

CONFERENCE AGENDA

Medical Device Conference

Thursday, June 24, 2021

8:00 a.m. – 6:00 p.m.

Partnering Hall – One-on-One Private Meetings (All Day)

Set up meetings at the virtual Partnering Hall throughout the day. This is an opportunity for emerging medtech companies to meet angels, venture funds, strategic partners, and large medtech consolidators looking for investment, partnering, and acquisition opportunities.

9:00 a.m. – 12:00 p.m.

Medtech Innovator Showcase

Wilson Sonsini's 28th Annual Medical Device Conference will once again partner with MedTech Innovator, the largest medical device accelerator in the world, to highlight this year's top 50 early and mid-stage start-ups. These companies will present in the MedTech Innovator Showcase which includes a five-minute pitch by each company.

9:00 – 9:10 a.m.

Welcome Remarks

Casey McGlynn, *MDC Organizing Committee Founder*
Farah Gerdes, *MDC Organizing Committee Member*
James Huie, *MDC Organizing Committee Member*

9:10 – 10:10 a.m.

Building the Next Generation of Medical Device Innovation

Join a panel of CEOs as they discuss their companies and their experience developing, funding, and commercializing the next generation of medical devices. Learn about their unique products, the markets they address, and the impact they have had on their patients and the healthcare system. Find out about the many issues they faced and overcame to build, test, and launch their products.

Moderators:

Farah Gerdes, *Wilson Sonsini*

Marga Ortigas-Wedekind, *Fogarty Innovation*

Speakers:

Jane Chao, *Ceribell*

Karen Long, *KCK Medtech Group*

Maria Sainz, *AEGEA Medical, Inc.*

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10:10 – 10:30 a.m.

BREAK

Grab a cup of coffee or join us for a LIFT HIIT exercise. Get ready to sweat! Designed around the principles of high intensity interval training (HIIT) and targeting every muscle in the body, each interval has both an active and recovery period, resulting in increased metabolism, high caloric burn, and fast results.

10:30 – 11:10 a.m.

Medtech Innovation, a Conversation with Josh Makower

Join David Cassak in conversation with Josh Makower as they discuss Josh's many roles in MedTech—Inventor, including as Inventor & Founder at Exploramed, Investor at New Enterprise Associates and Co-founder & Incoming Director of Stanford Byers Center for BioDesign.

Moderator: David Cassak, *Medtech Strategist*

Speaker: Josh Makower, *New Enterprise Associates*

11:10 – 11:50 a.m.

Fostering Innovation

Meet a unique group of innovators who are changing the way the medical device industry identifies and addresses unmet needs. This group of incubators, accelerators, and institutes is helping to create a solid stream of winning new companies to feed the needs of the healthcare system. Learn more about how they help their entrepreneurs create winning solutions.

Moderator: James Huie, *Wilson Sonsini*

Speakers: Daniel Burnett, *Theranova*

Amr Salahieh, *Shifamed*

Christine Winoto, *UCSF Rosenman Institute*

11:50 a.m. – 12:10 p.m.

BREAK

Grab a cup of coffee or join us for a LIFT Stretch exercise designed to open the body and reset the soul. From sitting at our desks to working on the road, this class will undo all of that tension and leave you feeling light and LIFTed.

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12:10 p.m. – 12:50 p.m.

New Models for MedTech Investing

Join a group of early stage venture investors as they discuss what they are looking for today when they meet with Medtech CEOs raising capital. Hear about deals these funds have recently completed and the company characteristics that clinched their investment. Learn how the pandemic has affected their process, investment thesis, areas of interest and level of activity. The panels will also discuss exit strategies and the attractiveness of SPACs, IPOs, Mergers and Earn Outs as paths to liquidity.

Moderators: David Cassak, *Medtech Strategist*
Casey McGlynn, *Wilson Sonsini*

Speakers: William Dai, *ShangBay Capital*
James Eadie, *SANTÉ*
Kate Garrett, *Sonder Capital*
Mudit Jain, *Treo Ventures*
William Tai, *Amed Ventures*

12:50 p.m. – 1:00 p.m.

Closing Remarks

Farah Gerdes, *MDC Organizing Committee Member*

8:00 a.m. – 6:00 p.m.

Partnering Hall Continues: One-on-One Private Meetings

Friday, June 25, 2021

8:00 a.m. – 6:00 p.m.

Partnering Hall – One-on-One Private Meetings (All Day)

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9:00 a.m. – 12:00 p.m.

Medtech Innovator Showcase

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CONFERENCE AGENDA

9:00 – 9:10 a.m.

Welcome Remarks

James Huie, *MDC Organizing Committee Member*

9:10 – 10:10 a.m.

The Current Climate for Medtech Investing – A Data-Driven Discussion

Join Jon Norris from Silicon Valley Bank as he examines current trends in healthcare investment. He will discuss the emerging hot spots for medical device start-ups and which venture funds are focused on Series A deals, as well as who the most active corporate investors are and what's happening in the world of acquisitions and public offerings.

David Cassak of *MedTech Strategist* and Casey McGlynn of *Wilson Sonsini* will join Jon to analyze medtech investment trends in the current climate.

Moderator: David Cassak, *Medtech Strategist*

Casey McGlynn, *Wilson Sonsini*

Speaker: Jonathan Norris, *Silicon Valley Bank*

10:10 – 10:30 a.m.

Break

Grab a cup of coffee or join us for a LIFT Barre exercise. Infusing elements of barre, pilates, and yoga, we strengthen and lengthen every inch of your body, specifically targeting the thighs, hamstrings, glutes, core, and upper body. LIFT Barre consists of isometric holds, heavy repetition, and finishes with deep targeted stretching.

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10:30 – 11:10 a.m.

Focus on the IPO Market: SPACs vs. Traditional IPOs – Advantages and Disadvantages of Each

As the U.S. exit landscape continues to evolve, alternative approaches—such as SPACs—are making U.S. IPOs accessible to a wider array of companies. SPAC business combinations have recently offered private companies a potentially efficient way to raise funding at attractive valuations. However, while initially appealing, related factors such as opportunity and underlying risk require careful consideration, especially as this red-hot industry faces new challenges ahead. Join this panel of experts to learn more about this evolving area.

Moderators: Philip Oettinger, *Wilson Sonsini*

Kathy Ku, *Wilson Sonsini*

Speaker: Zachary Fisher, *Cowen*

Ed Kilroy, *MedAvail Technologies Inc.*

Frank Litvack, *Vida FLaSH Acquisitions*

11:10 – 11:50 a.m.

COVID 's Impact on Healthcare

COVID has impacted the delivery of healthcare products and services in a number of ways, some of which will remain after the pandemic ends and some of which will only be temporary. Please join a panel of industry representatives, regulators, and experts who will discuss some of the opportunities created by these changes, as well as some of the challenges they may present, in terms of clinical trials, inspections, telemedicine, approvals, reimbursement, and privacy.

Moderator: Jamie Ravitz, *Wilson Sonsini*

Speakers: Jodi Akin, *Hawthorne Effect*

Patrick Bilbo, *Organogenesis*

Mark Leahey, *Medical Device Manufacturers Association*

11:50 a.m. – 12:10 p.m.

Break

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12:10 – 12:50 p.m.

Where Are They Now? Latest Updates from MedTech Innovator's Hottest Alumni

MedTech Innovator has grown to become the largest accelerator of medical technology in the world. Alumni have gone on to raise over \$2.6B in follow-on financing, 77 marketed products, and 14 acquisitions. In this session, we'll hear from 10 high-performing alumni with the latest updates on their products, clinical evidence, and funding opportunities for investors:

Nissan Elimelech
Founder/CEO
[Augmedics](#)

Alex Schueller
Founder/CEO
[cellvie](#)

Lucy O'Keeffe
Co-founder/CEO
[Croivalve](#)

Andy Doraiswamy
Founder/CEO
[Koya Medical](#)

Kath Giles
Managing Director/CEO
[OncoRes Medical](#)

Justin Barad
Founder/CEO
[Osso VR](#)

Anne Osdoit
CEO
[SafeHeal](#)

Richard Hanbury
Founder
[Sana Health](#)

Stephen Cox
Co-founder/CEO
[Venari Medical](#)

Mark Bruzzi
Founder
[Vetex Medical](#)

12:50 – 1:00 p.m.

Closing Remarks

Casey McGlynn, *MDC Organizing Committee Founder*
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