

## MedTech Innovator Pitch Event

Wendy Yang, Program Associate

WINGS and MedTech Innovator, sponsored in part by Life Science Washington, will be hosting a regional pitch competition on March 15 for Pacific Northwest companies applying to the MedTech Innovator Showcase. This full day event will feature pitches, local success stories, and networking opportunities.

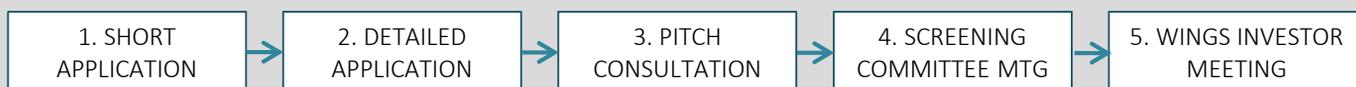


Companies selected to compete will also win admission to the first day of the AdvaMed conference and will be included in the Accel Top 100 Leadership Circle. In addition, one lucky company will be selected for a full scholarship to the MedTech Innovator Showcase in September.

MedTech Innovator is the industry's nonprofit global competition and accelerator. Its mission is to improve the lives of patients by accelerating the growth of companies that are transforming the healthcare system. In 2017, MedTech Innovator will award over \$500K in cash prizes, scholarships, and in-kind awards. Early to mid-stage medical device, diagnostic, and digital health companies are encouraged to apply.

- **February 28 Application Deadline:** <http://medtechinnovator.com/apply>
- **March 15 Pitch Competition | Agora Conference Center | 1551 Eastlake Ave E.**  
Register at: [medtechinnovator-seattle.eventbrite.com](http://medtechinnovator-seattle.eventbrite.com)

### WINGS Screening Process



#### Companies applying to WINGS should:

- Have an unmet need and market that is scalable
- Demonstrate technical feasibility
- Show it is a good business for investment
- Have traction and/or external credibility
- If applicable: Have regulatory and/or reimbursement pathway strategy or approval
- Have IP protection and/or barrier to entry
- Be prepared to begin due diligence after the WINGS investor meeting

#### 2017 WINGS Deadlines

April 3<sup>rd</sup>  
August 7<sup>th</sup>  
October 9<sup>th</sup>

Apply at: <https://gust.com/organizations/wings>

Contact Wendy Yang at [wendy@medtechwings.com](mailto:wendy@medtechwings.com)  
for more information

## WINGS Winners at AdvaMed's 2016 Innovation Showcase

By Bill Waller, WINGS Investor Committee, AdvaMed Scholarship Lead

WINGS partnered with the leading national medical device trade association, AdvaMed, to help select and provide a scholarship for a Washington company to [AdvaMed's Innovation Showcase and Conference](#) last October. WINGS raised money from angel donations and selected the portfolio company OtoNexus Medical Technologies as its scholarship winner. The WINGS selection team recommendations were also instrumental in selecting Aqueduct Neurosciences, another portfolio company, for a full scholarship by the National Institutes of Health (NIH). WINGS and AdvaMed also recognized portfolio companies Monitor Mask, 2Morrow, Precision Image Analysis as AdvaMed Accel Leadership Circle winners.

### Overwhelmingly positive feedback from attendee companies



WINGS Scholarship recipient OtoNexus Medical Technologies was one of just four companies (out of 48 Innovation companies) selected for an additional command performance presentation to two "Living Legends of Medicine," John Abele and Manny Villafina. Caitlin Cameron, CEO OtoNexus, found the opportunity to meet with current and prospective investors and prospective acquirers "immensely valuable."

Tom Clement, CEO Aqueduct Neurosciences, likewise found the Innovation Competition a great opportunity to share his technology and make high-level national medical device connections.



Brandon Masterson, CEO 2Morrow, "made dozens of great connections with next stage investors I wouldn't have access to in Seattle, and met multiple top level executives seeking innovation." Mary Weiss, CEO Precision Image Analysis, shared how the conference was a top-notch opportunity for her to network among national medical device leaders. All of the winners uniformly shared that the lectures and panels at the conference were informative and helpful and expressed gratitude for WINGS for their scholarships or winner designations.

Eric Larsen of the WINGS Investor Committee attended as the WINGS representative and summed up the benefits of this national showcase and conference, "AdvaMed was a great gathering of investors, customers, service providers, and entrepreneurs providing fantastic networking opportunities. I learned about industry trends and made valuable connections."

WINGS is in discussions with AdvaMed about sponsoring and helping select companies for the [2017 MedTech Innovator competition](#). WINGS and its winning companies again thank its individual members who donated to the scholarship last year. If you are interested in donating to the WINGS scholarship fund, please contact: Patricia Beckmann, WINGS Managing Director, at [patricia@medtechwings.com](mailto:patricia@medtechwings.com). To apply as a company before the February 28<sup>th</sup> deadline, visit [medtechinnovator.org/apply](http://medtechinnovator.org/apply).

*For more information, visit [www.medtechwings.com](http://www.medtechwings.com)*