



## We Work for Health Initiative Launched

The president of Pennsylvania Bio, **Dennis "Mickey" Flynn**, speaks at an April 13 press conference about the principles surrounding the **We Work for Health** initiative.

**We Work for Health** is an effort to raise awareness and to educate policymakers and opinion leaders on the significant social and economic value of the biopharmaceutical sector.

**B**iopharmaceutical research companies and their employees play a critical role in improving the health and well-being of Pennsylvanians by delivering life-saving and life-enhancing advancements in medicine. But what many do not realize is that the value of these companies extends well beyond the mission of improving health – the sector is also critical to the health of our state’s economy.

Pennsylvania’s **We Work for Health** program is an effort to unite organizations, companies, and individuals to educate policymakers and opinion leaders on the significant social and economic value of the biopharmaceutical sector in the Commonwealth.

The partnership also seeks to raise awareness of the impact public policy has on the economic strength of the life sciences industry. By bringing together industry employees, vendors, suppliers and other business, academic, and community organizations, the partnership demonstrates how these diverse groups are all vital to the socioeconomic climate and provide shared benefits for everyone.

In April, **We Work for Health** kicked off its program with a luncheon of business and community leaders. **David Brennan**, CEO of AstraZeneca and chairman of the Pharmaceutical Researchers and Manufacturers of America (PhRMA), spoke about the industry’s economic impact, the need to better address chronic diseases and the importance of innovation in the life sciences sector.

The event continued with a **Partnership for Prescription Assistance** event, health fair, and food drive in Philadelphia’s Love Park. Mr. Brennan, along with **Dennis "Mickey" Flynn**, president of Pennsylvania Bio, addressed a crowd of hundreds on the principals surrounding the **We Work for Health** initiative. Attendees signed up for prescription assistance programs, received blood pressure and health screenings, and enjoyed free massages and live music.

To learn more about the program in Pennsylvania or to join the partnership send an email to [pennsylvania@weworkforhealth.org](mailto:pennsylvania@weworkforhealth.org) or call **Jennifer Merchant** at 215.851.8696. For more information, please visit: [www.weworkforhealth.org/pennsylvania](http://www.weworkforhealth.org/pennsylvania).

Also in this issue



PAGE 2



PAGE 3



PAGE 4

**1** We Work for Health Initiative | **2** SoftGenetics on the Move | Angel Deals Steady | Nittany Poly-medics, Inc. | **3** INRange Systems Receives Award | Big Idea Contest Winner | **4** Events Calendar

# SoftGenetics Is on the Move!

State College-based SoftGenetics has relocated its development, marketing/sales and headquarters to a new facility located a short distance from the main campus of The Pennsylvania State University.

Located at 200 Innovation Blvd., Suite 235, State College, this new facility allows for

continued expansion of its research and development and marketing activities, while still allowing easy access to the University facilities and personnel.

SoftGenetics creates easy-to-use software analysis tools for use by genetic researchers and diagnosticians.

"We welcome all to visit our new location and to meet our dedicated staff of bio-informaticians and biologists," offers Nina Griffin, SoftGenetics VP of Finance.

**SOFTGENETICS®**  
SoftwarePower Tools for Genetic Analysis

## LSGPA's Newest Investment:

# Nittany Polymedics, Incorporated



**N**ittany Polymedics, Inc., a spin-out of State College-based Polymics, Inc., designs, develops, manufactures and distributes high-performance, specialty, polymer-based products that meet the growing need among medical and dental companies for materials with particular characteristics, such as permeability to x-rays, extreme wear resistance, biological compliance and tissue in-growth, or the capacity to withstand repeated sterilization cycles. NPI's advanced materials are already in use in a range of orthopaedic devices and dental implants, and are expected to appear in surgical tools that will debut later this year.

*LSGPA has committed to NPI \$750,000 in milestone-driven funding from its Gap and Technology Development II funds.*

# Number of Angel Deals Steady in 2008

## Though Total Dollars Invested Declined

**T**hough angel investments dropped in 2008, the total number of deals held steady, according to a year-end analysis released by the University of New Hampshire's Center for Venture Research (CVR). Total investments fell 26.2 percent from 2007 to \$19.2 billion, while deals fell only 2.9 percent. CVR concludes that although the current economic climate has not reduced angel activity significantly, it has caused investors to scale back the size of their investments.

Angel investors continue to be the primary source of seed and startup capital for entrepreneurs. In 2008, 45 percent of angel deals invested in companies at

the seed and startup phase, up from 39 percent in 2007. **Healthcare/Medical Devices and Equipment took the lead** as the most popular sector for angel investment, passing Software in 2008.

**Healthcare companies received 16 percent of all investment.** The Biotech and Industrial/Energy sectors held steady while both Retail and Media increased their share.

*Adapted with Permission from: Center for Venture Research, [www.unh.edu/cvr](http://www.unh.edu/cvr) (603)862-3341*

*The full 2008 Angel Market Analysis is available at: [http://wsbe.unh.edu/files/2008\\_Analysis\\_Report\\_Final.pdf](http://wsbe.unh.edu/files/2008_Analysis_Report_Final.pdf)*



# INRange Systems, Inc. Receives Prestigious Award

Altoona-based **INRange Systems, Inc.** was recently named one of the 2009 Red Herring 100 North American Award Winners, a prestigious list honoring the year's most promising private technology ventures in North America.

Selected from more than 1,200 applicants, INRange ([www.inrangesystems.com](http://www.inrangesystems.com)) joins the ranks of previous Red Herring Award Winners including Yahoo, Google, Skype, Salesforce.com and YouTube. INRange's **EMMA® (Electronic Medication Management Assistant)** system is rapidly becoming a standard of care for outpatient treatment. Acting as the "arm of the caregiver" in the patient's home, it provides documented and detailed medication administration.

Red Herring ([redherring.com](http://redherring.com)) reports on technology innovation and is closely watched by investors and other stakeholders.

"Being recognized by Red Herring as one of their Top 100 North American Companies for 2009 was quite surprising," said Chris Bossi, President of INRange. "We are not located in Silicon Valley and we never expected to receive such a prestigious award. This award is a tribute to the staff at INRange and the vision of its founder, Dr. Mary Anne Papp."

LSGPA ([www.lsgpa.com](http://www.lsgpa.com)) has committed \$1.25M in milestone-driven funding to INRange.

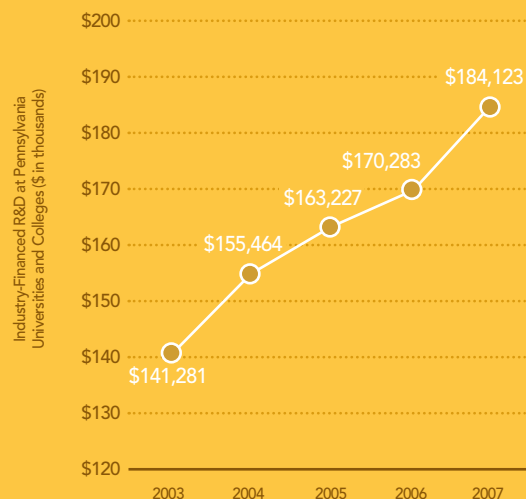
# Plan for Novel Medical Device Wins the Big Idea Business Plan Contest

**E**rie-based **PSI Medical Catheter Care**, a division of Problem Solving Innovations, LLC, won the \$100,000 Big Idea Business Plan Contest sponsored by Ben Franklin Technology Partners of Central and Northern Pennsylvania, the Ben Franklin Venture Investment Forum, the York Keystone Innovation Zone, and the law firm of Buchanan Ingersoll and Rooney.



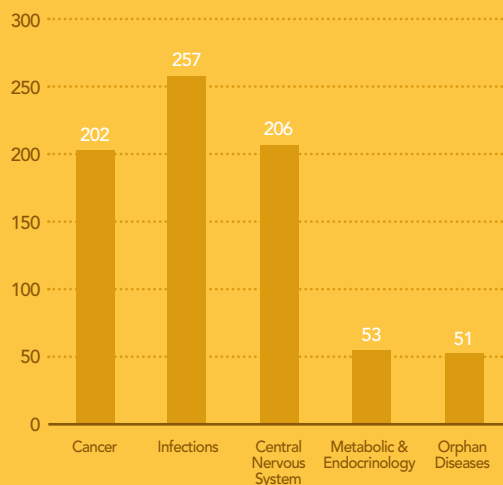
Pictured at left: Pennsylvania State Senator **Bob Robbins** (50th District) and **Steve Brawley**, CEO Ben Franklin Technology Partners CNP. At right, **Anthony Colantonio, MD**, **Menno Jager, DVM**, and **Chris Cuzzola**, all of PSI Medical Catheter Care.

## Industry-Financed R&D at Pennsylvania Universities and Colleges: Up nearly 30% over Five Years.



Source: NSF, Academic Research and Development Expenditures, [www.nsf.gov/statistics/pubseri.cfm?seri\\_id=19](http://www.nsf.gov/statistics/pubseri.cfm?seri_id=19)

## Number of New Drugs in Development\* at Pennsylvania Companies, by Therapeutic Area



\*At all stages of clinical development, pre-clinical to market

Source: Pennsylvania Bio/Medtrack 2008 Patient Impact Reports, [www.pennsylvaniabio.org](http://www.pennsylvaniabio.org)

**LSGPA**

**LIFE SCIENCES GREENHOUSE  
of Central Pennsylvania**

[www.lsgpa.com](http://www.lsgpa.com)

225 Market Street | Suite 500  
Harrisburg, PA 17101

*If you are receiving this publication in error, or wish to be removed from our mailing list, please contact [info@lsgpa.com](mailto:info@lsgpa.com). For information about funding opportunities and business support services provided by the Life Sciences Greenhouse of Central Pennsylvania, visit us online at [www.lsgpa.com](http://www.lsgpa.com).*

## Events Calendar



**JUNE 16**

Life Science  
Leadership Event  
Malvern, PA

[www.pennsylvaniabio.org](http://www.pennsylvaniabio.org)



**AUGUST 13**

Commercialization – Launch,  
Promotion, Distribution,  
Pricing, and Reimbursement  
Wayne, PA

[www.pennsylvaniabio.org](http://www.pennsylvaniabio.org)



**NOVEMBER 17**

Marketing for Small  
Businesses on a Budget

[www.yorkkiz.org](http://www.yorkkiz.org)

The Life Sciences Greenhouse is a public/private venture whose mission is to commercialize bioscience technologies. Clients include university-based researchers and technology development groups, emerging companies, and companies seeking to expand or relocate. LSGPA provides direct early-stage investment, targeted business development services, and connections to strategic partners.

