

SESSIONS

FORUMS & WORKSHOPS (SEP 11TH)

LSX Medtech Leaders USA

Connecting Innovators with Strategic Knowledge & Capital

September 11th - 12th, 2024

Hynes Convention Center (3rd floor), Boston, MA, USA

Registration & Breakfast

08:00 - 09:00

Satellite Sessions

Keynote Sessions

09:00 - 10:30

Satellite Sessions

Morning Break

10:30 - 11:00

Medtech CEO Forum - A Discussion on Winning Strategies for Medtech Growth

11:00 - 12:00

CEO Forums

Successful medtech companies prioritize early planning, incorporating key milestones for regulatory compliance, market access, risk management, and stakeholder engagement. By doing so, they position themselves for growth and innovation in the dynamic healthcare landscape.

Join IQVIA's team of clinical development experts for a discussion on innovative pathways to bring your medtech product to market.

Agenda topics include:

- **Regulatory Landscape:** Explore current and emerging legislative and regulatory dynamics impacting your medtech products
- **Evidence Generation:** Prioritize planning for pre- and post-market evidence generation to facilitate smooth market entry
- **Stakeholder Engagement:** Learn how to effectively understand each stakeholder's perspective and needs, including regulators, payers, and healthcare providers
- **Innovative Case Studies:** Share success stories that demonstrate strategies to de-risk medtech pathways, achieve regulatory approval, and optimize market access through data-driven differentiation

Participants

Kelley Kennedy - Vice President, IQVIA MedTech

Michael Anselmo - Vice President, MCRA, an IQVIA Business

Glenn Stiegman - Senior Vice President, MCRA, an IQVIA business

SCHEDULE

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FORUMS & WORKSHOPS (SEP 12TH)

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10:30 - 11:00

MEDTECH BD LEADERS FORUM

11:00 - 12:00

Workshops

Join our exclusive, invite only, Medtech BD Leaders Forum—an unparalleled gathering of 10-12 top-tier BD leaders.

Our forum will include an open format giving opportunity for general group discussions, featuring case studies, which foster candid and open dialogue about industry trends, deal structuring, valuation, approaches to partnering and more, with your peers.

Come and connect with like-minded professionals, forge strategic alliances, and expand your professional network.

General Discussion (suggested topics to include but not limited to);

- Hearing from BD leaders in attendance on how their companies are structured
- Interaction with corporate BD vs. corporate M&A
- Dedicated investment funds vs non dedicated funds? What are the drawbacks?
- Insight on deal timelines (from getting a deal started to fruition)
- Real life transaction insights/ examples (no proprietary info)
- Approaches to partnering
- Experience working with startups (opportunities & challenges)

Our forum operates under ? **Chatham House Rule:** Promoting a free-flowing exchange of ideas, the Chatham House Rule ensures a confidential and productive environment, encouraging open and honest discussions.

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FORUMS & WORKSHOPS (SEP 12TH) -

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08:00	08:00 - Registration & Breakfast	
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10:00	10:30 - Morning Break	10:30 - Morning Break
11:00		11:00 - MEDTECH BD LEADERS FORUM

SESSIONS

DAY 1 – WEDNESDAY, 11TH SEPTEMBER - 11/09/2024

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08:00 - 09:00

Registration & Breakfast

LSX WELCOME ADDRESS

09:00 - 09:10

MEDTECH LEADERS (ROOM 306)

Participants

Jack Giles - Conference Producer, LSX

Sustained Success - A Holistic Review of MedTech in 2024

09:10 - 09:50

MEDTECH LEADERS (ROOM 306)

Medical device companies stabilized in 2023 after overcoming challenges from the three-year pandemic. Industry leaders reported positive Q3 2023 earnings and a strong operating environment. With an uptick in deals at the end of 2023, and early 2024, the medtech sector outlook remains positive, with valuations exceeding pre-pandemic levels. Analysts anticipate continuous growth and margin improvement driven by macro trends, including an aging population and technological advances. Amid peaking investor interest and new disruptors entering the space, medtech companies must prioritize innovation for sustained resilience and growth. This panel reviews 2024 so far and anticipates what the sector will bring in 2025.

- What is the current M&A appetite
- Current financial landscape for medtech
- Which medtech fields are taking off
- Innovation update for Tier 1 medtech – who are they looking for

Participants

Joseph Smith - CSO, BD

Carla Peron - Chief Medical Officer, Philips

Mahala Burn - VP, Corporate Development, bioMérieux

Brian Montgomery - Chief Strategy Officer, GE HealthCare

Moderator: Marissa Fayer - CEO, DeepLook Medical

Promises in Pixels - Evaluating AI's Impactful Delivery

09:50 - 10:30

MEDTECH LEADERS (ROOM 306)

Throughout 2023, considerable discourse unfolded regarding the prospective role of AI in the healthcare sector and its capacity to redefine healthcare delivery. From advancements in robotics, navigation, augmented reality, to the integration of remote sensors, digital technologies have demonstrated their capability to enhance clinical, operational, and financial outcomes. While this transformation has been evident in theoretical discussions and the emergence of pioneering medtech startups incorporating AI, a critical question persists: has the actual implementation and maturity of these technologies resulted in a sustained and disruptive impact on the healthcare industry?

- In what ways has AI propelled advancements in medtech
- What obstacles have been encountered during the implementation process
- Has the value and impact of the benefits justified the initial hype and rapid influx of funding

Participants

Moderator: Jeff Chu - Managing Partner, Features Capital

Susan Wood - CEO, Vida Diagnostics

Karen Holzberger - President & CEO, SpinTech MRI

Chris Ciriello - CEO & Co-Founder, Perceptive

Sanjay Parekh - Global Strategy Business Development, Perspectrum

Morning Break

10:30 - 11:00

Morning Break

Keeping The Cash Flow - Sustaining Momentum Through Maturation

11:00 - 11:50

MEDTECH LEADERS (ROOM 306)

In the midst of challenging macroeconomic conditions, medtech firms pursuing later-stage funding need to showcase robust revenue projections and tangible growth to entice investors who prioritize companies with unique revenue models. A panel of seasoned investors will delve into the strategies employed by companies, discussing innovative financial structures with strategic partners and the utilization of venture debt as a catalyst for driving sustained growth.

- What trends or strategies do investors prioritize when assessing a medtech company's revenue outlook
- How do successful medtech firms attract later-stage funding amid challenging economic conditions
- Key considerations for medtech firms utilizing venture debt as a catalyst for sustained growth

Participants

Moderator: Rowan Walrath - Life Sciences Reporter, C&EN, American Chemical Society

Darshana Zaveri - Managing Partner, Catalyst Health Ventures

Karthik Bolisetty - Senior Associate, Gilde Healthcare

Jed Cohen - Managing Director, Medical Technology Investment Banking, Raymond James

Sean Cheng - Managing Director, Ascension Ventures

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Rulebooks & Revenue - Winning Strategies For US Medtech Compliance & Market Access

11:50 - 12:40
MEDTECH LEADERS (ROOM 306)

The US medtech industry stands as a global leader, attracting both domestic and international companies. However, navigating the intricate regulatory landscape in the US, especially with recent changes in digital health and AI documentation, poses a formidable challenge. A panel of industry experts gathers to discuss building a robust regulatory strategy, and approaching the regulatory path with the mindset of market access and market success.

- Understanding FDA requirements and relationship building
- Building clinical evidence and exploring expedited pathways
- Developing a robust pre-submission strategy
- Approaching regulatory approval with market access in mind
- Building out your strategy – setting yourself up to win market adoption

Participants

Julie Lankiewicz - Director, Global Clinical Strategy, Smith+Nephew

Karen Cross - Co-Founder & CEO, MIMOSA Diagnostics

John Konsin - CEO & Co-Founder, Prapela

Christy Sheehy-Bensinger - CEO & Founder, C-Light Technologies

Shaherah Yancy - Founder & CEO, Research Lifecycle Solutions

Moderator: Giles Hamilton - Operating Partner, New Growth Advisors

Lunch Break

12:40 - 13:40
Networking Break

Ctrl+Challenge – SaaMD Pathways and Pitfalls

13:40 - 14:30
MEDTECH LEADERS (ROOM 306)

The medical device industry has only recently started designing software-based products unrelated to traditional hardware devices. Despite their departure from conventional medical devices, Software as a Medical Device (SaMD) holds significant potential to enhance patients' quality of life, even though regulatory bodies worldwide still categorize them as medical devices. The panel will delve into the challenges of bringing software-based medical devices to the market.

- Regulatory need to know for SaMD/SiMD
- Commercialising SaaMD products
- Pathways for payment and coverage
- Ethical implications and security concern

Participants

Moderator: Sheena Dempsey - Chief Solutions Officer, Indivi

Cathy Skinner - CEO, NXgenPort Inc

Kevin Stevens - Head, Global Regulatory Affairs Device, PDT, Takeda

Arvind Ramadorai - Global Head of Innovation, Robotic Surgery Technologies, Medtronic

Shruti Choudhary - SVP, Product, Elucid

Access Granted - Strategies For Successful Market Entry

14:30 - 15:20
MEDTECH LEADERS (ROOM 306)

The competitive medtech landscape requires organizations to not only secure 510(k) FDA clearance but also effectively communicate the clinical and economic value of their technology in the evolving landscape of value-based care. Essential strategies for success encompass showcasing value to diverse stakeholders and developing comprehensive market access plans. A panel of senior leaders in the world of market access, discuss what medtech companies need to know once they've achieved clearance or approval.

- Navigating post-market surveillance and evidence generation
- Establishing an entity in the U.S
- Reimbursement pathways and finding distributors

Participants

Christine Horton - CEO, Visura Technologies

Nishant Doctor - CEO, Surf Therapeutics

Marc Jones - CEO, Altoida

Kristen Hedstrom - VP, Market Access & Professional Education, Integra LifeSciences

Moderator: Ryan McGuinness - Commercial General Manager, Triple Ring Technologies

Afternoon Break

15:20 - 15:50
Networking Break

Strategic Synergies: Scaling Through Industry Collaboration

15:50 - 16:30
MEDTECH LEADERS (ROOM 306)

In the dynamic healthcare sector, market challenges and disruptions affect both new and established players. This panel explores how industry-wide collaboration, offering disruptive solutions, can address market challenges, enhance resilience, and drive long-term growth.

- Leveraging partnerships and collaborations within the industry
- Utilising AI and how to partner with providers of data
- Working with healthcare providers to create 'beyond the product' solutions
- Implications of out-sourcing needs

Participants

Moderator: JoJo Platt - Senior Contributing Editor, Neurotech Reports

Kurt Haggstrom - CCO, Synchron

Ana Maiques - CEO & Co-Founder, Neuroelectronics

Jonathan Hoyt - Executive Director, Global Market Development, Olympus Corporation of the Americas

Anh Hoang - CEO, Jana Care

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Put It On Your Pitchdeck - Meeting Investor Expectations

16:30 - 17:10

MEDTECH LEADERS (ROOM 306)

Medtech startups face challenges in fundraising due to a shortage of early-stage investors and obstacles on the path to commercialization. Despite substantial growth in venture funding for the medtech sector, there's a noticeable shift towards mid to later-stage investments, driven by reduced returns and complexities in reimbursement. Investors now prioritize ventures that combine security, innovation, and clinical success. Learn from early-stage investors about their evaluation criteria and discover effective strategies to cultivate relationships, improving the chances of securing seed or series A funding. This session explores how early-stage medtech firms can navigate the journey from initial funding to market success, aligning with investors' evolving expectations.

- Aligning with investor expectations
- Bridging the funding to viability gap
- Building investor-attractive foundations
- Creating a strong investment proposition

Participants

Moderator: Michael Bison - Partner, Goodwin

Amy Salzhauer - Founder & Managing Partner, Good Growth Capital

Scott Gazelle - Co-Founder & Managing Partner, GreyBird Ventures

Eddie Hanlon - Investment Manager, Gilde Healthcare

Jotthe Kannappan - Senior Associate, Intuitive Ventures

CLOSE OF DAY 1 AGENDA – DRINKS RECEPTION FOLLOWED

17:10 - 17:15

Networking Break

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08:00	08:00 - Registration & Breakfast			
09:00		<p>09:00 - LSX WELCOME ADDRESS</p> <p>09:10 - Sustained Success - A Holistic Review of MedTech in 2024</p> <p>09:50 - Promises in Pixels - Evaluating AI's Impactful Delivery</p>		
10:00			10:30 - Morning Break	
11:00		<p>11:00 - Keeping The Cash Flow - Sustaining Momentum Through Maturation</p> <p>11:50 - Rulebooks & Revenue - Winning Strategies For US Medtech Compliance & Market Access</p>		
12:00				12:40 - Lunch Break
13:00		13:40 - Ctrl+Challenge – SaaS Pathways and Pitfalls		
14:00		14:30 - Access Granted - Strategies For Successful Market Entry		
15:00		15:50 - Strategic Synergies: Scaling Through Industry Collaboration		15:20 - Afternoon Break
16:00		16:30 - Put It On Your Pitchdeck - Meeting Investor Expectations		
17:00				17:10 - CLOSE OF DAY 1 AGENDA – DRINKS RECEPTION FOLLOWED

SESSIONS

DAY 2 – THURSDAY 12TH SEPTEMBER - 12/09/2024

LSX Medtech Leaders USA

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September 11th - 12th, 2024

Hynes Convention Center (3rd floor), Boston, MA, USA

REGISTRATION & BREAKFAST

08:00 - 09:00

Registration & Breakfast

LSX WELCOME ADDRESS

09:00 - 09:10

MEDTECH LEADERS (ROOM 306)

Bold Moves and Buyouts: The Medtech 2025 M&A Blueprint

09:10 - 09:50

MEDTECH LEADERS (ROOM 306)

Following an industry rebound in 2023, the sector anticipates sustained positive momentum through 2025. A panel of senior executives from Tier 1 medtech examine current acquisition trends in 2024, offering insights and guidance on effective approaches for potential buyouts in Q4 and into 2025.

- Factors that strategics prioritize in their acquisition targets
- Areas where Tier 1 companies are making acquisitions
- Characteristics of a successful approach to acquisitions

Participants

Denise Clarke - Director, Strategy & Business Development, Philips Healthcare

Wayne Jarvis - Senior Director BD & Portfolio Strategy, Coloplast

Kevin Tahmoush - International Healthcare Executive, Former VP Business Development, BD

Ilana Gotlib - Senior Director, Strategy & BD, Stryker

Moderator: Jim Parshall - Executive Director, Delivery Device R&D, Eli Lilly

Medtech Payoff: The Foundations Of Successful Payer Relationships

09:50 - 10:30

MEDTECH LEADERS (ROOM 306)

Numerous medtech start-ups face failure due to a lack of alignment with market access principles and insufficient understanding of technology value drivers and future pricing strategies. To address this, a panel of medtech executives will discuss creating value and market adoption tactics for pioneering products, emphasizing direct demonstration of value to payers and providers.

- What does successful implementation truly look like
- Listening to the voice of the customer, finding product-market fit.
- How hospitals are adapting to digital innovations

Participants

Moderator: Georgia Mitsi - Partner, Business and Competitive Strategy, Y Innovations

Christian Howell - CEO, Cognito Therapeutics

Carolina Aguilar - CEO & Co-Founder, INBRAIN Neuroelectronics

Willem Baralt - International Medtech Executive, Independent

Chris Springate - CEO, ARC Medical

Morning Break

10:30 - 11:00

Morning Break

MedTech's Sustainability Ultimatum: Innovate or Stagnate

11:00 - 11:40

MEDTECH LEADERS (ROOM 306)

Growing sustainability requirements have created industry-wide and system-level changes in the way the MedTech industry operates. Manufacturers are being held more accountable due to the emerging global legislation and a renewed global focus on adopting climate-neutral operations. Companies and investors need to adapt this sustainability mindset and implement tactical changes to compete and remain relevant, but no one organization can do it alone.

- The most pressing sustainability issues in the medtech industry
- Upholding sustainability principles to make your medtech innovation competitive and more attractive for funding and implementation
- Business strategies and approaches to meet sustainability goals
- The benefits of collaboration and partnerships (investors & strategics)
- Impending legislation changes and their threat to impact on company growth goals.

Participants

Samantha Smith - Director of Product Stewardship, Medtronic

Amit Limaye - Director, Sustainable Medical Technology Institute (SMTI), BD

Moderator: Jamie Pero Parker - Sustainability Lead, RTI International

Cash, Crew, and Commercialisation: A Startup's Journey to Success

11:40 - 12:30

MEDTECH LEADERS (ROOM 306)

Entrepreneurs, investors, and industry partners will share insights on how startups can go beyond technology, emphasizing the importance of capital, people, and strategic partnerships in achieving significant milestones. The panel aims to guide companies in effectively identifying and leveraging these fundamentals for successful development.

- A-Z of fundraising
- Building your team
- Going through the stages of commercialisation
- Finding partners for scale

Participants

Moderator: Darwin Shurig - CEO & Co-Founder, Shurig Solutions, Inc.

Carla Reimold - VP of Industry Strategy & Investments, Massachusetts Life Sciences Center

Sergio Levi - Chief Strategy and Business Officer, Nitinotes Surgical

Romeo Catracchia - CEO, AutonomUS, Inc.

Esmeralda Megally - CEO & Co-founder, Xsensio

The Rx for a Successful Exit

12:30 - 13:20

MEDTECH LEADERS (ROOM 306)

Navigating the unpredictable landscape of medtech doesn't guarantee success, but proactive and strategic steps can enhance your position for potential opportunities. Celebrating a successful exit in the competitive and ever evolving medtech space is undoubtedly rewarding, but achieving it is a challenging journey, given the need to stand out and position for success amidst intense competition. A panel of medtech leaders discuss what it really took to exit.

- Defining your endpoints
- Selecting your team and partners
- Strategic fundraising approaches
- Navigating common pitfalls for successful exits

Participants

Moderator: Sourav Sinha - , Growth Life Science Investor

Nate Harrington - Managing Partner, Philips

Maria Shepherd - Executive Board Member, MedExec Women

Giles Hamilton - Operating Partner, New Growth Advisors

Kevin Reilly - Managing Director, Ally Bridge Group

Lunch Break

13:20 - 14:20

Networking Break

What Does the 2024 Presidential Election Mean for Patients and Innovation?

14:20 - 15:10

MEDTECH LEADERS (ROOM 306)

The outcome of the 2024 Presidential Election in the United States has the potential to significantly impact the healthcare and life sciences sector, shaping policies, regulations, and funding priorities for years to come. With broader issues such as healthcare accessibility, affordability, and innovation, the decisions made by the incoming administration will have far-reaching consequences for stakeholders across the industry. This panel discussion seeks to explore the potential implications of the election outcome on the healthcare and life sciences sector, examining key areas of impact and identifying strategies for navigating the evolving landscape.

- Potential impact on drug pricing, approval and insurance
- For medical devices, will stricter regulations create a fallout akin to the MDR in Europe?
- Impact of cyber-security and AI legislation on digital health innovation and implementation

Participants

Maria Shepherd - Executive Board Member, MedExec Women

John Pracyk - SVP, Chief Medical Safety Officer - Global, Olympus Corporation

Haile Dagne - Director, Policy & Reimbursement, GSK

Andy Molnar - CEO, Digital Therapeutics Alliance

Moderator: Rachel Hutman - CEO, Ford Hutman Media

2025 Vision: Navigating Tomorrow's Healthcare and Life Sciences Landscape

15:10 - 16:00

MEDTECH LEADERS (ROOM 306)

The healthcare industry continues to be a hotbed of innovation and investment, with a diverse range of players in the arena. What future trends are on the horizon and how can the industry continue to move forward as a cohesive sector, play to each others strengths, and ensure we move into 2025 informed and continue to bring proactive and preventative treatments to patients.

- Understanding the evolution of the patient journey
- Has AI actually delivered for healthcare in 2024?
- How will successful partnerships truly affect the industry – how will patients benefit?
- What future trends can we expect to see and what are the trends we can expect to forget?

Participants

Ankita Deshpande - Former, Head Digital Health & Experience Innovation, Alexion

Stephen Hahn - CEO-Partner, Flagship Pioneering

Ravi Kaushik - VP, Global Head of Device & Digital Innovation & Prod Strategy, Plasma Derived Therapies, Takeda

Emilia Javorksy - Director, Futures Program, Future of Life Institute

Geof Hannigan - Executive Director, Merck Digital Sciences Studio

Close of Conference

16:00 - 16:05

Networking Break

1.

SCHEDULE

DAY 2 – THURSDAY 12TH SEPTEMBER - 12/09/2024

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13:00				13:20 - Lunch Break
14:00		14:20 - What Does the 2024 Presidential Election Mean for Patients and Innovation?		
15:00		15:10 - 2025 Vision: Navigating Tomorrow's Healthcare and Life Sciences Landscape		
16:00				16:00 - Close of Conference