



2016: SIGNIFICANT PROGRESS

As a rapidly growing economic development collaborative in the greater Sacramento region, MedStart is a thriving force in the medical device and medical technology industry. After the Sacramento Regional Technology Alliance dissolved in September 2015, Social Interest Solutions became the steward of the MedStart program. Today, representing more 140 entrepreneurs and start-up companies, MedStart continues to provide resources that the new medical technology sector needs to grow, develop and progress.

2016 AT A GLANCE

RELATIONSHIPS ARE KEY

Community support is key to our success. We have worked closely with the cities of Elk Grove, Lincoln, Rancho Cordova, Roseville, Sacramento and West Sacramento. In addition, we have established relationships with venture capital firms and investors representing both Sacramento and the Bay Area, and continue to engage with Greater Sacramento Economic Council to identify future opportunities.



LEADERSHIP CHANGE

After eight years of leadership, Cary Adams, MedStart Founder and Managing Partner of MedFORCE, LLC a MedTech accelerator and Almond Tree Capital, transitioned the role of

MedStart Chair to Chris Wood (pictured) Vice President, Neurosciences and Orthopedics of DignityHealth. Cary will stay involved as Emeritus Chair.

EDUCATION IS THE FUTURE

With the launch of our new Mentor network, internship program involving Sacramento State, University of the Pacific and UC Davis, combined with our continued educational Speaker Series, we are pleased to share industry knowledge and expertise with our members.

MAKING CONNECTIONS

Through the creation of a Wet Lab Network, we have successfully placed four companies in a portion of the identified 175,000+ square feet of available laboratory space in our region. In addition, we hosted five CEO forums with both political and private business leaders including Sacramento Mayor Steinberg, and hosted 10 MedStart Advisory Committee meetings to exchange ideas, network and learn about future initiatives.



GROWTH AND EXPANSION

More people are engaging with MedStart as evidence by increased traffic to MedStart.org, more social media followers and the addition of 28 new companies into our network.

FIND US ON TWITTER AND LINKEDIN



RECOGNIZING INNOVATION

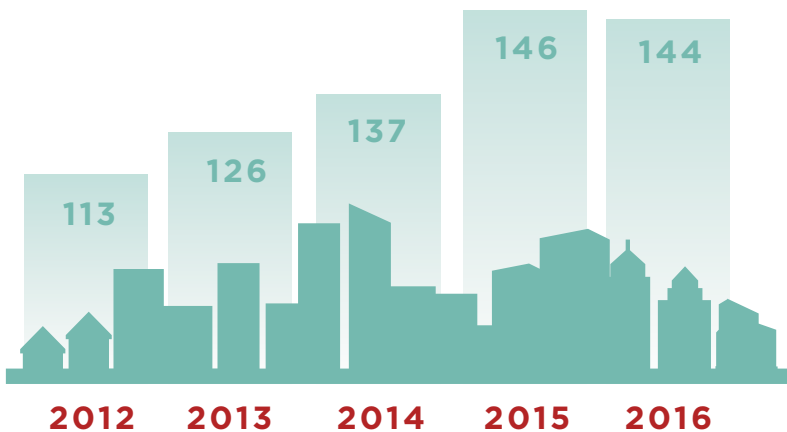


The Sacramento Regional Innovation Awards in medical and health technologies and services (formerly the Claire Pomeroy Award for Medical Technology Innovation) recognizes companies for generating new ideas in the medical device and medical technology space. Many great companies submitted their ideas, but in the end the top three winners were ViVita Technologies, Molecular Matrix and the top prize was awarded to Evolve Biosystems.

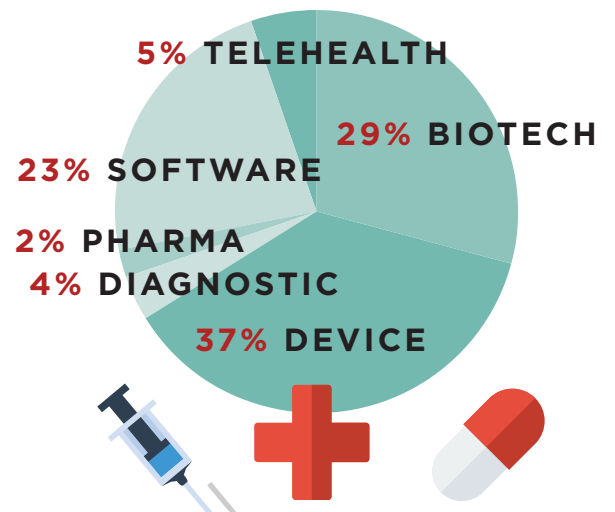
Evolve Biosystems is developing a proprietary and effective probiotic bacteria, activated with specific prebiotic oligosaccharides and delivery systems to maintain a healthy microbiome in all infants during the first six months of life.

MEDSTART COMPANY STATS

COMPANIES IN THE SACRAMENTO REGION - GROWTH FROM 2012 - 2016



INDUSTRY BY SECTORS



MEMBER SPOTLIGHT



SOCIAL INTEREST SOLUTIONS

SIS is a non-profit, mission driven organization dedicated to improving access to quality health and social services for those in need through policy influence and technology solutions. They are the primary sponsor and curator of MedStart and without the dedication of their senior leadership, MedStart would not be able to continue to support medical technology startups in the nine county Sacramento region.



DIGNITY HEALTH - SILVER SPONSOR

Dignity Health, a leader in healthcare continues to pave the way to make our communities stronger, healthier, and more resilient today, and long into the future. MedStart greatly benefits from their support and looks forward to their continued involvement.



ISO BELT - LARGEST ENTREPRENEUR MEMBER

MedStart is proud to have innovative members introducing new products and services to the market. Iso-Belt™ and Iso-Gown™ is a patent-pending technology that eliminates waist ties and eliminates floor to gown contamination. In addition, the Iso-Belt™ and Iso-Gown™ are easier to apply for obese wearers, and wearers with limited mobility.

SUCCESS STORIES

COLLABORATION AT WORK



Throughout 2016 the UC Davis Venture Catalyst team and Office of Research have supported and partnered with MedStart. These efforts, plus connecting with companies that have developed technology within the UC Davis system are providing opportunities for startups to thrive. Vivita Technologies, Molecular Matrix, Juno Biomedical and Liquid Gold Concept are all examples of UC Davis affiliated companies that have used MedStart resources and have experienced success. UC Davis Venture Catalyst and Office of Research look forward to continuing their support of MedStart.

— **Dushyant Pathak**, Associate Vice Chancellor, Technology Management & Corporate Relations and Executive Director, Venture Catalyst



Thanks to MedStart, Applied Science, Inc. (ASI) and Dignity Health developed a partnership with both organizations contributing to the development of ASI's ADEPT data management solution. Today's healthcare delivery environment is complex and highly regulated. "Dignity gave us insight into regulatory, process and business issues. This enabled us to develop and implement a commercial grade healthcare application inside eight months; a result unheard of in the medical device industry."

"In healthcare delivery we are looking to implement solutions that drive the Triple Aim: reduced cost, increased quality, and a better patient experience. Dignity partnered with ASI because the ADEPT product helps accomplish this," said Chris Wood, Vice President, Neurosciences and Orthopedics at Dignity Health.

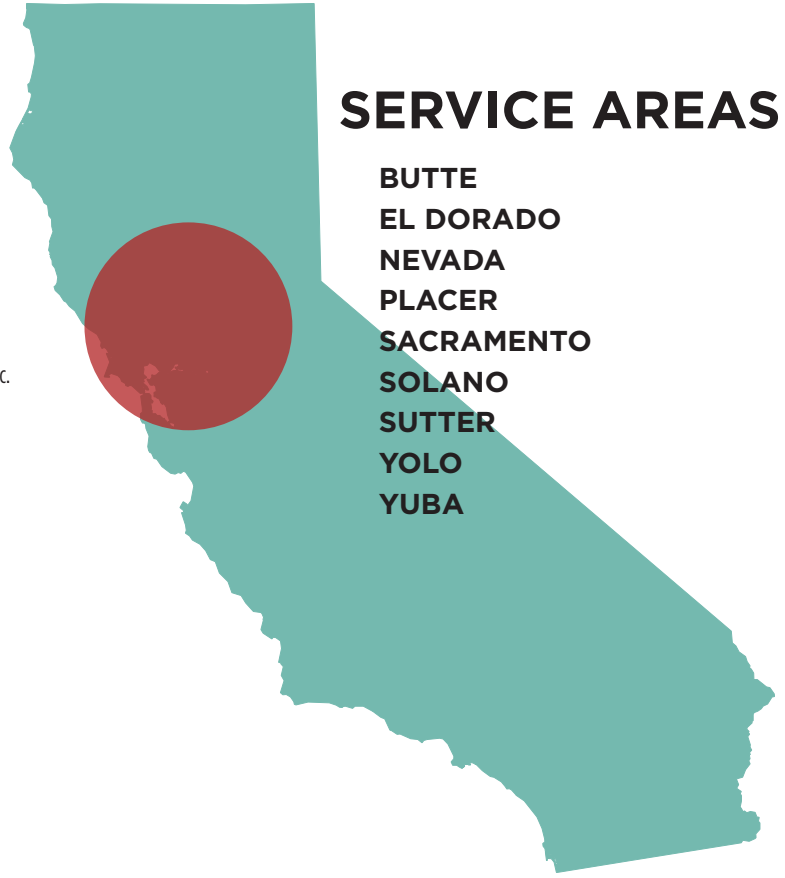
— **Jonathan Morgan**, President & CEO of ASI

MedStart COMPANIES

Acmon Bioscience LLC
 Adept-Med International
 Agilent Technologies
 Alana Laboratories
 AMPAC Fine Chemicals
 AnPac Bio
 Antibodies Inc
 Applied Science, Inc
 Aztec Heart LLC
 Beckman Coulter Inc.
 Bentec Medical Inc.
 Big Brand Theory
 Bioinitiatives, Inc.
 Biomagnetics Diagnostics Corp.
 Bionica, Inc.
 BioSure Inc.
 Bruker
 Ca. Telehealth Ntwk
 Care Innovations
 Cedaron Medical Inc
 Cell Marque
 Celldata, Inc.
 Cesca Therapeutics Inc.
 City of Davis
 City of Elk Grove
 City of Lincoln
 City of Rancho Cordova
 City of West Sacramento
 Conquest Imaging
 Consensus Orthopedics
 continuED Medical LLC
 Cool Touch
 Dermasweep
 Dermveda
 Diestco Manufacturing
 Digital Doc LLC
 EicOsis LLC
 Eigen
 EMED Technologies Corporation
 Evena Medical, Inc.
 Evolve Biosystems, Inc.
 Exinda Therapeutics LLC
 Expanesthetics, Inc.
 Expression Systems
 Eyefinity
 Gatekeeper Innovation
 Gemini Bio Products
 Genentech
 Gold Standard Diagnostics

Haemonectics
 Hand Biomechanics Lab Inc.
 Health Financial Systems
 HealthLinkNow
 HemoStat Laboratories
 HM Clause
 HuMurine
 Ilixco
 IMA Technologies Corp.
 Innovations Health
 Insera Therapeutics
 Inserogen
 ISO-Belt
 J.R. Scientific
 Jackson Labs
 Juno Biomedical
 Katz & Klein, Inc.
 KILLI
 KPMG
 Kura MD
 Lares Research
 LifeMed ID
 Liquid Gold Concepts
 Manke Software
 Medical Datasoft International
 Meditab Software, Inc.
 MedXPrime
 Metabolon Inc.
 MI-COG, LLC, dba
 CognitiveTest.com
 Miltenyi Biotec Inc.
 Modernizing Medicine
 Molecular Matrix, Inc.
 Monumedical LLC
 MS2
 MuriGenics
 Mytrus
 NCP Corp
 NeuroVision Imaging LLC
 Nightingale VantageMed
 Corporation
 Nivagen Pharmaceuticals
 Novici Biotech
 Novozymes Inc.
 NuvoLase
 On 3 Health
 OP-D-OP INC
 Optimal Tracers
 Ortho Group
 Orthogroup Inc.

Patholase
 Pediatric Bioscience Inc.
 PharmaMed QSE
 Phillip A Danz & Associates
 PHL Associates, Inc.
 Piper Medical Corp.
 Placer Inspection Lab
 Practice-Web
 Precision Medical Products
 Pro Med Kits
 Promaxo
 Q I Medical Inc
 Quorum Technologies
 ResQ Medical Inc.
 Sonic Technology Products, Inc.
 SpecialtyMD.com
 Stem Cell Partners LLC
 StemExpress
 Stratovan Corporation
 SureClinical
 Symple Surgical
 Symsoft
 Synder Filtration
 Synemed Inc
 SynGen, Inc.
 Tahoe Institute for Rural
 Health Research
 TCS Healthcare Technologies
 Tekuzine
 Telemedicine.com, Inc.
 The Asthma & Allergy
 Prevention Company
 The Jackson Laboratory - West
 The Shop
 Transonic EndoGear Inc.
 Tri Quality, Inc.
 TriContinent Scientific
 TriZetto Provider Solutions
 Truven Health Analytics
 Turbo-Doc
 VasoFlow
 Virtuality Bio
 ViVita Technologies Inc
 Vortran Medical Technology 1 Inc.
 VSPOne Sacramento
 WEIKINS LLC
 WestFace Mecal Device



SERVICE AREAS

- BUTTE**
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Special thanks to our hosts and sponsors



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