



MedTech Day

FEBRUARY 13 | 4:00-7:00PM PT | THE CITIZEN HOTEL

CO-HOSTED BY



**CALIFORNIA
LIFE SCIENCES**



AdvaMed

Advanced Medical Technology Association

Welcome to our 2024 MedTech Day

Hello MedTech Leaders,

Thank you for taking the time to participate in CLS's MedTech Day, in partnership with AdvaMed. Today, we educate state lawmakers about California's dynamic MedTech industry, which is on the cutting edge of critical policy decisions that impact MedTech innovation including artificial intelligence (AI) regulation, talent recruitment, and patient access to life-saving technology. We cannot overstate how important it is for this sector to communicate directly with policymakers, so they understand what is at stake as they craft wide ranging policies impacting our industry and our patients.

CLS is also pleased to convene a panel briefing with life sciences thought leaders and policymakers to discuss how AI has been, and will continue to be, a game-changing tool that is revolutionizing how our industry develops cures for patients around the world. This panel event is an important opportunity for us to also highlight [life sciences' guiding AI principles](#) that reflect responsible data governance, oversight, transparency, risk-mitigation, and ethics.

We look forward to having a day of impactful meetings and productive conversations around how MedTech delivers for patients, the future of AI revolutionizing healthcare, and ensuring California remains the global leader in innovation for years to come.

Thank you for joining us.



Mike Guerra
President & CEO
California Life Sciences



Sam Chung
Vice President, State Government Relations
California Life Sciences

PANEL DISCUSSION

How California Policy Can Chart the AI Revolution



OPENING REMARKS

Sean McCluskie

Chief of Staff

United States Department of Health & Human Services



MODERATOR

Senator Josh Becker

(D-Menlo Park)



Dr. Tina Hernandez-Boussard

Associate Dean of Research
Stanford School of Medicine



Arpit Davé

Vice President & Head, Enterprise Artificial Intelligence
Amgen



Gunther Lenz

Vice President, Software R&D
BD



Joy Sacmar

Vice President of Regulatory Affairs
Johnson & Johnson Robotics & Digital Solutions

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Leading the Way for Medtech

"AdvaMed's Medical Innovation Agenda will unleash a new era of innovation on behalf of American patients.

Join us. Together, we can accomplish our vision of a world where medical technology enables better outcomes for every patient, every time."

- Scott Whitaker, AdvaMed President & CEO



WHERE BUSINESS & BREAKTHROUGHS CONVERGE

Bio Events International Convention | June 3-6, 2024 San Diego, CA



BD is one of the largest global medical technology companies in the world and is advancing the world of health by improving medical discovery, diagnostics and the delivery of care. The company supports the heroes on the frontlines of health care by developing innovative technology, services and solutions that help advance both clinical therapy for patients and clinical process for health care providers. BD and its more than 70,000 employees have a passion and commitment to help enhance the safety and efficiency of clinicians' care delivery process, enable laboratory scientists to accurately detect disease and advance researchers' capabilities to develop the next generation of diagnostics and therapeutics. BD has a presence in virtually every country and partners with organizations around the world to address some of the most challenging global health issues. By working in close collaboration with customers, BD can help enhance outcomes, lower costs, increase efficiencies, improve safety and expand access to health care. San Diego is home to BD's Medication Management Solutions Business Headquarters and 3,500+ associates.

Contact **Adam Lotspike** at Adam.Lotspike@bd.com.



BD Product Sustainability Initiatives - How do we recycle medical devices? - From needles and syringes used in a wide range of critical medical treatments and care, to capital equipment in hospitals, BD is driving sustainable solutions that have a positive impact on the health of our planet and communities. BD recently announced the results of an industry-first pilot recycling program that diverted 40,000 pounds of used medical devices from the landfill. The pilot also assessed technical feasibility of two types of technology - mechanical and advanced recycling - both showing favorable results in their ability to successfully recycle used medical devices for use in other products. BD also has an in-house "Green Initiative" located in San Diego that reclaims or recycles 100% of the parts and components of many of its medication management devices. Over the past 11 years, BD has recycled nearly 32,000 tons of waste that would have otherwise ended up in a landfill.

[LEARN MORE >](#)

Dexcom®

As a San Diego, CA-based company, Dexcom is a pioneer in continuous glucose monitoring (CGM). Since 1999, we have developed innovative technology that has transformed how people manage diabetes. Our products are part of people's daily lives, empowering them to live confidently and feel more in control, free to pursue their dreams. We have more than 8,000 employees across the globe dedicated to creating life-changing CGM solutions.

Contact **Dee Stahly** at dee.stahly@dexcom.com.

Featured Product: Dexcom G7



People with diabetes are faced with managing a complex, chronic condition every day. Our **CGM systems** can help them live more normal lives despite their diagnosis. We think of ourselves as partners in their journey, helping to ease the burden of diabetes so they have more freedom and peace of mind. Our products also enable their healthcare practitioners to see detailed glucose data which can help them make better therapeutic decisions. CGM is a method of tracking glucose levels 24/7 using a small wearable device. CGM systems provide glucose readings and alerts in real time, helping people make better diabetes management decisions. Dexcom CGM is proven to lower A1C, increase time in range, and reduce hyper- and hypoglycemia.

[VIEW A VIDEO ABOUT THE PRODUCT >](#)

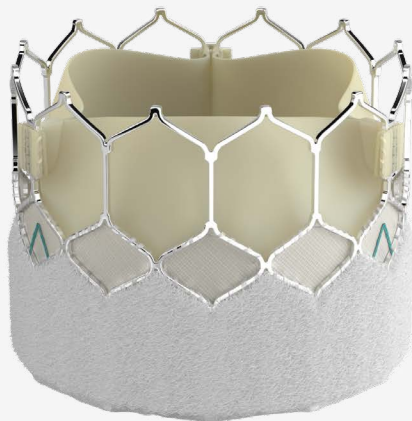


Edwards

Edwards Lifesciences is a global leader in patient-focused medical innovations for structural heart disease, as well as critical care and surgical monitoring. Driven by a passion to help patients, the company collaborates with the world's leading clinicians and researchers to address unmet healthcare needs, working to improve patient outcomes and enhance lives.

Contact **Heather Villarreal** at heather.villarreal@edwards.com

Featured Product: SAPIEN 3 Transcatheter Aortic Heart Valves



The valves are designed to work like your native valve and begin working immediately once they are implanted.

Designed to Last

- The frame of the valves is made from cobalt chromium to help with strength and durability.
- TAVR with the SAPIEN 3 family of valves, has similar durability to that of the leading surgical valves at 5 years.
- An outer sealing skirt surrounds the bottom of the valve, to help reduce any possible leakage around the valve.

Designed for Your Unique Needs

- SAPIEN 3 TAVR valves come in four unique sizes to provide a better fit for each individual patient.

Designed for Your Future

- The SAPIEN 3 TAVR valves are designed purposely with a specific low frame height to facilitate future procedures, if needed.
- The SAPIEN 3 Ultra RESILIA valve is a bovine (cow) heart tissue that has been treated with a special Edwards technology to block calcium build-up on the valve, potentially allowing the valve to last longer.
- Up to 75% of patients who get TAVR also have coronary artery disease. By getting one of the SAPIEN 3 TAVR valves, your physician may have better access to your coronaries in the future, should you need another procedure, due to its unique shape and low frame height design.

[LEARN MORE >](#)



Illumina Inc. Our mission is to improve human health by unlocking the power of the genome. Illumina has been at the forefront of the genomics revolution for decades. We are a global genomics and human health leader innovating the future of precision health. We develop sequencing and array-based life science technologies to enable boundless research discovery and pioneering personalized health in oncology, genetic and infectious diseases, reproductive health, and beyond. Our technology ensures that innovation continues and moon shots are underway for people- and planet-healing solutions. We believe that, together, we can use genomics to build a stronger world for all.

Contact **Theresa Andrews** at tandrews@illumina.com

Featured Product: NovaSeq X



The NovaSeq X Series helps moonshot projects become a reality—making affordable what was previously out of reach. Our continuous innovations have the power to generate tens of thousands of whole genomes per year. Dream big.

[VIEW A VIDEO ABOUT THE PRODUCT >](#)

Johnson & Johnson MedTech

At Johnson & Johnson MedTech, we combine our noble purpose with California's innovative spirit improving the lives of people who need it most. Building on more than a century of expertise, we tackle pressing healthcare challenges, and take bold steps that lead to new standards of care while improving people's healthcare experiences. Across the state, we're proud to employ some of the brightest minds in science, engineering, and robotics all focused on pioneering new and innovative solutions to help patients. California isn't just where we create purposeful technology and medicines to reimagine health. It's also our home.

Contact **Crystal Clark** at cclark8@its.jnj.com

Fueled by innovation at the intersection of biology and technology, we're developing the next generation of smarter, less invasive, more personalized treatments. From advanced mapping and navigation to robotic assisted solutions, we are delivering care in the hardest to reach parts within the human body. And by focusing highly engineered and intelligent treatments exactly where they're needed, we're protecting what's healthy and delivering care to what's not.

Learn more about how we're treating [stroke](#), [cardiac arrhythmias](#), [vision disorders](#) and transforming the surgical experience through [robotics](#).



Masimo is a global medical technology company that produces industry-leading monitoring technologies, including innovative measurements, sensors, patient monitors, and connectivity, automation, telehealth, and consumer solutions. Our mission is to improve patient outcomes, reduce the cost of care, take noninvasive monitoring to new sites and applications, and improve life. Masimo was founded and is headquartered in Orange County, California.

Contact **Paul Ordal** at pordal@masimo.com

Featured Product: Bridge™

Bridge™

Drug-Free Opioid Withdrawal Device

Opioid Halo™

Opioid Overdose Prevention & Alert System*



* Opioid Halo continuously monitors certain physiological parameters that are indicative of opioid-induced respiratory depression—a sign of opioid overdose—in order to alert users and their emergency contacts so that action can be taken to avoid adverse consequences of an overdose.

Bridge™ by Masimo is the first FDA-cleared medical device for the reduction of opioid withdrawal symptoms and Opioid Halo™ is the first and only FDA-Authorized Opioid Overdose Prevention and Alert System.

LEARN MORE >



BIOMED™

CALIFORNIA LIFE SCIENCES
FASTCalifornia
FOSTERING INNOVATION

BIOMED, INC. is at the forefront of biotechnological innovation, reshaping healthcare by making personalized and precision medicine widely accessible. Our mission is to democratize healthcare, bridging the existing health gap so that advanced medical treatments can reach every individual, irrespective of their gender, race, ethnicity, sexual identity, age, disability, socioeconomic status, or geographic location. By leveraging cutting-edge technologies such as 3D bioprinting, Big Data, DNA analysis, and AI and machine learning, BIOMED is pioneering predictive modeling to offer customized drug dosages, durations, release profiles, and combinations tailored to each patient's unique profile. This approach improves health outcomes and represents a significant advancement in precision medicine, ensuring that healthcare becomes more inclusive and equitable.

Our innovative integration of diverse technologies positions us as a leader in the biotech industry, setting new standards for healthcare accessibility and personalization. By addressing critical issues such as the inefficiencies of the 'one-size-fits-all' treatment paradigm and the economic and health-related costs associated with it, BIOMED aims to transform the medical landscape. Our efforts are geared towards reducing the annual financial losses due to ineffective medication practices and addressing gender disparities in clinical research. The comprehensive approach of BIOMED, from its technological advancements to its commitment to social equity, underscores our vision of a future where healthcare is precisely tailored to meet the needs of each individual, leading to a healthier, more just society.

Contact **Bobby Ntoya** at bob@medibles.io

- **Faster Speed and High Acceleration:** With a printing speed of up to 500mm/s and an acceleration of 20000mm/s², our 3D Printer is engineered for high-speed printing, enabling us to demonstrate rapid production capabilities.
- **CoreXY Structure:** This design minimizes motion inertia, enhancing the Printer's motion speed. Coupled with TMC2209 silent drive, it operates with significantly less noise, making it a smooth and quiet addition to any workspace.
- **Lightweight Design:** The Printer's weight has been significantly reduced from 1600g to 600g without compromising strength. It is 6-12 times stronger than steel, showcasing the incredible engineering behind its construction.
- **High-Performance Extrusion:** A 9.5:1 gear ratio extruder ensures steadier, stronger, and faster extrusion, allowing for a wide range of materials to be supported.
- **Automatic Leveling:** Featuring new automated intelligent leveling technology, the Printer takes 16 points to calculate printing compensation, ensuring precision from the very first layer.
- **Flexible HF Plate:** Known for its excellent adhesion and ease of print removal without warping issues, the HF Plate is a testament to its user-friendly design.
- **Slicer Software:** The highly acclaimed software offers an excellent user experience for beginners and experts, highlighting our commitment to making advanced technology accessible.





Scopi Medical is a mission-driven startup spun out of research at Stanford University's Design for Extreme Affordability Lab. As more diagnosis moves to lower-cost clinics, there is a lack of effective medical imaging tools. Scopi's fully integrated hardware and software platform is designed to solve this global need, enabling earlier diagnosis and better treatment outcomes for millions of patients. With Scopi's novel technology, healthcare professionals can conduct detailed diagnostic imaging at the point of care for the first time, with detailed analysis to support practitioners. Compared to current tools, Scopi's technology costs a fraction of the cost, and can be transported and used in diverse, resource-limited or remote environments.

Contact **Anna von Wendorff** at anna@scopimedical.com

The Scopi system is the world's most advanced and scalable medical camera for diagnosis at the point of care. Over 400 million patients live with chronic sinus conditions which significantly impact everyday life. Due to lack of diagnostic tools, patients are often misdiagnosed and it takes months to identify a successful treatment. This is the #1 reason for unnecessary antibiotic prescriptions in the USA - and a \$50 billion global problem. Scopi's portable AI-enabled system enables practitioners to work remotely with specialists to diagnose and manage chronic conditions, transforming how care is delivered to millions around the world.



Stryker is a global leader in medical technologies and, together with our customers, we are driven to make healthcare better. We offer innovative products and services in MedSurg, Neurotechnology, Orthopaedics and Spine that help improve patient and healthcare outcomes.

Contact **Desiree Mowry** at desiree.mowry@stryker.com

Featured Product: SurgiCount+



SurgiCount+ Powered by Triton integrates two solutions, SurgiCount+ and Triton, to drive a standardized approach to managing surgical sponges and assessing patient blood loss across the continuum of care. Healthcare professionals can now count and track surgical sponges and assess patient blood loss all in one streamlined workflow.

[VIEW A VIDEO ABOUT THE PRODUCT >](#)



ABOUT CALIFORNIA LIFE SCIENCES

California Life Sciences (CLS) is the state's most impactful life sciences membership organization, advocating for the sector and its diverse innovation pipeline. For more than 30 years, CLS has served the community by supporting companies of all sizes, from early-stage innovators and startups to established industry leaders in the fields of biotechnology, pharmaceuticals, and medical technology. As integral components of a healthy and collaborative ecosystem, CLS also works closely with universities, academic and research institutions, the investment community, and other critical partners that promote this vibrant sector. With offices in South San Francisco, San Diego, Sacramento, Los Angeles, and Washington DC, CLS works to shape public policy, improve access to breakthrough technologies, educate lawmakers, and advance equity within our ecosystem by championing innovative solutions for some of the most pressing challenges of our times. In doing so, CLS fulfills its mission to protect and nurture California's life sciences industry, empowering discoveries that lead to healthier lives around the world.

Learn more: www.califesciences.org



ABOUT ADVAMED

AdvaMed is the world's largest trade organization representing medtech. The industry comprises the companies that develop, manufacture, and distribute the technologies, devices, equipment, diagnostic tests, and health information systems that are transforming health care through earlier disease detection, less invasive procedures, and more effective treatments. Based in Washington, D.C., AdvaMed has 450 member companies, operating all over the United States and world. Members range from the smallest medtech start-ups to the largest device and technology developers and manufacturers.

Learn more: www.advamed.org