Program Description

Success in the development and manufacture of single use medical disposables requires thoughtful design with manufacturing in mind, and use of technology and scaling plans that take full advantage of the latest low cost manufacturing methods and in many cases, automation techniques.

Program Description

The overall disposable medical device consumable industry represents over $44 B in revenue in the US alone.

Single use disposables devices are critical components of many medical device business models, either as a standalone consumable that is the entire product (e.g. syringes, lateral flow immunoassay kits, cardiac catheters) or that are part of a razor/razor blade model (e.g. Diagnostic cartridge and reader, ventilator breathing circuit, infusion pump / pump set).

These devices can range from very specialized single use micro-fluidic devices to high volume, high quality disposables. This panel will describe the various approaches in the development of single use medical device disposables as well as the need to address regulatory, reimbursement, design process and the techniques of scaling with volume.

Case studies will also provide examples of a successful design scale and launch processes.

Jon McIntyre will start us off with a discussion on Design Considerations for Manufacturing and Automation.

Chris Nother and Dr. Stephen Zappala will discuss Entrepreneurial approaches to design and scale up, quality and development of single use medical device disposables. Mike Magliochetti will share a case study of a successful launch of a consumable.

For more information, go to mdgboston.org
MDG Boston 2017–2018 Forum Schedule

Aug 16 11th Annual: Transitioning Into and Within the Medical Device Industry
Sep 13 Brain and Spinal Cord Injury: Current Status and the Future Hope for Concussion, Encephalopathy, Dementia and Paralysis
Oct 4 Augmented and Virtual Reality - From Video Games to Game Changing Developments
Nov 1 Medical Device Single Use Disposables
Dec 13 MDG Boston Holiday Networking Party
Jan 17 Advances in Lifesaving Pump Technologies
Feb 7 Wearables, Sensors
Mar 14 Health Information Technology - Clarity or Chaos
Apr 4 Success Strategies for Medical Device Startups
Apr 30 Genomics and epi-Genetics Impact on Developments in Medicine
Jun 4 Pathways to Market

Location: Regis College Fine Arts Center, Weston, MA

Member News

Welcome these New MDG Members:
Rich Abraham  Kyle Lamson
Gavin Bauman  Sumit Mahamane
Mark Belmarsh  Mark Mastrianni
Robert Cantu, MD  Paul O’Connor
Derek Dandy  John Pracyk
Bob Furlong  Warren Rutherford
Brent Glover  Alexis Sauer-Budge
Leigh Hochberg  Charles Vacanti
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Moderator

Stephen Zappala, MD

Stephen Zappala, MD, FACS is a Board Certified Diplomate of the American Board of Urology specializing in pediatric and adult urologic surgery.

He is founder of Andover Urology and has obtained over 15 United States patents on a variety of medical instruments and devices. He received the American Transplant Society-Upjohn Corporation: Young Investigator Award in 1995. In 2003, he was elected to the Best Doctors of America and lectures nationally and internationally on Biomarkers in Prostate Cancer.

Dr. Zappala previously served as Chief Medical Officer at OPKO Urology where he currently serves as Senior Corporate-Medical Liaison. He is on the Medical Advisory Boards at Riverside Capital, Boston MA, and Cellanyx Bioventures, and is President of MICA Medical.

Presenters

Jon McIntyre,
VP of Product Development, Bridgemedica

An accomplished medical device industry professional with over 30 years of leadership and product development experience. Jon is one of the founding employees of Bridgemedica, where he is responsible for a cross-disciplinary team of product development engineers.

Chris Nother
Head of Business Development at the Pharma Delivery Solutions (PDS) division of Nypro Healthcare.

Nypro’s PDS division is the world’s leading contract development and manufacturing organisation for combination drug delivery devices. With over 600 million devices shipped to and on behalf of clients every year, across inhalation and injection delivery platforms, there are very few people on the planet who have not been touched by a device manufactured by Nypro.

Nypro supports Big Pharma, Generics, Biotechs and Start-Ups alike on a global basis with the development of their drug delivery device and has perfected a faster route to market development approach, hence securing maximum utilisation of patent and licence opportunities for customers.

Stephen Zappala, MD

Stephen practices Urology at the Massachusetts General Hospital: Andover as Clinical Assistant Professor of Urology, Harvard Medical School.

Stephen M. Zappala, M.D., FACS is a Board Certified Diplomate of the American Board of Urology specializing in pediatric and adult urologic surgery.

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Michael J. Magliochetti, Ph.D.

Michael is an Operating Partner with Riverside Partners, LLC, a leading private equity firm focused on investing in middle market healthcare and technology companies. He previously served as President and CEO of Claros, which was eventually honored as one of the Top 50 Most Innovative Companies in the World for 2011 by MIT Technology Review, 2011 Technology Innovation Award Winner by the Wall Street Journal, profiled in Popular Science and INC Magazine, among others.

Dr. Magliochetti currently serves on the Board of Directors of Enovate Medical, BioAgilytix, Bottom Line Systems, and Medical Reimbursements of America, while also currently on the Robert E. Wise Foundation Board at Lahey Clinic, Advisory Boards of the Technology Development Fund at Boston Children’s Hospital, Medical Development Group (MDG-Boston), Applaud Medical, and Corvida Medical.

Rahul Dhanda
Senior Vice President, Corporate Development and Marketing at T2 Biosystems

Prior to joining T2 Biosystems, Rahul worked in marketing at Boston Scientific’s Urology division, where he led the team responsible for the Access, Visualization and Laser Lithotripsy franchises, representing roughly $100 million in annual revenue.

Prior to Boston Scientific, Rahul worked in business development at Interleukin Genetics, where he helped negotiate the firm’s acquisition by Alticor, Inc. as well as multiple other deals.

Rahul is the author of several publications, an inventor on numerous patents and applications, and has authored the first book to address the crossroads between industry and bioethics/public policy, entitled Guiding Icarus: Merging Bioethics with Corporate Interests.

Co-Champions for this Forum

Hank Allard
MDGBoston VP and Director; Edge Business Associates Broker

Doug Lawrence
MedTech CEO General Manager Medical Products Marketer

Paul Sabin
Principal, Fikst Product Development

If you have any comments regarding this forum, please send them to MDGforums@MDGboston.org
MDG Boston

We would like to thank the hundreds of volunteers who help to make this organization a success.

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About MDG Boston

MDG is the professional association for career building, knowledge acquisition and mutual support for New England medical technology professionals.

MDG sponsors Forums, Networking, SIGs (Special Interest Groups), Workshops and Special Events where diverse industry leaders can share their experience and knowledge as presenters and through peer-to-peer communications.

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