SILVER**

### **Able Medical Devices**

Marquette, MI 906-372-3213

Able Medical Devices is the leader in complex, engineering intensive, medical device development and manufacturing with specialization in instruments and implants requiring world-class precision manufacturing, e.g., Swiss-turning and 5-axis milling. We partner with fast growing OEMs to provide focused service and scalable capacity to support growth. The Able team brings decades of direct OEM experience that is leveraged to solve manufacturing challenges and create scalability, ultimately delivering an optimized solution while adhering to regulatory standards and driving down lead time and costs.

abledev.us

### **AIP Precision Machining**

Daytona Beach, FL 386-274-5335

At AIP Precision Machining, we offer extensive polymer material expertise to help you select the correct material for your medical instrument or implant. We have over 40 years of experience machining plastic materials such as ULTEM, RADEL, PEEK, and UHMW-PE into complex tight tolerance components for your medical devices and systems. In house stress relieving (annealing) as well as polishing, deburring, and cleaning. ISO 13485 and FDA registered facility. We are here for you, our customer or soon to be customer!

www.aipprecision.com

### **ARCH Medical Solutions**

Seabrook, NH 603-474-1919

ARCH Medical Solutions is a combination of engineering expertise and precision-machining technologies serving the orthopedics, surgical robotics, dental, and life sciences markets. We are structured to provide the capacity, flexibility, and scalability you need to succeed. With multiple FDA-registered facilities across the U.S., we are strategically positioned to optimize your outsourced precision-manufacturing needs.

www.arch-medical.com



### Cadence Inc.

Staunton, VA 800-252-3371

Cadence has been the orthopedic supplier of choice for advanced products used in the orthopedic market for numerous years. Our breadth of experience in this market allows us to work closely with medical device OEMs in a way that fully enables innovative and highly specialized solutions used in various orthopedic procedures such as laparoscopy, arthroscopy, sports medicine, and more.

www.cadenceinc.com

### **SILVER**

### Carpenter Technology

Philadelphia, PA 610-208-2000

Carpenter Technology offers a diverse portfolio of titanium, cobalt, nickel-based, and iron-based material solutions used in various medical devices. Our commitment to innovation helps support the advancement of medical devices around the globe supporting improved patient outcomes. Recent developments include EU MDR compliant variants of common stainless steels, enhanced implantable stainless flat products, controlled stress options for titanium and stainless materials, cobalt-based material variations, and advancements in nitinol solutions for additive manufacturing. <a href="https://www.carpentertechnology.com/medical">www.carpentertechnology.com/medical</a>

### **Elos Medtech**

Memphis, TN 901-323-6699

Founded in 1923, Elos Medtech specializes in the orthopedic market. With the latest in process technology, Elos Medtech partners with world leading orthopedic companies to bring best in class products to the surgical suite. From design and prototyping to market-specific compliance and global distribution, we leverage our focused capabilities worldwide.

elosmedtech.com/markets/orthopedics

### **Gauthier Biomedical Inc.**

Grafton, WI 866-546-0010

Gauthier Biomedical Inc. is a U.S. manufacturer of high-quality orthopedic and spine instruments, offering contract manufacturing services as well as our own proprietary line of instruments—including customized branded instrument sets for medical device OEMs. We specialize in helping our partners build their brand through instrumentation excellence. Come see us today! gauthierbiomedical.com



### **Gsell Medical Plastics AG**

Muri AG, Switzerland 888-566-1040

World-class strategic supplier of medical polymer implants, carbon-fiber and single-use instrumentation to customer specifications made in Switzerland since 1984. We use precision CNC machining, injection and compression molding, along with 3D printing to produce radiolucent instruments, PEEK and UHMWPE implants, and single-use instruments for minimally invasive surgeries. ISO 13485-2016 Certified and FDA Registered with U.S. Sales & Engineering offices in Maryland.

www.gsell-usa.com

### Mach Medical

Columbia City, IN 260-625-1538

Mach Medical is revolutionizing the orthopedic supply chain with its High Velocity Manufacturing platform and capability of producing implants with three weeks lead time and no MOQs. Essentially, we make only what you need when you need it, which allows for inventory reductions of 30-85%, freeing up capital for other uses.

www.machmedicalcmo.com

### Medbio LLC

Grand Rapids, MI 616-245-0214

Medbio is an ISO 13485:2016-certified contract manufacturer and molding partner like no other, offering innovative manufacturing solutions. We specialize in precision injection molding, assembly, packaging, and design support. From components to full assemblies, Medbio has the knowledge, passion, and experience to solve your most difficult manufacturing challenges.

www.medbiollc.com

### **NN Medical**

Kentwood, MI 616-698-0707

Deeply rooted in medical manufacturing but with an automotive DNA throughout, NN Medical is a full-service, high-precision, manufacturing solutions partner, providing a broad range of metal and plastic components and assemblies to customers globally. Although we specialize in tight-tolerance machining, grinding, metal stamping, and plastic injection molding of various geometries and quantities amongst our 26 global facilities, NN Medical also has complimentary offerings including metrology, assembly, precious metal coatings, and inspection capabilities. Our technical expertise and vast global capabilities offer our customers a collaborative experience where we bring product to market, together!

www.nninc.com

### **Norwood Medical**

Dayton, OH 937-228-4101

Norwood Medical has 40+ years providing precision manufacturing solutions to the medtech OEMs. By embracing complete vertical integration of critical processes with a dedication to quality, we're able to produce complex orthopedic components, implants, and instruments cost-effectively and with unwavering attention to detail.

www.norwoodmedical.com

### Promimic U.S. Inc.

Austin, TX

512-422-9906

Making Implants Integrate. Promimic has developed a state-ofthe-art nanotechnology that mimics nature, making it possible to create a unique bioactive surface on any implant. HAnano Surface is a 20 nanometer (0.02 micrometer) thin implant surface treatment composed of crystalline hydroxyapatite (HA) particles, which have the same shape, composition, and structure as HA found in human bone. With its super hydrophilic properties, it speeds up and improves the osseointegration of any implant. The surface is in clinical use for dental, spinal and orthopedic implants and proven in 30+ studies.

www.promimic.com

### **Structure Medical**

Mooresville, NC

239-262-5551

Since 2004, Structure Medical has been a leading manufacturer of spine, trauma, and orthopedic medical implants, instruments, and cutting tools. Structure Medical is committed to setting the standard in technology-driven medical manufacturing by combining our innate expertise with the world's most sophisticated machining equipment, resulting in products true to their design that are manufactured with precision, efficiency, and the highest quality standards.

www.structuremedical.com





### **SILVER**

### **Tegra Medical**

Franklin, MA 508-541-4200

Tegra Medical offers end-to-end contract manufacturing from GENESIS Tech Center® product development all the way through assembly and packaging. With a wide range of manufacturing technologies, we are a leading supplier of implants, screws, and intramedullary nails for orthopaedics, in addition to devices for minimally-invasive surgery and interventional therapies.

www.tegramedical.com

### **Teleflex Medical OEM**

Plymouth, MN 508-964-6080

Teleflex Medical OEM is the global partner in developing medical device solutions for end-user applications. We manufacture complex catheters and custom extrusions. Our portfolio includes film-cast tubing and wire, mandrels, conductors, performance fibers, sutures, bioabsorbable yarns, and resins. Our EPIC Medtec\* Centers deliver devices to market fast while controlling costs and reducing technical risk.

www.teleflexmedicaloem.com

### **BRONZE**

### **Autocam Medical**

Kentwood, MI 616-541-8080

Autocam Medical is a leading global contract manufacturer of precision-machined surgical drill bits, drivers, screws, plates, cutting tools, surgical implants, instruments, and handpieces. Our expertise in precision manufacturing, CNC machining, turning, and grinding allows us to produce essential components for use across the orthopedic industry.

www.autocam-medical.com

### **Avalign Technologies**

Rosemont, IL 855-282-5446

Avalign is one of the only CDMOs that can provide every aspect of an orthopedic implant system, including: Implants and Coatings | Fixation Devices | Complex Instruments | Cutting Instruments | German Specialty Instruments | Cases & Trays | Fully Kitted Implant Banks and Instrument Sets.

www.avalign.com

### **Cretex Medical**

Minneapolis, MN 763-441-2121

Cretex Medical provides contract manufacturing and engineering services. Our family of companies specialize in a broad range of services, including machining, additive manufacturing, custom instrument manufacturing, design and fabrication of cases and trays, injection molding, precision metal stamping, laser processing, finished device assembly, sterile packaging, and sterilization management.

www.cretexmedical.com

### **ECA Medical**

Thousand Oaks, CA 805-376-2509

Surgery Ready, Made Easy™. ECA Medical Instruments is the leading designer and manufacturer of single-procedure torque-limiting instruments and sterile-packed, surgery-ready instrument sets for the medical implant industry. Since 1979, ECA has delivered over 45 million instruments and procedural kits to implant OEMs in the Extremity, Trauma, Sports Medicine, Spine, CMF, and Cardio and Neuro markets.

www.ecamedical.com

### **Forécreu**

Chicago, IL

773-539-8501

Forécreu manufactures Cannulated Bar stock used for the production of surgical instruments and implants. From an extruded, drawn and/or rolled process, we produce long bars with internal diameters as small as 0.031" in various types of Steel and Titanium alloys. Approved by all major OEMs in the industry, Forécreu has become a reference in the orthopedic, trauma, and sports medicine industries.

www.forecreu.com

### **Guardian Medical**

Swanton, OH 419-825-4040

Guardian Medical designs, manufactures, and provides packaging services utilizing our CapSure™ sterile barrier tube system. CapSure™ is pre-validated, offering either single or dual barrier protection. Our tubes are injection and blow molded, providing

### **BRONZE**

excellent protection, space efficiency and visualization of an implant. The tubes are ideal for packaging orthopedic, spine, dental, and cranio-maxiofacial implants. Guardian Medical is ISO 13485 certified.

www.guardianmedicalusa.com

### Millstone Medical Outsourcing

Fall River, MA 508-679-8384

Millstone Medical Outsourcing is a leading provider of customized outsourcing solutions to the medical device industry. Millstone delivers expert post-manufacturing and aftermarket services for medical device manufacturers that foster quality, compliance, and business success. Millstone specializes in packaging, testing, and logistics services all with an unparalleled focus on quality. Millstone is FDA registered and ISO certified by BSI Inc. to ISO 13485:2016.

www.millstonemedical.com



### Orchid

Holt, MI

517-694-2300

Orchid is a world leader of manufacturing solutions for the orthopedic market. As a strategic partner, Orchid has the broadest portfolio in the industry, ranging from additive manufacturing, forging, casting, machining, and finishing and bone in-growth.

### **Phillips Precision Medcraft**

Elmwood Park, NJ 201-797-8820

Phillips Precision Medicraft is a leading manufacturer of advanced orthopedic implants, instrumentation, sterilization, and delivery systems. PPM was founded over 50 years ago on its ability to create industry-changing innovations and unique solutions that allow OEM partners to achieve their most complex goals. This, along with our unwavering pursuit of excellence and American-made quality standards, defines who we are today—partner of choice for the world's largest OEMs.

www.phillipsmedicraft.com

### **P&M Corporate Finance LLC**

Chicago, IL

312-602-3636

PMCF is a client-centric middle market investment bank providing merger and acquisition advisory services to private, public, and private equity owned companies worldwide. We combine our expansive industry and transactional expertise with highly engaged, senior-level bankers to create tailored solutions for all our clients. PMCF helps clients meet their sale, acquisition, financing, and strategic growth objectives through a broad range of services, including sale advisory, acquisition advisory, capital raising, transaction planning, and strategic advisory. We have dedicated professionals focused on plastics & packaging, business & technology services, industrials, healthcare, and consumer & retail industries.

www.pmcf.com

### **Precision Medical Technologies**

Warsaw, IN

574-267-6385

PreMedTec is a contract manufacturer of high quality, precision machined parts, offering High and Low Volume Production, Rapid Prototyping, Engineering Support with DFM, and Advanced Quality Inspection Techniques and Equipment. Comprised of three manufacturing facilities, PreMedTec offers unmatched customer service. Our customer focused factories are FDA registered.

www.premedtec.com

### **SUPPORTING COMPANIES & ORGANIZATIONS**

### Greater Memphis Medical Device Council (GMMDC)

Bartlett, TN 901-380-2710

The Greater Memphis Medical Device Council (GMMDC) was established in 2014 as a not-for-profit 501(C)(6) membership organization serving the Memphis metropolitan area. By combining their collective expertise, educational needs, and workforce opportunities, the Council is now serving as a benchmark model for success in organizing the regional medical device industry. The work of the GMMDC is directed by a Board of Directors and the members are professional business and industry leaders from the region. The mission of the GMMDC is to create a successful collaboration among member companies to identify shared economic development and workforce needs. This industry led initiative will advocate with state, local, and federal entities, economic development agencies, and educational institutions to effectively close the workforce gap for all levels of biomedical careers and support sustained industry growth. It is our vision to advocate for progressive changes that foster sustained economic growth and support the development of a comprehensive, world-class workforce serving the Memphis area biomedical industry.

www.gmmdc.org

### **Implant Surfaces**

Longmont, CO 720-378-7845

Implant Surfaces provides surfaces that deliver revolutionary performance for implants and devices, including:

- IntimateBond™ Osteoblast, its immuno-modulating surface, blocks fibroblasts and helps ensure osteoblast attachment and implant fixation. Implanted over 60,000 times, it is one of six immuno-modulating surfaces, each developed to attach a different cell type.
- Shades<sup>™</sup> Color delivers color to not just titanium, but any metal, alloy, polymer, and ceramic in medical use whether molded, traditionally machined or 3D-printed.
- KineticChrome<sup>™</sup>, a high-energy, high-adhesion, ultra-precise hexavalent chrome surface for demanding applications with the added advantage of being environmentally friendly.

www.implantsurfaces.com

### **MB Venture Partners**

Memphis, TN

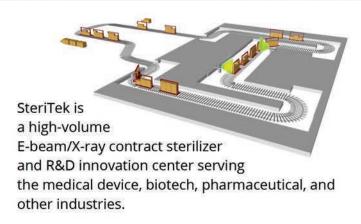
901-322-0330

MB Venture Partners (MBVP) is a Memphis-based venture capital firm that provides capital and strategic direction to life science companies. MBVP was founded by Gary Stevenson and Joseph R. "Pitt" Hyde III. The firm invests primarily in medical device start-ups at all stages of development. We are especially interested in funding product solutions for musculoskeletal diseases. Johnson & Johnson, Medtronic, Smith+Nephew, Zimmer Biomet, and Wright Medical (now part of Stryker) have each acquired MBVP-funded start-ups. MBVP has been the largest sponsor and conference host of the Musculoskeletal New Ventures Conference for more than 20 years.

www.mbventures.com



### The Future of E-beam and X-ray



Particularly with sensitive materials and complex devices, SteriTek has developed a proprietary system for optimizing E-beam/X-ray for radiation sensitive materials such as drugs/biologics, combination devices, implantables, bioresorbables, and other complex products.

Established in 2016, SteriTek has emerged a well-recognized and trusted E-beam/X-ray partner for startups and global companies alike and we are expanding to serve growing demand.



SteriTek's flagship facility in Silicon Valley (Fremont, CA) boasts two state-of-the-art 10 MeV 20KW linear accelerators, using simultaneous beam processing that allows for high volume production, providing uniform dose to the product without having to rotate the customer's boxes.

This DualBeam™ configuration significantly increases efficiencies, expands product options, serves as an effective back-up for the accelerators sterilization needs.

Our newest facility in Dallas (Lewisville, TX) with operations having started in May 2023 will ultimately house three separate lines, two E-beam/X-ray 10MeV, 30KW DualBeam™ lines and a dedicated X-ray 7 MeV, 560 KW line which together will increase total throughput fivefold.



With this operational format, SteriTek offers medical device, biotech, and pharmaceutical companies with:

- Expertise in optimizing E-beam/X-ray for complex devices and sensitive materials (combination devices, drugs, biologics, allograft tissue)
- Fastest standard turnaround in the industry (Routine 6 business days, RUSH 24 hours and 4 hours)
- Highest up time in the industry
- Direct involvement in ISO 11137 and AAMI

SteriTek can help with the R&D testing and determination of E-beam or X-ray as the most optimal sterilization method for your new product.

Please contact us today at (510) 933-9700 to inquire how we can help solve your complex sterilization needs.

(510) 933 - 9700 | www.steri-tek.com | @ebeamxray SteriTek (Silicon Valley) 48225 Lakeview Blvd., Fremont, CA 94538 SteriTek (Dallas) 1206 N. Stemmons Freeway, Lewisville, TX 95067





### Do you know where YOUR assets are?

"Lost assets cost more than just money"



At Intech, we've seamlessly integrated cutting-edge technology into every **Track**inbox, allowing you to monitor and track your valuable assets daily.

When every second counts, knowing where your trays are means staying steps ahead of the competition.

