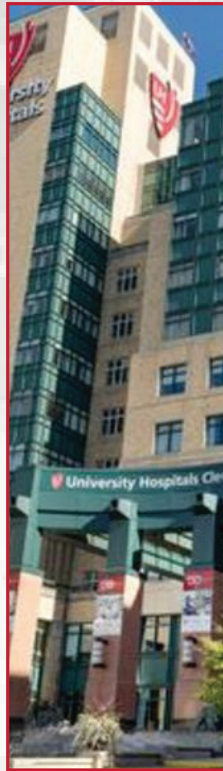
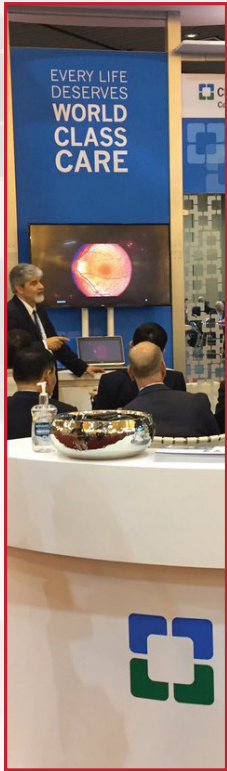


Mentor

MEANS BUSINESS OHIO • USA

The Ohio Advantage for Biohealth Companies



International Conference on Trade 22-24, OCTOBER 2018

The Northeast Ohio region is home to some of the leading medical institutions in the United States, including the Cleveland Clinic, and the region has developed one of the nation's most important biomedical clusters.

Over 700 biomedical firms are located there, including over 400 medical device manufacturers specializing in imaging, neuro-stimulation, orthopedics, cardiovascular, and sterilization. Among these are world leaders such as General Electric Healthcare, Siemens, Toshiba, Hitachi, Philips Healthcare, and STERIS.

STERIS Corporation was founded in Mentor in 1985. Today, STERIS is a global leader in infection prevention, contamination control, surgical and critical care technologies, and more. Other top Mentor biomedical companies include: Volk Optical, Frantz Medical Group, SourceOne Merry X-Ray Corporation, and Integrated Medical Solutions.

Internationally recognized clinical research institutions, including the prestigious Cleveland Clinic, University Hospitals, and Case Western Reserve University, provide Mentor biomedical companies a world-class platform for research, design, and innovation.

Ohio's commitment to supporting investment in the biotech industry and these centers of excellence and innovation have driven Ohio's biomedical industry to grow by 59% since the year 2000, now employing over 80,000 experienced workers.

Mentor, Ohio is strategically located in the heart of this cluster and ready to assist international biomedical and technical companies to invest for success.

We are pleased to offer you this opportunity to learn more about the advantages of doing business in Northeast Ohio and the City of Mentor.

CONFERENCE SCHEDULE

SUNDAY - 21 OCTOBER

Arrival in Mentor, Ohio

MONDAY - 22 OCTOBER

8:30 - 9:30 Breakfast

Welcome by the City of Mentor and recognition of partners and sponsors (German-American Chamber of Commerce (GAB) & British-American Business Council (BABC))



9:00 - 10:00 Presentation

Current Business Opportunities in the United States and Trade Relations with Trusted Partners

Presented by Sue Whitney, Director, Cleveland US Commercial Service Office, U.S. Department of Commerce

10:15 - 11:30 Presentation

Business Opportunities for International Companies in Ohio and the Strength of the Biomedical Sector in Northeast Ohio

Presented by Aaron Pitts, Senior Managing Director, Biohealth Sector, Jobs Ohio, and Mindy McLaughlin, Director, International Business Development, Team NEO.

12:00 - 13:00 Lunch and Presentation

Strategic Tools to Accelerate Start-ups and SME growth in the Biohealth Sector

Presented by Tyler T. Allchin, Director, Expansion & Attraction, BioEnterprise

BioEnterprise is a partner agency with the goal of growing Northeast Ohio's bioscience industry by providing a variety of services for small and medium-sized growth companies. They assist with access to bioscience venture capital, private equity and grant funding opportunities; provide business development and alliance support for strategic partnerships; offer experienced bioscience management guidance and strategic marketing and communications guidance; connect entrepreneurs to a network of technical services, equipment, and professional service providers; and even provide flexible development space. BioEnterprise enjoys privileged relationships with world-class research and clinical institutions that include the Cleveland Clinic, University Hospitals, Case Western Reserve University, and Summa Health Systems.



13:30 - 14:30 STERIS Corporation Tour

STERIS is a leading provider of infection prevention and other procedural products and services. The company is focused primarily on healthcare, pharmaceutical and medical device customers. STERIS offers a unique mix of innovative capital equipment products, such as sterilizers and washers, surgical tables, lights and equipment management systems and connectivity solutions such as operating room integration; consumable products such as detergents and gastrointestinal endoscopy accessories and other products; services, including equipment installation and maintenance, microbial reduction of medical devices, instrument and scope repair solutions, laboratory services and off-site reprocessing.

15:00 - 16:00 James A. Garfield National Historic Site Tour

Tour of the home of James A. Garfield, 20th President of the United States

16:00 - 17:00 Reception

Drinks and light hors d'oeuvres sponsored by the City of Mentor and Mentor Area Chamber of Commerce

TUESDAY - 23 OCTOBER

The full day is dedicated to attending the Cleveland Clinic Innovation Summit



The Cleveland Clinic Medical Innovation Summit is a way to bring together all stakeholders in healthcare to advance the conversation of medical innovation. The Summit is part of Cleveland Clinic's commitment to drive healthcare innovation and quality.

In this time of reform and restructuring, Cleveland Clinic believes it is essential that innovation remain at the core in the delivery of medical care.

Cleveland Clinic's 16th Annual Medical Innovation Summit will explore the Future of Disease Prevention and Population Health by looking beyond the walls of the hospital and exploring technologies that will be used to prevent illness and readmissions on a local, national and global scale.

Markets are emerging that focus on the ever-growing data gleaned from sophisticated sensors and biomarkers of healthy populations to keep patients out of the hospital.

The summit will also examine how healthcare providers can leverage data to enable new, streamlined access for patients who require care. Attendees are able to view and interact with renowned practitioners and speakers from a variety of impact sessions, and network with exhibitors, vendors, and other attendees.

Those encouraged to attend are industry leaders from Diagnostics, Pharma, Device, and Health IT companies; venture capitalists, angel investors and investment bankers; early stage company founders, innovators and aspiring entrepreneurs; professionals from private and public payers; providers, researchers and technology transfer professionals; clinical, medical affairs, regulatory and business development executives; and consultants, attorneys and other service providers.

8:00 - 8:20 **Check in and Continental Breakfast**

8:20 - 12:20 **Morning Impact Sessions**

12:30 - 13:30 **Lunch**

13:45 - 17:00 **Afternoon Impact Sessions**

17:00 - 18:00 **Happy Hour**

18:30 - 21:00 **Networking Reception with
Dinner at the Convention Center**

WEDNESDAY - 24 OCTOBER

8:30 - 9:30 **Breakfast and Presentation**

Economic Advantages and Incentives Offered by the City of Mentor for International Investors

9:30 - 10:00 **In Transit**

10:30 - 11:30 **Global Center for Health
Innovation Tour
Downtown Cleveland**



The newly opened Global Center for Health Innovation showcases healthcare innovations, education, and commerce through a state-of-the-art medical convention center located 20 minutes from Mentor in downtown Cleveland. Tenants include GE Healthcare, Philips Healthcare, Siemens, Cardinal Health, STERIS Corporation, and other global healthcare firms.

12:00 - 13:00 **Lunch and Presentation by
Case Western Reserve University**

Case Western Reserve University is one of the nation's leaders in biohealth research leading to market development. They offer meaningful partner opportunities to industry that include identifying and developing new sources of innovation, leveraging CWRU's research capabilities in a cost-effective manner, establishing and expanding an expert network, and recruiting new talent for future growth and leadership. They also offer hundreds of licensing opportunities and can assist in taking technology to market.

13:00 - 14:00 **Presentation**

Becoming a Supplier for a Major Medical Company or Institution

Representatives from the Cleveland Clinic Purchasing Department and a major medical device company explain their internal and external procurement processes.

14:00 - 16:00 **Networking Session**

Engage in business-to-business networking opportunities with Mentor companies. Attendees who are interested in exploring partnership or investment opportunities will take part in prearranged individual private meetings with Mentor area biohealth companies or City of Mentor economic development professionals.

16:00 - 18:00 **Break**

18:00 **Closing Reception**

The City of Mentor will host a closing reception at Wildwood Cultural Center. The reception will include public officials and representatives from Mentor companies. Full dinner, cocktails, and entertainment will be provided.



COST AND ACCOMMODATIONS

All costs for participation in the Conference are covered by the City of Mentor and its sponsors.

A block of rooms with a preferred rate are reserved for conference participants at the Best Western Plus Lawnfield Inn and Suites. Conference participants are responsible for room costs. Transportation to all conference-related activities will be provided.

For additional information, contact **Mercedes Sanchez-Moore**, City of Mentor International Trade Manager, at +1 440 205 3743 or sanchez@cityofmentor.com.



The City of Mentor is a manufacturing leader in the state of Ohio with a strong concentration of research and development, engineering, and metalworking firms serving the advanced manufacturing, aerospace, polymer, and biomedical industry clusters. Nearly 300 manufacturers have chosen Mentor as their home.

The mission of the Mentor International Trade Initiative is to assist Mentor-based companies who seek to expand or develop new export markets as well as foster trade relationships with international partners.



**City of Mentor Department of
Economic & Community Development**
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