

The background is a deep blue gradient. It features a complex pattern of thin, dark blue wavy lines that sweep across the frame. Interspersed among these lines are numerous small, glowing blue dots of varying sizes, some of which are arranged in a way that suggests a DNA double helix structure. The overall effect is one of scientific and technological sophistication.

WASHINGTON STATE

MEDICA 2016 - COMPANY DIRECTORY

HALL 16 / D10-1

Washington State Department of Commerce Team



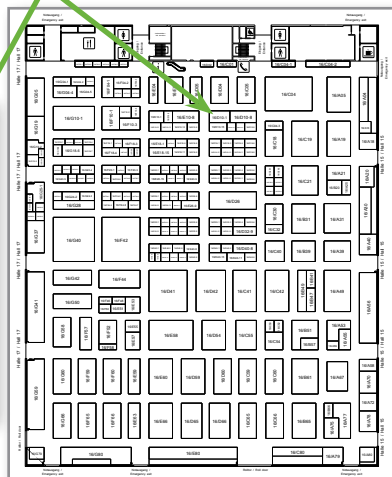
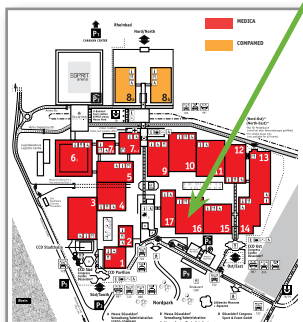
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CHOOSE Washington STATE **VS**

HALL 16 / D10-1



New discoveries. Revolutionary cures.

Washington State's passion for innovation and legendary culture of collaboration has led to some of the world's most amazing discoveries. From bone marrow transplantation, the Scribner Shunt and portable heart defibrillator to the Rotablator and Sonicare Toothbrush, Washington research and development teams, universities and businesses have led the way in the life sciences industry.

More than 1,000 biopharma, medical technology and research organizations are focused on bringing new products, therapies and cures to the global marketplace. This ecosystem is fed by leading researchers at Fred Hutchinson Cancer Research Center, University of Washington School of Medicine and the Allen Institute for Brain Research, and supported by such world-renowned health organizations as the Seattle-based Gates Foundation, which has committed more than \$32.9 billion to support global health initiatives.

One of the things that sets Washington State apart from other parts of the United States is the close connection between life sciences and the information and communication technology industry. The state's 14,000 technology companies offer life science organizations a wealth of new approaches and technologies to address age-old problems. A good example of this cross-pollination is ARKTEK's Passive Vaccine Storage Device. Designed by Intellectual Ventures, the storage device uses lessons learned in space exploration to keep vaccines at their appropriate temperatures for a month or more in third-world communities that lack power and refrigeration.

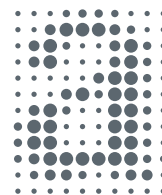
There is plenty of room for new players in Washington's life sciences sector. Two-person startups as well as seasoned-businesses with a fresh idea can tap into the tremendous intellectual capital of researchers, scientists, doctors and graduate students in the region. Venture capitalists are always on the lookout for the next Washington State Business Legend, such as Juno Therapeutics, which is exploring ways to use human T-cells to re-engage the immune system in the treatment of cancer.

1,000+
LIFE SCIENCES
COMPANIES
STATEWIDE

98,000
SKILLED WORKERS
IN LIFE SCIENCE

300+
MEDICAL
DEVICE
COMPANIES

CHOOSE Washington USA
STATE



amfit®

2017 marks 40 years of focusing on supporting the foot. With a start in the fitness industry during the early days of the Silicon Valley, Amfit soon turned to focus on the needs of the medical community. Engineering and building specialized 3D casting technology and digital tools for design and manufacturing of custom foot orthotics, the company is proud to have devoted clients on nearly every continent. Headquartered in Washington State, the mission focus continues to be foot care and technology.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Physical contact foot casting in a 3D digital environment offers the best of traditional and modern health care for completely custom foot orthotics. Amfit Contact Digitizers and Impress Scanners combined with Correct and Confirm orthotic design software and fabrication systems offer foot care specialists precision tools to maximize patient care. Especially ideal for diabetic foot care, Amfit systems are used in medical clinics, hospitals and specialty retail establishments worldwide. Specialty software is available for offices lacking qualified medical personnel or for use in retail environments.

MEETING GOALS

Expanding awareness of brand and distinctive technology for casting, design and creation of custom made insoles/arch supports. Interested in speaking with potential system users as well as highly qualified representative companies willing to train, support and supply local system installations long term. Regional focus is currently in Germany, Austria, Spain and Scandinavia.

KEY CONTACT

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PRODUCTS & SERVICES

Contact
Digitizer 3D
Digital Foot
Casting

Impress
Scanner
- Impression
Casting

CAD/CAM
Orthotic Mill
- Compact

CNC Orthotic
Manufacturing



PRODUCTS & SERVICES

Medical
Device

UVB
Phototherapy
Addressing
the
Epidemic of
Vitamin D
Deficiency

BeneSol is a medical device company dedicated to solving the epidemic of vitamin D deficiency in humans. Over a billion people worldwide are vitamin D deficient. Vitamin D, also described as "the sunshine vitamin", regulates the functions of over 200 genes and is essential for health and well-being. Current research indicates vitamin D deficiency plays a role in causing seventeen varieties of different cancers as well as heart disease, stroke, Alzheimer's, diabetes, hypertension, depression and autoimmune diseases.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

The Solis phototherapy device will be the first OTC self-service device introduced for the indication of endogenous production of vitamin D.

MEETING GOALS

- Seeking to meet with health care leaders and healthcare organizations to discuss placement of our device in their facilities
- To discuss distribution opportunities in countries outside the U.S.
- To meet with researchers regarding new and existing research linked to vitamin D deficiency

KEY CONTACTS

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eng3

Life Science Technology

Eng3 has been selling therapeutic medical devices since 2003, both in the USA and internationally. We produce three NanoVi™ models, which are non-invasive, drug-free, therapeutic devices. All products are manufactured by Eng3 in Seattle, Washington. Eng3 markets to medical, wellness and performance centers. Their customers, the end users, are people attempting to recover, maintain or enhance their vitality and performance. NanoVi technology is:

- proven effective by placebo-controlled university research
- easy to use and broadly applicable (FDA Class I)
- unique and patent-protected

UNIQUE SELLING POINTS AND DIFFERENTIATORS

NanoVi™ devices are a unique, effective, patent-protected way to initiate the body's repair and regeneration mechanisms. University research verifies its benefits.

MEETING GOALS

To initiate phone or Skype conversations with potential international distributors. Eng3 has a particular interest in Europe and is most interested in established companies that already distribute innovative medical devices.

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PRODUCTS & SERVICES

Therapeutic
devices:

NanoVi Exo™

NanoVi Pro™

NanoVi Eco™

WASHINGTON STATE'S GLOBAL CONNECTIVITY

NINE HOURS TO ASIA

NINE HOURS TO EUROPE

SEATTLE

NEW YORK

LOS ANGELES

WASHINGTON STATE GATEWAY TO ASIA

SINGAPORE
IS CLOSER TO
SEATTLE
THAN
Los Angeles

ABU
DHABI
IS CLOSER TO
SEATTLE
than Atlanta

DELHI
IS CLOSER TO
SEATTLE
THAN
NEW YORK

SEATTLE

AN HOUR CLOSER TO ASIA
THAN OTHER WEST COAST CITIES

LONDON to ASIA SAVE FLIGHT TIME THROUGH SEATTLE

FLYING THROUGH SEATTLE

via SFO is 1000 miles longer

via LAX is 1420 miles longer

NON-STOP INTERCONTINENTAL FLIGHTS FROM SEATTLE

7 NON-STOP
FLIGHTS DAILY
TO EUROPE

12 NON-STOP
FLIGHTS DAILY
TO ASIA & MID EAST

CHOOSE **Washington** USA
STATE



PRODUCTS & SERVICES

Medical
Implant
Tracking

Medical
Device
Inventory
Management

Hospital
Surgical
Inventory
Tracking

Field
Instrument &
Tray Tracking

The workSmart!™ system is deployed via wireless handheld devices, and laptop and desktop computers. It enables enterprises and their mobile sales professionals to instantly access everything they need to manage the sales process, the order fulfillment process, inventory, product tracking and communication with stakeholders. The product has four distinct applications which comprehensively address the customer's data, sales and communication requirements.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Mobile Workforce provides workflow solutions worldwide with applications that address the unique supply chain requirements of medical device manufacturers, distributors, sales teams and surgery centers.

MEETING GOALS

Seeking to meet with medical device manufacturers, distributors and surgery centers to discuss and demonstrate the workSmart!™ solution to supply chain management.

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Peripheral Visions Inc. manufactures and distributes clinical chemistry consumables and replacement parts for use on Hitachi/Roche, Beckman Coulter, Olympus and other analyzers. We develop and supply probes, electrodes, lamps, cuvettes, pump tubing, maintenance kits, stirrer paddles, disc drives, circuit boards and many other products under our Perphormax™ brand. We also offer an extensive line of service and replacement parts to keep your analyzer operational.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Perphormax™ components are the highest quality available at the lowest prices. Your operation will save significant expense by switching to Perphormax™ parts.

MEETING GOALS

Seeking international distributors who can demonstrate the real world cost savings by using Perphormax™ parts.

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Auburn, Washington 98002 USA

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PRODUCTS & SERVICES

OEM
Component
manufacturing

Original
Equipment
Equivalent
Service &
Maintenance
Parts

Ion Selective
Electrodes



PRODUCTS & SERVICES

DripAssist Infusion Rate Monitor

Shift Labs designs and manufactures simple and affordable medical instruments for price-sensitive markets. We combine best-in-class engineering with innovative design to create breakthrough technologies for cost-effective patient care. The award-winning DripAssist Infusion Rate Monitor is the lowest-cost, most accurate gravity infusion monitoring device available. Designed to save nursing time and improve medication management, DripAssist is used in hospitals and infusion centers in the U.S. and on three continents. Portable, durable, easy to learn, requires no maintenance, weighs 107 grams, and works with any consumable. Ideal for bedside, outpatient clinics, home use, disaster relief, field use. Manufactured in USA.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

DripAssist: affordable, award-winning infusion innovation saving nursing time and improving care. Accurate gravity infusions; a reusable device requiring no maintenance or calibration. U.S. made and patented.

MEETING GOALS

Seeking to meet with distributors and customers interested in a solution for accurately monitoring gravity infusion.

Looking for:

- distributors that work with outpatient infusion delivery and/or procurement officials at INGOS or disaster relief organizations
- military medical procurement specialists
- potential strategic partners for cross-promotional product marketing
- hospital networks that do centralized purchasing

KEY CONTACT

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PRODUCTS & SERVICES

SoftCheck® Disposable Blood Pressure Cuffs

UltraCheck® Reusable Blood Pressure Cuffs

UltraCheck® & SoftCheck® Curve Cuffs

Unifusor® Pressure Infusors

Custom Design Services

Statcorp Medical manufactures and distributes non-invasive blood pressure cuffs and pressure infusors out of the Greater Seattle area of Washington State, USA. Founded in 1989 in response to a need for rapid IV infusion, Statcorp has built a reputation for quality and reliability in their products. Our UltraCheck® and SoftCheck® brands are recognized around the world as a symbol of quality. In addition to a wide selection of adult and neonatal BP cuffs, we offer OEM and private label services lead by our in-house design team of experienced engineers and operations experts. As a customer orientated company, Statcorp has proven their ability to deliver cutting edge products tailored to the needs of the market for over twenty years.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Healthcare professionals know that taking a blood pressure on a patient with a conical-shaped arm can be frustrating. Statcorp Medical's Curve™ blood pressure cuff available in reusable or disposable specifically designed for a conical arm. Our Unifusor® brand of pressure infusor is marveled in the industry of infusion therapy and other specialty fields that require high-quality functionality to stand behind for their customer needs. Our diverse portfolio of pressure infusors and BP cuffs is well respected around the world.

MEETING GOALS

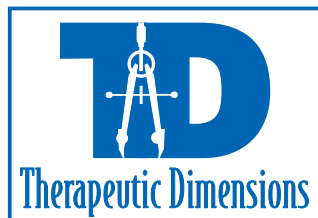
Statcorp Medical is looking to add focused resellers of healthcare accessories that demand a high quality product with brand recognition. In addition, we are interested in meeting with large healthcare distributors that have an interest to custom brand our products for market needs.

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PRODUCTS & SERVICES

Shoulder
Health Home
Exercise
Devices
& Kits

Physiotherapy
/ Orthopaedic
Rehabilitation
& Health

Post-operative
&
Non-operative
Shoulder
Rehabilitation
Exercise

For 25 years in the USA, Therapeutic Dimensions, Inc. has been developing and distributing home exercise shoulder pulleys and shoulder therapy kits that improve shoulder range of motion. Our brand is RangeMaster™ Shoulder Therapy.

UNIQUE SELLING POINTS AND DIFFERENTIATORS

Annually, we help over 100,000 patients progress along the road to recovery, restoring range of motion following a variety of shoulder-related problems:

- Torn Rotator Cuff
- Impingement Syndrome
- Stroke
- Breast Cancer
- Shoulder Surgery
- Chronic Shoulder Pain
- Shoulder Dislocation

MEETING GOALS

Seeking to meet with dealers and distributors serving Sweden, the Nordics and the UK.

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Washington State Department of Commerce

Whether you're investing, exporting, expanding, relocating or growing your market share, our team of experienced business professionals at the State of Washington can provide you with adaptive and customized programs and services you need to succeed.

SERVICES INCLUDE

- Site selection
- Permitting and regulatory assistance
- Infrastructure
- Financing
- Workforce training
- Export assistance
- Overseas trade offices
- Trade shows and trade missions
- Business matchmaking
- Market research
- Investment assistance

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