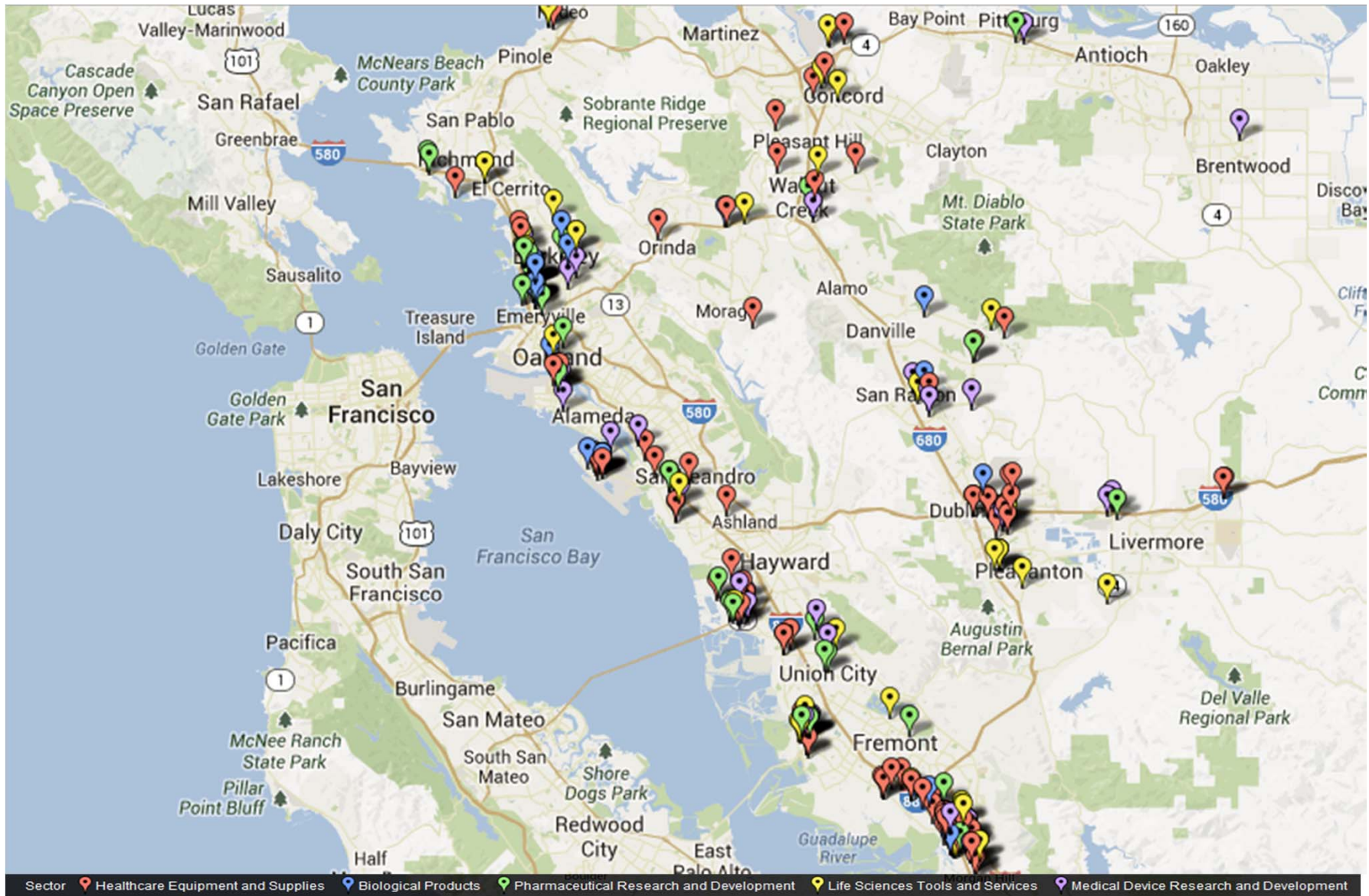


EAST BAY
BIOMEDICAL
MANUFACTURING
NETWORK

Gregory Theyel, Ph.D. Program Director, gregory.theyel@biomedmfg.org, 415-425-8314

East Bay Biomedical Manufacturing Network

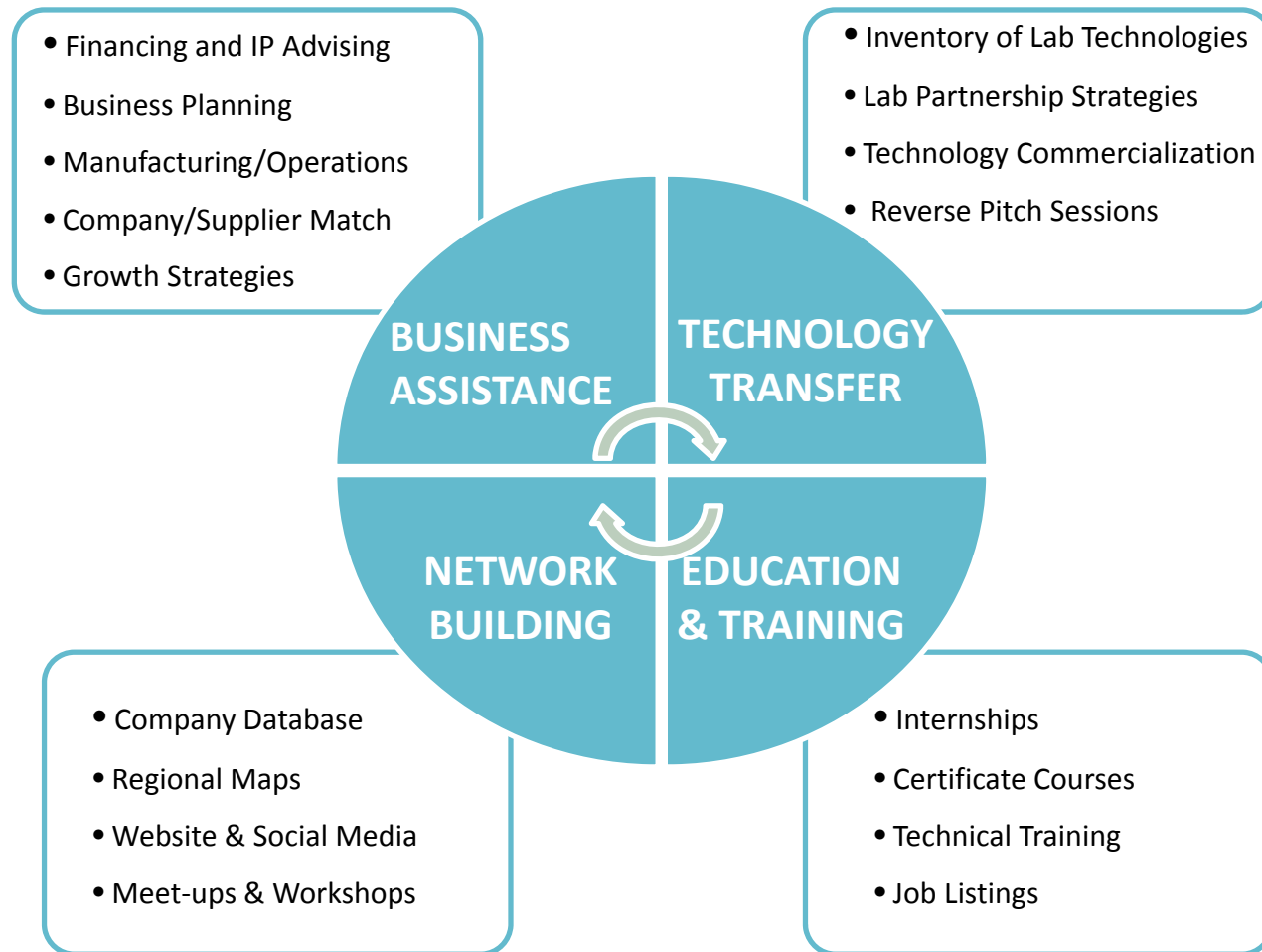


East Bay Biomedical Manufacturing Network

The US Advanced Manufacturing Jobs and Innovation Accelerator Challenge
Funded by US Dept. of Commerce, Dept. of Energy, Dept. of Labor, US Small
Business Administration, National Institute of Standards and Technology



East Bay Biomedical Manufacturing Network



East Bay Biomedical Manufacturing Network

HOME

ABOUT

NEWS & EVENTS

BUSINESS ASSISTANCE

TECHNOLOGY TRANSFER

EDUCATION & TRAINING



East Bay Biomedical Manufacturing Network

Building a network for technology transfer, business assistance, education and training, and economic development.



We offer biomedical manufacturing business assistance, technology transfer and education to grow the East Bay biomedical industry cluster.

[Join the Network!](#)

www.biomedmfg.org

Biomedical Manufacturing and Technology Networking Summit

**MFG
DAY**
10.04.13



Friday, October 4, 2013

This Summit will bring together outstanding, regional biomedical companies and suppliers to promote a biomedical cluster, and increase business and connections between local companies in the industry.

The East Bay Biomedical Manufacturing Network is convened by a partnership of regional entities, focused on building a biomedical manufacturing network for business assistance, technology transfer, education, training and economic development in the East Bay of the San Francisco Bay Area.

Location

Laney College
900 Fallon Street, Oakland, CA 94607

Agenda 8:30 am - 3:00 pm

Welcome and the East Bay Biomedical Manufacturing Network

Louis Stewart (GoBiz) Innovation and Entrepreneurship

Industry Executive Panel

- Boehringer Ingelheim
- ThermoFisher
- AlterG

Keynote Speaker - Pat Kennedy, OSISOft

Lunch and Networking (lunch provided)

Biomedical Manufacturing Product and Technology Demonstration

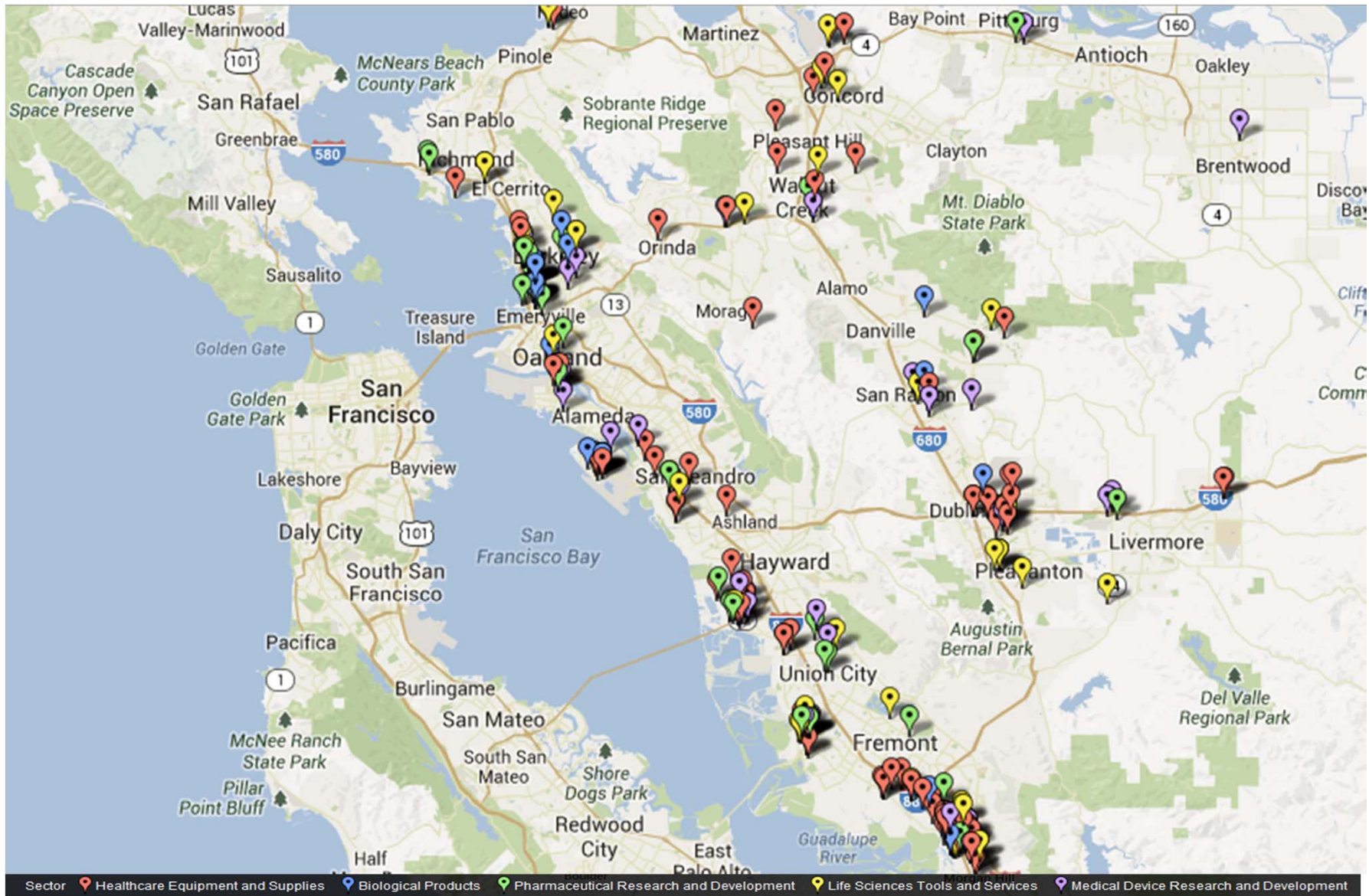
There will be tables for each company, offering an opportunity for you to display your products, processes and innovations. We do not view this as a sales event, but rather as an opportunity for companies to network, connect, share ideas, and just in general determine what manufacturing capabilities exist in the Bay Area. If you are interested in displaying your products and technology, please contact Dr. Gregory Theyel at gregory.theyel@biomedmfg.org.

Registration

Click [here](http://www.mfgdaynorca.org) to register online or visit www.mfgdaynorca.org.



East Bay Biomedical Manufacturing Network



Biomedical Manufacturing

Healthcare Equipment

117

Medical Devices

71

Life Science Tools

62

Pharmaceuticals

72

Biological Products

68

Biomedical Manufacturing

Healthcare Equipment: healthcare supplies and hardware, e.g. operating tables, walkers, treadmills

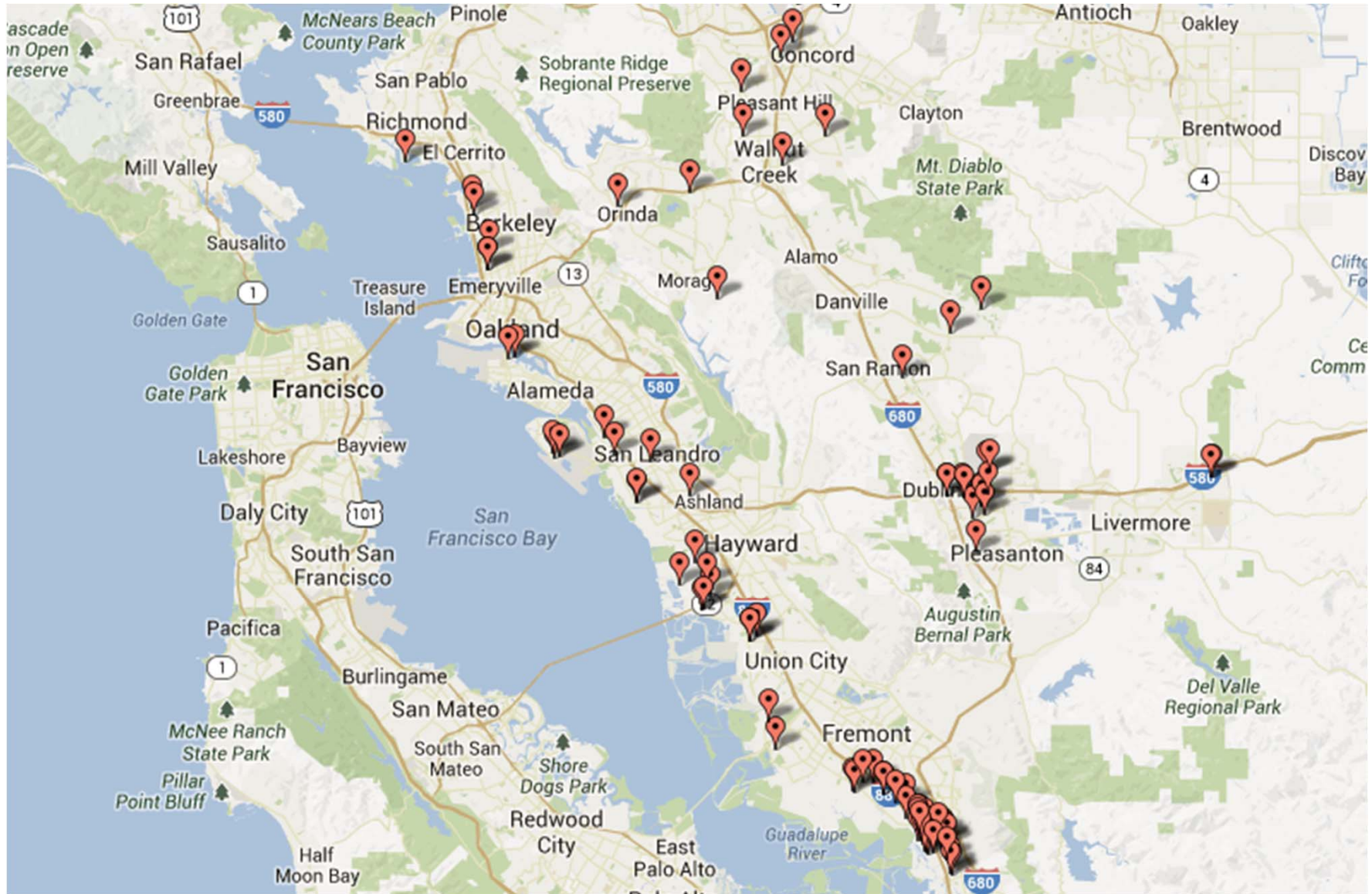
Medical Devices: products used for medical purposes in patients, e.g. pace makers, replacement joints, stents

Life Science Tools: instruments used for surgery and diagnosis, e.g. surgery robotics, operating instruments

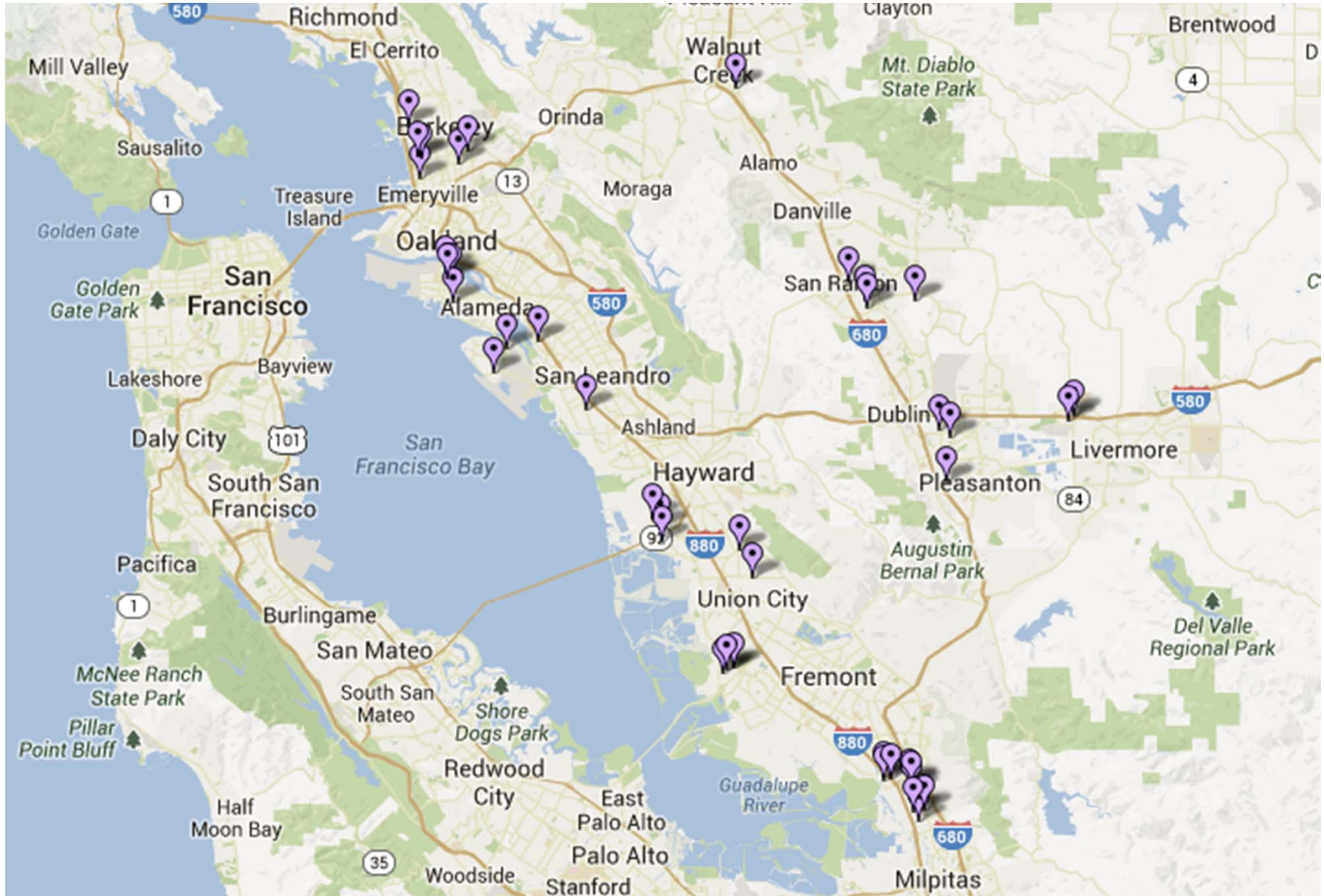
Pharmaceuticals: pharmaceuticals

Biological Products: biologics, vaccines

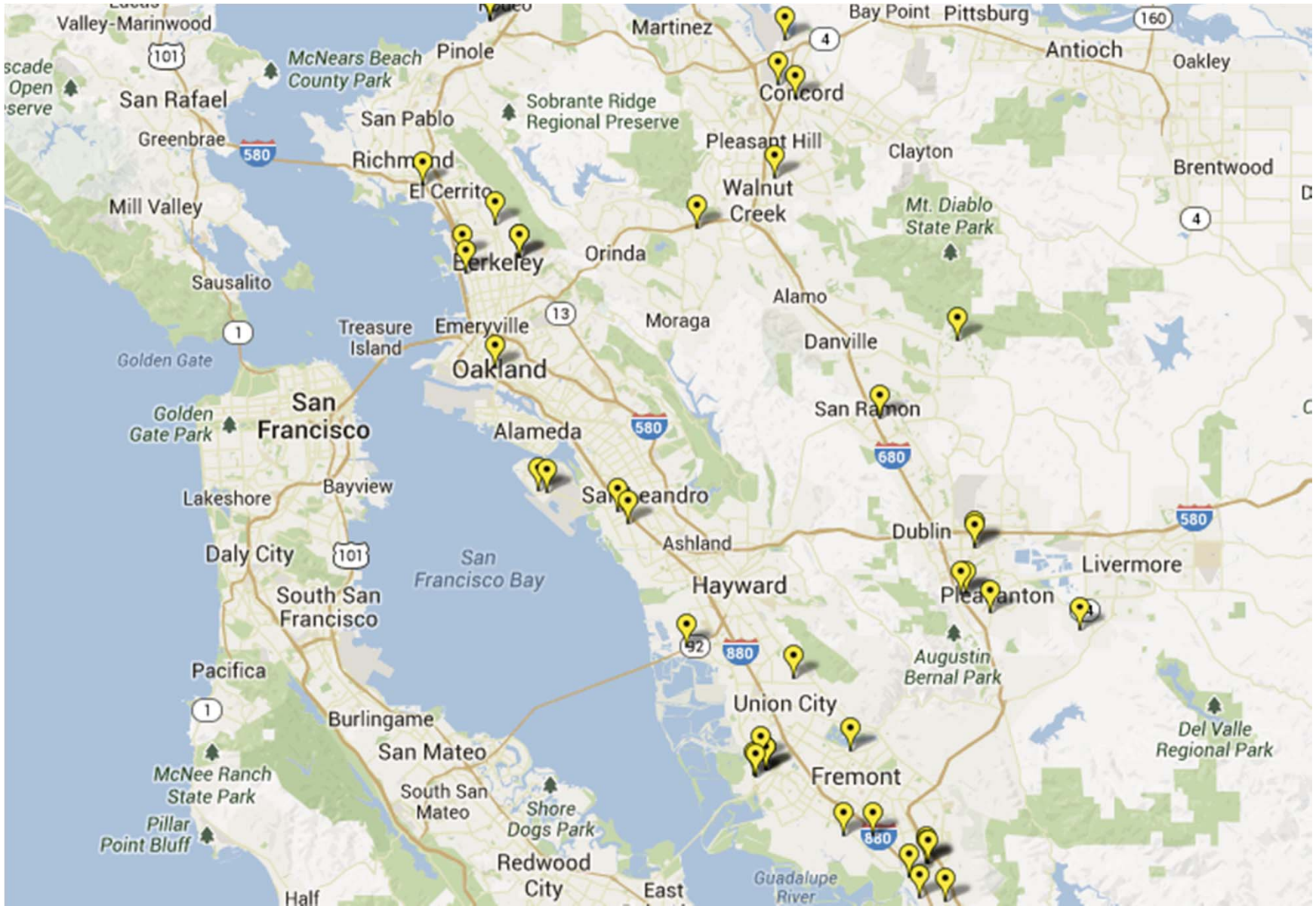
Healthcare Equipment Companies



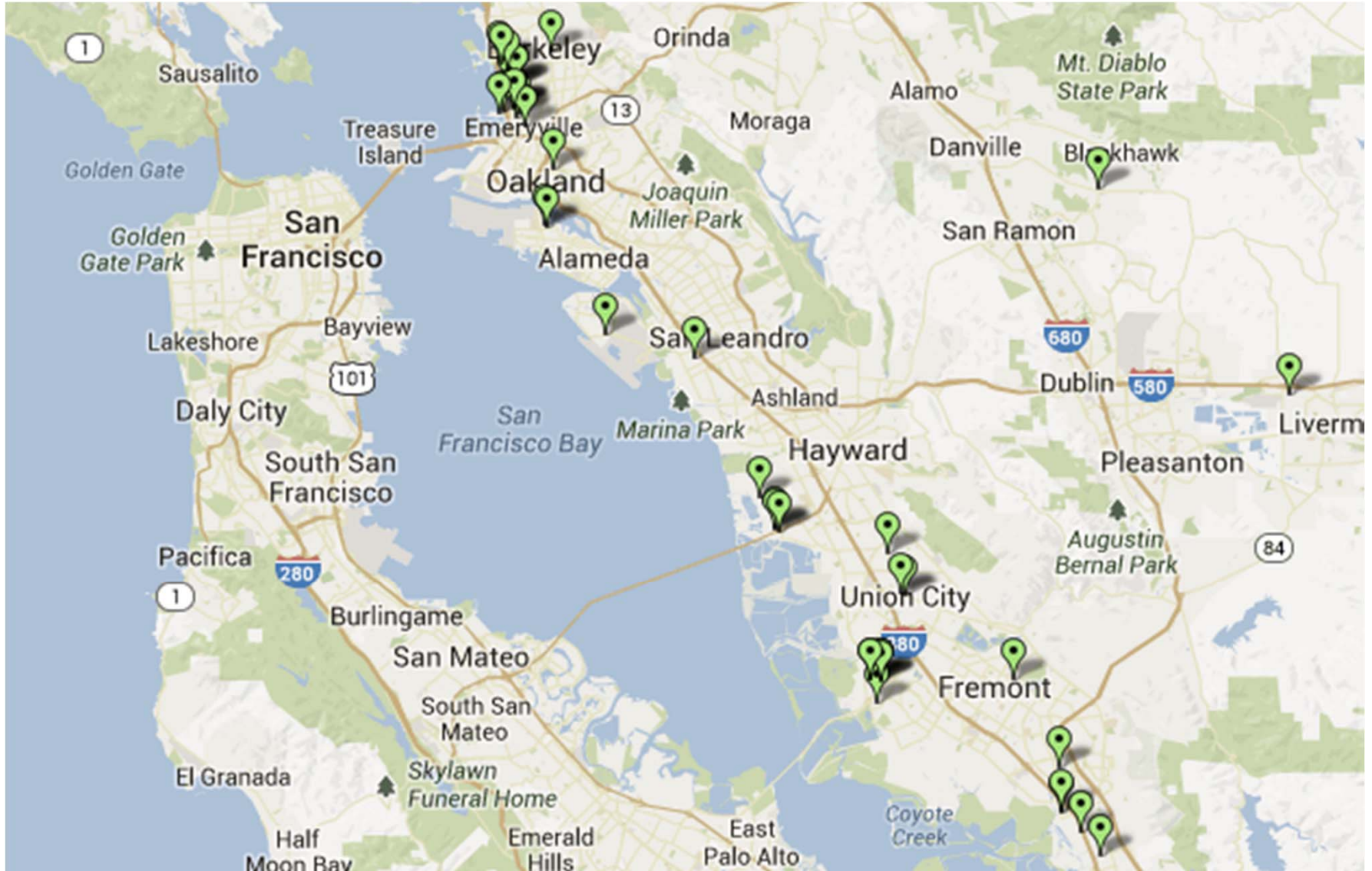
Medical Device Companies



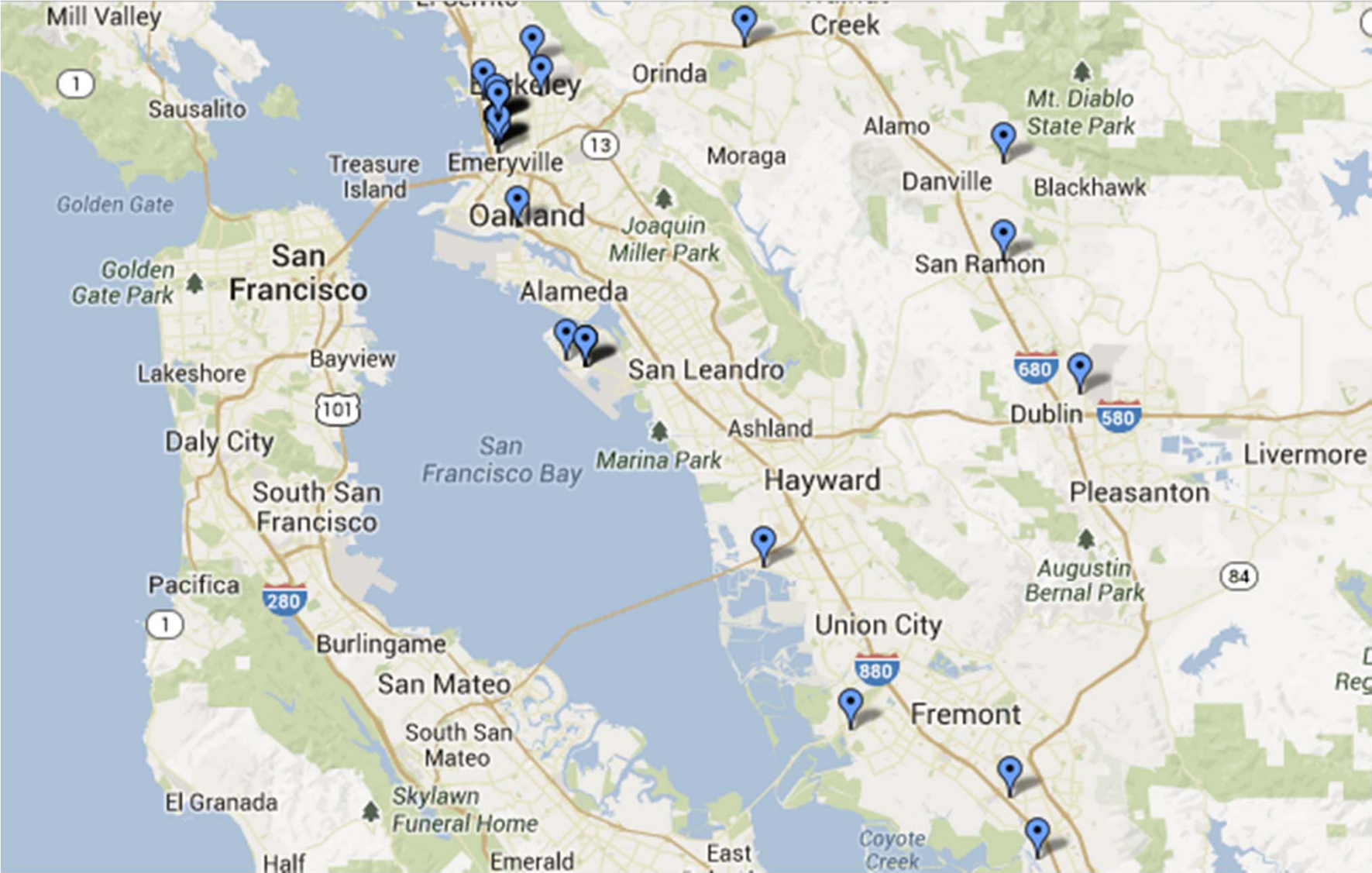
Life Science Tool Companies



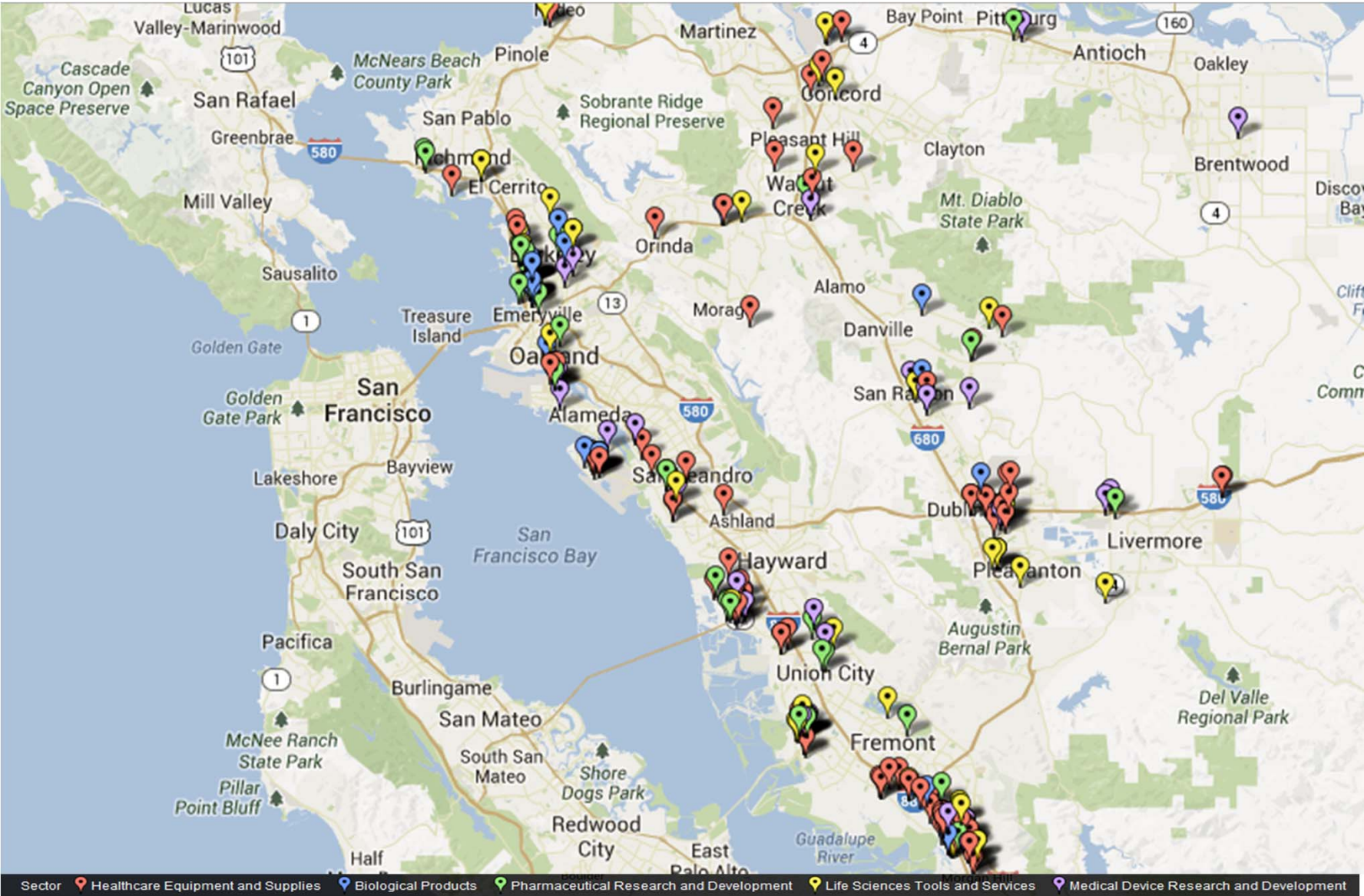
Pharmaceutical Companies



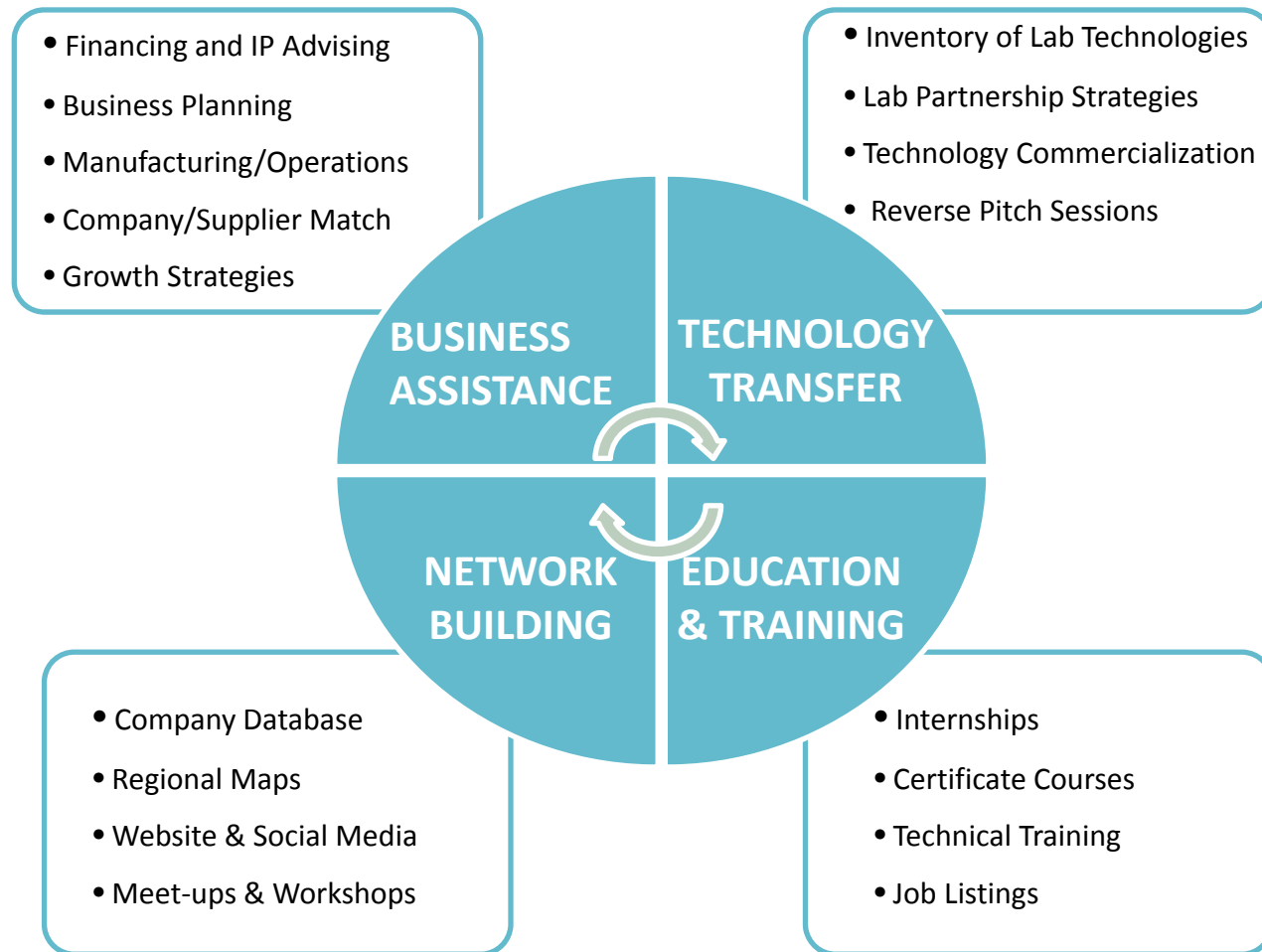
Biological Product Companies



East Bay Biomedical Manufacturers



East Bay Biomedical Manufacturing Network



East Bay Biomedical Manufacturing Company Database

Excel File Edit View Insert Format Tools Data Window Help

Medical Device and Bioscience Companies Bay Area Theyel 02072013.xls

peptide

Home Layout Tables Charts SmartArt Formulas Data Review

Font: Arial 10, Alignment: abc, Number: General, Format: ColumnHeaderN..., Cells: Insert, Delete, Format, Themes

A1 Company Name

Company	Industry Classifications	Geographic Locations	Number of Employees (Late)	Total Revenue [LTM] (\$USDmm, Historical)	Primary Address	Offices	Year Found	EBITDA Margin % [LT]	Gross Profit [LTM] (\$USDmm, Historical)	Business Description	Product Description	Total Key Revenues, 5 Yr CAGR % (Current)	Executive Members (Current)	Board Members (Current)
1 Abaxis, Inc. (NasdaqGS: ABAX)	Healthcare Equipment and Supplies (Primary)	Oakland Area (Primary)	491	162.6	Headquarters 3240 Whipple Road Union City, California 94587 United States Main Phone:	Headquarters 3240 Whipple Road Union City, California 94587 United States Main Phone:	1989	16.2	88.7	Abaxis, Inc. develops, manufactures, and sells portable blood analysis systems for use in human	Avian/Reptilian Profile Plus: Avian/Reptilian Profile Plus for ALB, AST, BA, CA, CK, GLOB, GLU, K+, NA+, PHOS,	12.9	Severson, Clinton H. (Board); Ostoich, Vladimir E.; Santa Ines, Alberto R.; Wood, Donald P.; Mulroy,	Severson, Clinton H. (Board); Bastiani, Richard J. (Board); Evenhuis, Henk J. (Board); Singh,
2 Abbott Diabetes Care, Inc.	Healthcare Equipment and Supplies (Primary)	Oakland Area (Primary)	513	-	Headquarters 1360 South Loop Road Alameda, California 94502 United States	Headquarters 1360 South Loop Road Alameda, California 94502 United States	1996	-	-	Abbott Diabetes Care, Inc. develops, manufactures, and markets	CozMore Insulin Technology System: The CozMore system	-	Lortz, W. Mark (Board); Autorino, Arthur A.; Alban, Carlos;	Lortz, W. Mark (Board); Bowlus, Bradford A. (Board); Dammeyer,
3 Abgenix Inc.	Biological Products (Primary)	Oakland Area (Primary)	440	-	Headquarters 6701 Kaiser Drive Fremont, California 94555	Headquarters 6701 Kaiser Drive Fremont, California 94555	1996	-	-	As of April 3, 2006, Abgenix, Inc. was acquired by Amgen, Inc. Abgenix, Inc. a	ABX-10241: ABX-10241, or ABX-PTH, is a fully human antibody therapeutic	-		

Sheet1 Screening +

Normal View Ready Sum=0

East Bay Biomedical Manufacturing Company Referrals

Excel File Edit View Insert Format Tools Data Window Help (Charged) Sun 7:22 PM Gregory Theyel

East Bay Biomedical Manufacturing Network Referral Guide 08312013.xlsx

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Edit Font Alignment Number Format Cells Themes

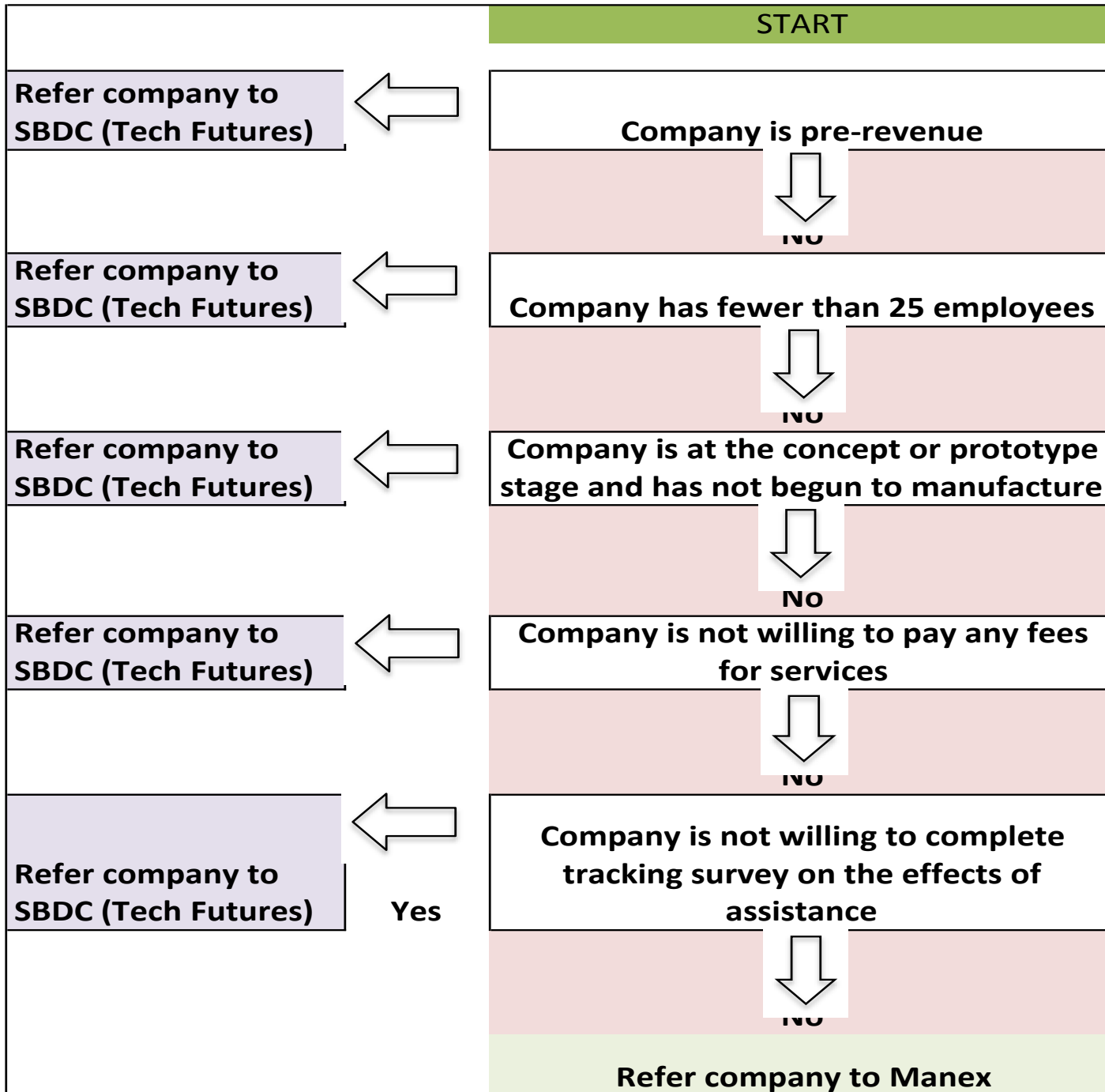
Calibri (Body) 12 General Normal Bad Good Neutral

A1 Company

1	Company	Address	Website	Business/Products	Contacts	Current state of manufacturing	# of Employees	Funding to-date	Needs	Comments	Interest in Curriculum and Workforce Issues	Manex - Manufacturing facility set-up and operations, supply chain planning and optimization, business and financial plan preparation	financial plan preparation, Funding strategies (equity/debt/SBIR/STTR), Market launch and commercialization strategy, Advice on IP strategy, disclosure and marketing, Partnership strategies - marketing, technology development	Laney - Biomedical Engineering Technology, ETP Incumbent Worker Training, Inspection Training, National Institute of Metalworking Skills	UCBerkeley - Seminars and Curriculum, Internships, Workshops
2	Penumbra	1351 Harbor Bay Parkway, Alameda, CA 94502	www.penumbra.com	Clinically beneficial devices to patients suffering from stroke and vascular disease. We are committed to the design, development and clinical application of innovative therapies in the neurovascular and peripheral vascular space.	Aaron Castillo, Production Manager, 979-229-8738, aaron.castillo@penumbra.com	Full-scale manufacturers of medical devices	420	Revenue	Expanding production; securing funding; IP issues; coordination with suppliers and complementary technologies	Penumbra is involved with Laney College's medical device certificate program.	Very involved in helping Laney College with their curriculum development.	Help with expanding production; coordination with suppliers and complementary technologies	Very involved in helping Laney College with their curriculum development for their medical device certificate program.	Potential for internships and hiring graduates	
3	Hantel	703 Sandoval Way, Hayward, CA 94544	www.hanteltech.com	Contract medical device and biotech product design, engineering, and manufacturing needs	Mary Pascual-Gallup, President, 510-701-5737, mpgallup@hanteltech.com	Contract medical device and biotech product design, engineering, and manufacturing needs	17	Revenue	Interns; identification of new clients; supply chain partners for larger projects; training of workers	Hantel is looking to partner with us for curriculum development, interns, and regional promotion of biomedical manufacturing	Hantel is looking to partner with us for curriculum development	Interns; identification of new clients; supply chain partners for larger projects	Business planning	Hantel is looking to partner with us for curriculum development; interested in interns from Laney	Potential for internships and hiring graduates
4	Xynanta R&D	41829 Albrae Street, Suite 111	www.xynanta.com	Chemical, pharmaceutical, and biopharmaceutical outsourcing provider; specialized in Synthetic and Medicinal Chemistry for drug discovery as well as developing small molecule therapies for treatment of human diseases.	Jong Rhee, 510-371-9804; jrhee@xynanta.com	Pre-manufacturing	3	boot-strapping	Financing; business development	Xynanta is a group of 3 capable chemists with the need for help with business development			Financing; business development		
5	Nano Precision Medical	5858 Horton Street, Emeryville, CA 94608	www.nanoprecisionmedical.com	Developing implantable drug delivery systems	Adam Mendelsohn, 510-207-0848, adam@nanoprecisionmedical.com	Pre-manufacturing	7	boot-strapping, SBIR grant	Financing; business development	Nano Precision Medical began with a business plan competition in the Berkeley Nanotechnology Club			Financing; business development		
6		558 Brookfield				Prototype drawings; searching for		Phase 1 SBIR grant \$150,000; \$500,000	Strategy, funding; prototyping, contract manufacturing, go-to-market	Sandstone has worked with the		Strategy, prototyping, contract		Invitee for Fall 2013	Interns, market

Sheet1

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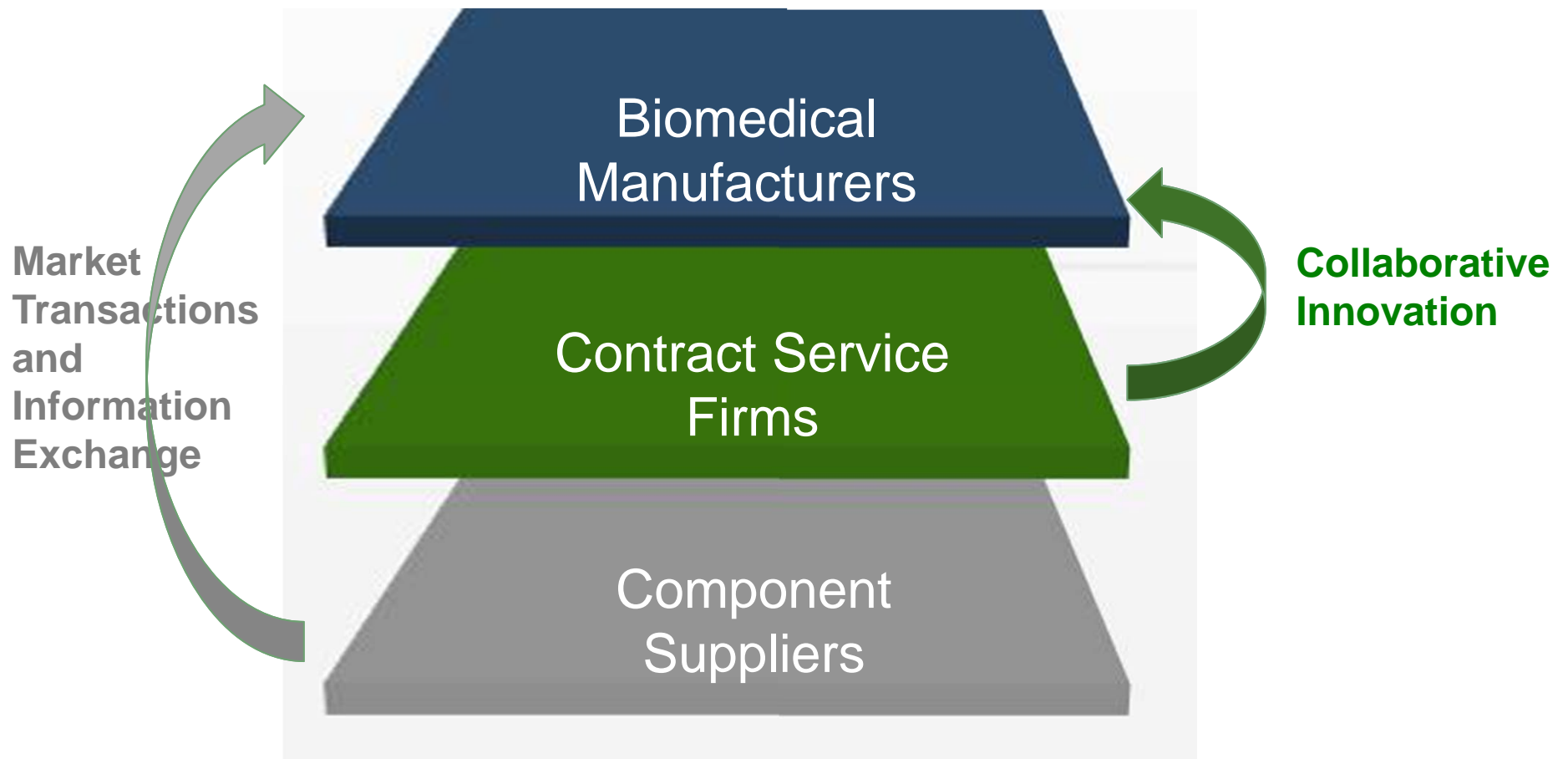


Biomedical Manufacturing Business Assistance

The screenshot shows a Safari browser window with the following elements:

- Browser Title:** TFG Biomedical Client Application | Tech Futures Group
- Address Bar:** techfuturesgroup.org/node/19213
- Navigation:** Home / TFG Biomedical Client Application
- Main Content:**
 - Information:** Services Offered, How TFG Works
 - TFG Team:** About Our Team, Join Our Team
 - Clients:** TFG Qualifications, Typical Clients, Apply Here
 - Partners:** Our Partners, Local SBDC
 - Look at Us!:** News & Events, Join Our Mailing List, Marketing Materials
- Logos:** TECH FUTURES GROUP CALIFORNIA SBDC (Northern CA Regional Network) and TFG BIOMEDICAL APPLICATION
- Text:** The Biomedical Application is accepted on a rolling basis. All applicant information kept strictly confidential per the federal Privacy Act.
- Right Sidebar:** SBDC

Alliance model for innovations through regional supply networks



Business Case for US Manufacturing

Potential Impacts

*A stronger brand and pricing power from made in USA

*Greater operational efficiencies
 *More efficient use of resources
 *Supply chain optimization
 *Lower costs

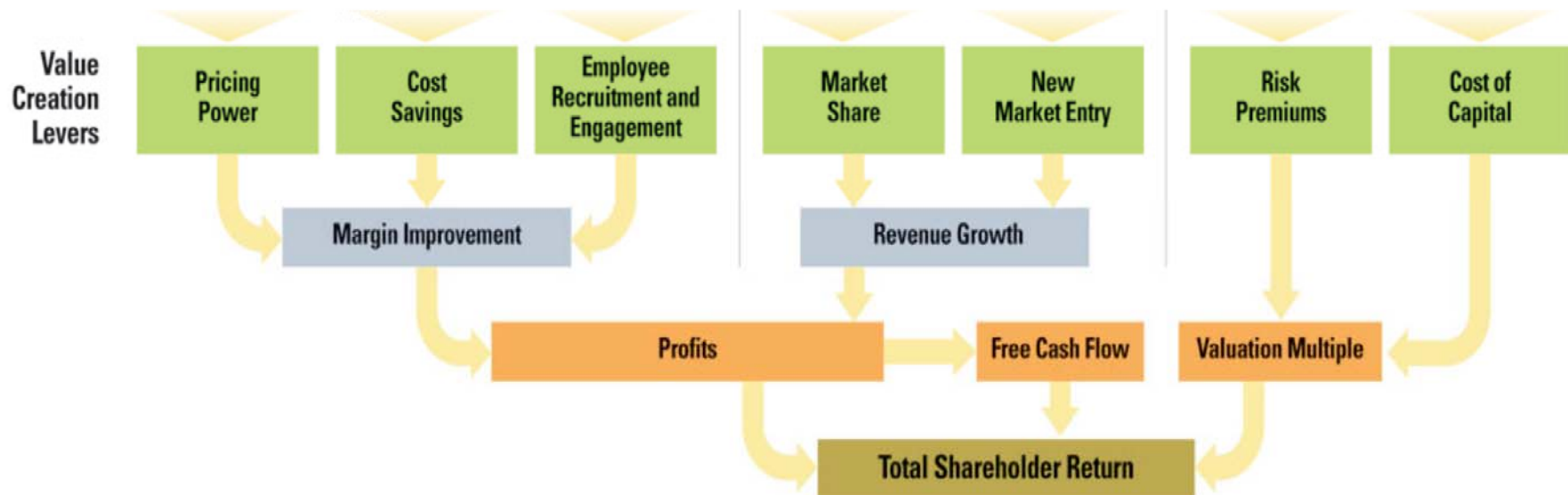
*Greater employee productivity

*Improved customer loyalty

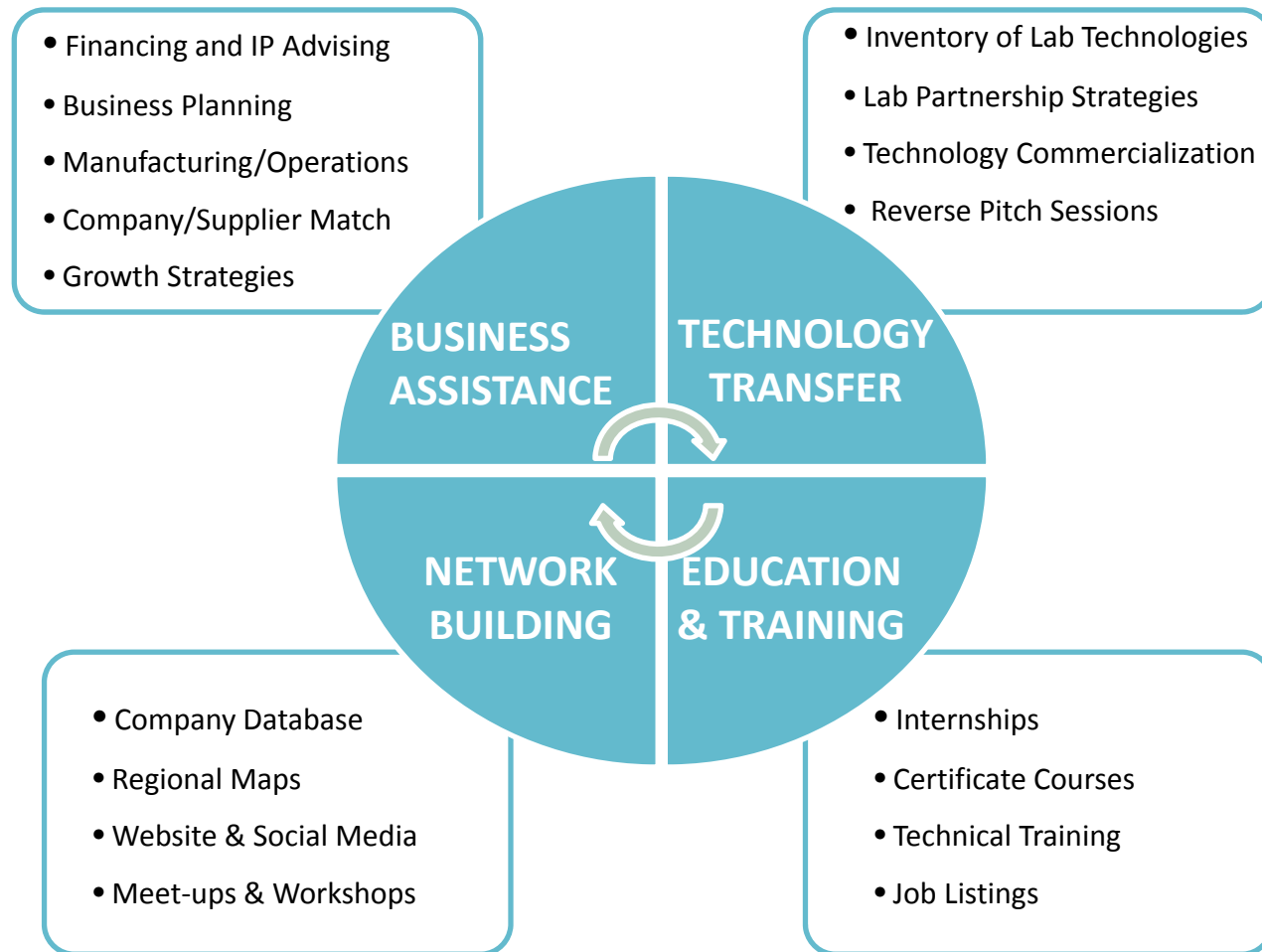
*Enhanced ability to enter new markets
 *More potential sources of revenue

*Lower market, balance sheet, and operational risks

*Lower cost of capital
 *Greater access to capital, financing, and insurance



East Bay Biomedical Manufacturing Network



Lab to Company Technology Transfer Database

Excel File Edit View Insert Format Tools Data Window Help (Charged) Sun 7:30 PM Gregory Theyel

East Bay Biomedical Manufacturing Network Technology Transfer 10302013 Database v1.xlsx

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Font: Calibri (Body) 12, Alignment: abc, Number: General, Format: Normal, Bad, Good, Neutral, Cells: Insert, Delete, Format, Themes

A1 Technology

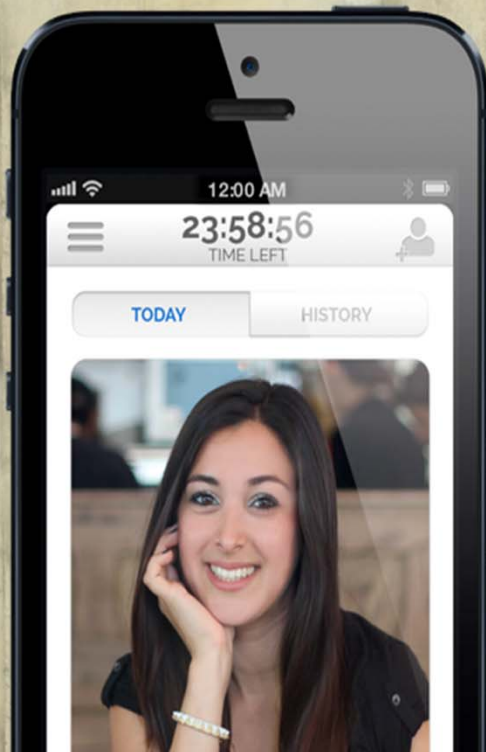
Technology	Source	Type	REF #	Applications
14-3-3 Sigma as a Biomarker of Basal Breast Cancer	LBNL	Cancer Prognostics	IB-2594	Breast cancer biomarker; Drug development
ANXA9: A Therapeutic Target and Predictive Marker for Early Detection of Aggressive Breast Cancer	LBNL	Cancer Prognostics	JIB-2371	Breast cancer diagnosis; Treatment of aggressive breast cancer
Biomarkers for Predicting Breast Cancer Patient Response to PARP Inhibitors	LBNL	Cancer Prognostics	JIB-3095	A companion diagnostic for identifying breast cancer patients
Breast Cancer Recurrence Risk Analysis using Selected Gene Expression	LBNL	Cancer Prognostics	IB-3199	Breast cancer treatment; Diagnostic equipment design; Drug development
Comprehensive Prognostic Markers and Therapeutic Targets for Drug-Resistant Breast Cancers	LBNL	Cancer Prognostics	IB-2281	Identifying patients with breast cancers that are resistant to chemotherapy
A Diagnostic Test to Personalize Therapy Using Platinum-based Anticancer Drugs	LBNL	Cancer Prognostics	JIB-2441	Personalize therapy using platinum-based anticancer drugs
Early Detection of Metastatic Cancer Progenitor Cells	LBNL	Cancer Prognostics	JIB-2006	Identifying aggressive cancer progenitor cells in: Breast cancer
Gene Tests for Increased Breast Cancer Risk from Low Dose Radiation	LBNL	Cancer Prognostics	IB-3253	Breast cancer risk screening; Cancer research
Genetic Barcodes for Cancer Prediction and Prognosis	LBNL	Cancer Prognostics	IB-2897	Cancer diagnostics and therapy
Genetic Profile Determines Prognosis and Response to Cancer Therapy	LBNL	Cancer Prognostics	WIB-2709	Diagnostic testing; Drug design, laboratory testing, and clinical trials
High Resolution Digital Autoradiography	LBNL	Cancer Prognostics	IB-2959	Medical diagnostics; Biological research involving localization of radiolabeled compounds
Hyaluronan-based Probes for Identification of Invasive Breast Cancer Subsets	LBNL	Cancer Prognostics	IB-2894	Breast cancer prognosis and treatment; Chemotherapy drug development
Predictive Markers and Therapeutic Targets for Drug Resistant Ovarian Cancer	LBNL	Cancer Prognostics	JIB-2105,	Identifying ovarian cancers that are not likely to respond to chemotherapy
Predicting Responsiveness of Breast Cancers to Polyamine-type Chemotherapy	LBNL	Cancer Prognostics	WIB-2423	Clinical management of cancer; Diagnostic testing ; Pharmaceutical development
Prognostic for Invasive and Metastatic Cancers	LBNL	Cancer Prognostics	IB-1637	Prognostic marker for invasive and metastatic cancers; Therapeutic development
Protease-based Cancer Screening Using Nanoliter Samples	LBNL	Cancer Prognostics	IB-2240	Early stage screening of cancers via detection of proteases and their activity
Rac1b: A Highly Selective Marker and Target for Cancer	LBNL	Cancer Prognostics	IB-2167	Early stage detection of breast, colon, prostate, kidney, skin, and other cancers
Rare Variant of Mucin, MM, Marks Differentiated yet Tumorigenic and Invasive Breast Cancer Cells	LBNL	Cancer Prognostics	JIB-2912	Breast cancer diagnosis, prognosis, therapeutics; Drug development
SATB1: A Fundamental Prognostic Marker and Therapeutic Target for Metastatic Breast Cancer	LBNL	Cancer Prognostics	IB-2186	Creating therapies by targeting SATB1 promoters; Developing diagnostic tests
Acid-Degradeable and Bioerodible Materials	LBNL	Cancer Therapeutics	JIB-2595	Drug delivery, including controlled-release formulations; Vaccines
Antibodies for Monitoring and Phosphorylation Sites for Inhibiting DNA Double-Strand Break Repair	LBNL	Cancer Therapeutics	IB-1807	Developing therapeutics for the radiosensitization of cancer cells
Assays Based on the Role of Dystroglycan and Alpha-Dystroglycan Proteolysis in Tumor Cell Growth	LBNL	Cancer Therapeutics	IB-1398	#
Breast Cancer Therapy and Potential Method for Enhancing Radiation Sensitivity via Inhibition of $\beta 1$ Integrin	LBNL	Cancer Therapeutics	IB-1965	Anti-tumor therapy; Shows promise for increasing the radiation sensitivity of breast cancer
Combination of Anti-cancer Medications and Markers for Improved Therapeutic Response	LBNL	Cancer Therapeutics	WIB-2764	Medical diagnostics; Pharmaceuticals; Clinical oncology; Breast cancer
Compact Toroidal Magnet for Carbon Ion-beam Therapy	LBNL	Cancer Therapeutics	IB-3054	Carbon ion-beam cancer treatment: Adaptable to proton ion-beam

Sheet1

Normal View Ready Sum=0



ALREADY A MEMBER? LOGIN ▲



NEW! Now on iPhone!

- Get one match a day at noon
- It's private and free

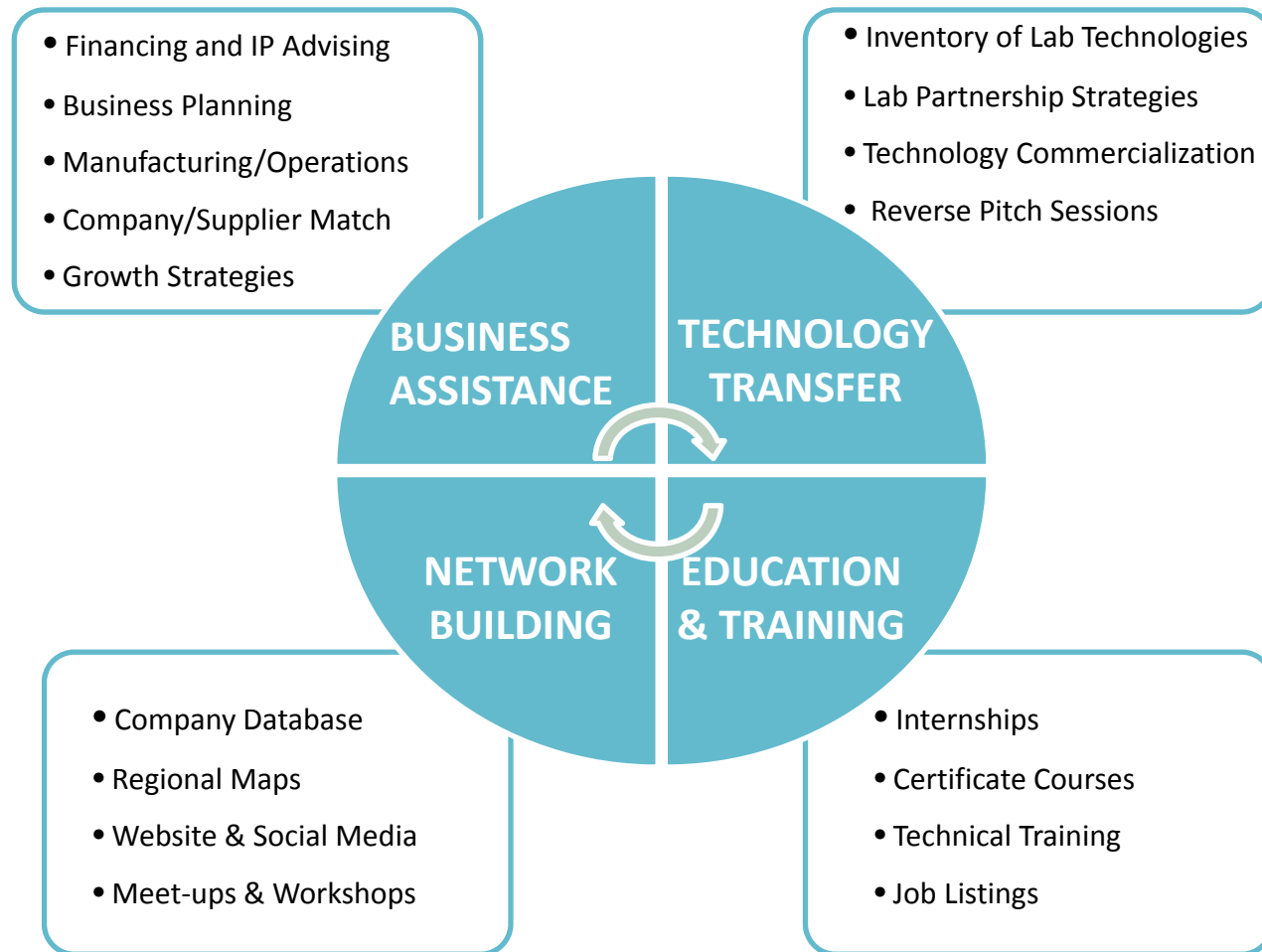
Don't have an iPhone?

DOWNLOAD FOR IPHONE

GET STARTED



East Bay Biomedical Manufacturing Network



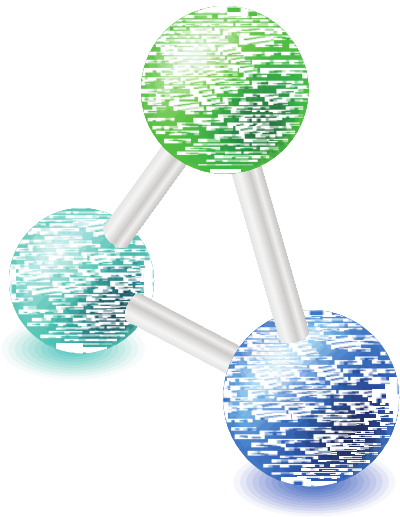
Internship Menu of Options

The screenshot shows a Microsoft Excel spreadsheet titled "East Bay Biomedical Manufacturing Network Internship Menu 09012013.xlsx". The spreadsheet is organized into a table with the following data:

Options	Target	Cost	Conditions	Contact
Biotech to Market Program	Small early-stage biotech companies in Berkeley, Emeryville, Oakland and Albany	Free to limited number of companies	\$16/hour, 10-15 hrs/wk; 4-6-person teams; engineering, science and business students from UC Berkeley and Laney College	Tiff Dressen, tddressen@lbl.gov
Work Study Students	Biomedical companies of all sizes and sectors	When managed through Manex companies pay 40% and federal work study program pays 60%	Managed by Manex; students from UC Berkeley and Laney College	Gene Russell, grussell@manexconsulting.com
Internships	Biomedical companies of all sizes and sectors	\$15-\$20/hr, 10-15 hrs/wk; 1-6-person teams; engineering, science and business students from UC Berkeley, Cal State East Bay, and Laney College	Best results from an internship team if there is a focused project with a designated supervisor	Gregory Theyel, gregory.theyel@biomedmfg.org
On-the-Job Training	Biomedical companies of all sizes and sectors	Free to qualifying companies	Companies are reimbursed for wages paid to employees during their training for the job for which they are eventually hired.	Stephen Baiter, sbaiter@ehsd.cccounty.us

The spreadsheet interface includes the following elements:

- Menu Bar:** Excel, File, Edit, View, Insert, Format, Tools, Data, Window, Help.
- Toolbar:** Standard Excel icons for file operations, editing, and formatting.
- Ribbon:** Home, Layout, Tables, Charts, SmartArt, Formulas, Data, Review.
- Font Group:** Edit, Fill, Calibri (Body), 12, Bold, Italic, Underline, Text Color, Background Color.
- Alignment Group:** abc, Wrap Text, Merge, Merge and Center.
- Number Group:** General, Percentage, Decimals, Thousands Separator.
- Format Group:** Conditional Formatting, Styles (Normal, Bad, Good, Neutral).
- Cells Group:** Insert, Delete, Format, Themes.
- Status Bar:** Sheet1, Normal View, Ready, Sum=0.



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