

Managing Director's Note

Dear WINGS Community,

We have a lot to celebrate at WINGS!

Our Board of Directors elected a new chair, Eric Larsen. Eric has been an active leader in WINGS and we all enjoy his quarterly "Roll the Tape" updates on past presenters. We would like to thank our previous Board chair, Tom Clement, for his years of service to WINGS!

We brought on a new Sponsor, Peterson Sullivan, LLP. Thank you for your support of WINGS!

The WINGS Screening Committee co-chairs, Maren Nelson and Susan Morgensztern, have spent the last quarter recruiting many new members to the Screening Committee. The new members have a broad range of expertise spanning health & wellness, patent law, global health, and digital health/health IT. We will be highlighting the new members throughout the year with our screening committee spotlight. Some Screening Committee members are also listed on our website here: medtechwings.com/about/who-we-are

Our portfolio companies have had a host of accomplishments.

- Cardiac Insight, one of WINGS' early investments, launched Cardea SOLO- the first wearable sensor providing ECG data to physicians
- Impel Neuropharma was issued a new patent for "Nozzles for Nasal Drug Delivery"
- PIA partnered with Siemens Healthineers
- Innovative Dental signed a distribution agreement with Kulzer
- Pillsy started pilots in specialty pharmacies.
- Madorra was awarded a Phase II NSF SBIR grant and signed a lead investor for their Series A.
- Sonavex closed a \$4.5M Series A lead by Grey Sky Ventures.

We are excited for what the rest of 2018 has to offer and wish you a happy sendoff for summer!

-Patricia Beckmann

Become a WINGS Angel

Have you attended your first WINGS investor meeting, or enjoyed a discussion with another WINGS Angel or Board member?

Did you miss the last dinner meeting? Is it time to renew your WINGS Angel dues, or do you want to invite an accredited investor to the next WINGS dinner meeting?

Contact **WINGS Program Manager, Wendy Yang**, with your questions, comments, guest names and dues. We welcome your feedback! wendy@medtechwings.com, or 206-829-2390.

Upcoming Events

ACA NW Regional Meeting 2018

June 6-7 | Boise, ID

ACA members, accredited investors, and invited community guests from throughout the Pacific Northwest (US and Canada) are invited for the 2018 ACA Northwest Regional Meeting. Hosted by Boise Angel Alliance. www.angelcapitalassociation.org

East West Life Science Summit

June 14-15 | Spokane, WA

Learn more about cross-state collaborations that are fostering innovation and partnerships in life sciences.

www.lifesciencewa.org/events

HHS Startup Day

June 27 | Seattle, WA

HHS Startup Day is an opportunity for the federal agency to open it's doors to startups to share simple, actionable ways that entrepreneurs can engage with the agency.

www.cambiagrove.com/event/hhs-startup-day-seattle

Life Science Washington Summer Social

August 23 | Seattle, WA

Save the date for LSW's annual rooftop social.

Upcoming Deadlines

WIN Application

July 4 | lswinstitute.org

Contact Ingrid@LSWInstitute.org for details.

WINGS Initial Application

Aug 15 | medtechwings.com

Contact wendy@medtechwings.com for details

WINGS Dealflow Highlights Q2 2018

New Companies

Embrace Orthopaedics

Zack Eberwein, CEO

zack@embraceorthopaedics.com

www.embraceorthopaedics.com

Embrace is revolutionizing orthopedic bracing by developing novel technologies to integrate adjustable joint support directly into next-to-skin apparel.

StethIO

Vikram Chalana, CEO

vikram@stethio.com

stethio.com

The smartphone stethoscope, allowing physicians to see the sounds they may not hear.

Tasso

Ben Casavant, CEO

ben@tassoinc.com

www.tassoinc.com

Tasso is developing the HemoLink, a virtually painless blood collection device that enables people to self-collect a blood sample and send it into labs for high quality diagnostics.

Have news to share with the WINGS community?

Contact Wendy Yang wendy@medtechwings.com

 [@Medtechwings](https://twitter.com/Medtechwings)
medtechwings.com/news

Updating Companies

CoLabs

Clay Nolan, Founder, President

clay.nolan@colabsmedical.com

A smart airway and ventilation system designed to be used during cardiac arrest.

Format Health

Brian Howe, CEO

brian.howe@formathealth.com

formathealth.com

EventDoc: Document in-hospital cardiac arrests with an efficient, intuitive and secure tablet based solution.

Precision Image Analysis

Mary Waiss, CEO

mwaiss@piamedical.com

piamedical.com

Precision Image Analysis (PIA) is a world class service provider of cloud-based, advanced medical image post-processing and analysis.

Recent highlights available from our Portfolio:



Screening Committee Spotlights



Partner, Perkins Coie

Nicole Dunham is a partner in the firm's Intellectual Property practice. She focuses her practice on patent procurement, portfolio strategy, freedom to operate analysis, and other intellectual property due diligence. Nicole has experience representing both investors and emerging companies from incubation through acquisition, and has prepared and prosecuted patent applications in a variety of technical areas, including medical devices, consumer products, software systems, semiconductor manufacturing, aerospace, clean technologies, and other mechanical and electromechanical technologies. In the medical device industry, Nicole has particular experience advising clients in cardiovascular technologies, neuromodulation and monitoring, therapeutic and diagnostic ultrasound, shunts, stents, real-time marker tracking, and gastrointestinal devices.



Principal, Mercer

Michael Garrett, MS, CCM, CVE, NCP has 30+ years of experience in managed care, care/case management, utilization management and review, chronic condition management, health information technology, healthcare quality, and population health management services. His experience includes developing and implementing new care delivery models and care transformation initiatives. Michael has experience working in a range of benefit programs, including self-funded health plans, workers' compensation, Medicaid, government employee plans, and long term disability. His commitment to the healthcare industry is demonstrated by leadership roles in key organizations. He has served as an author, editor, and contributor on six case/care management books as well as the author of numerous journal articles in the field of care/case management.

WINGS Screening Process



Companies applying to WINGS should:

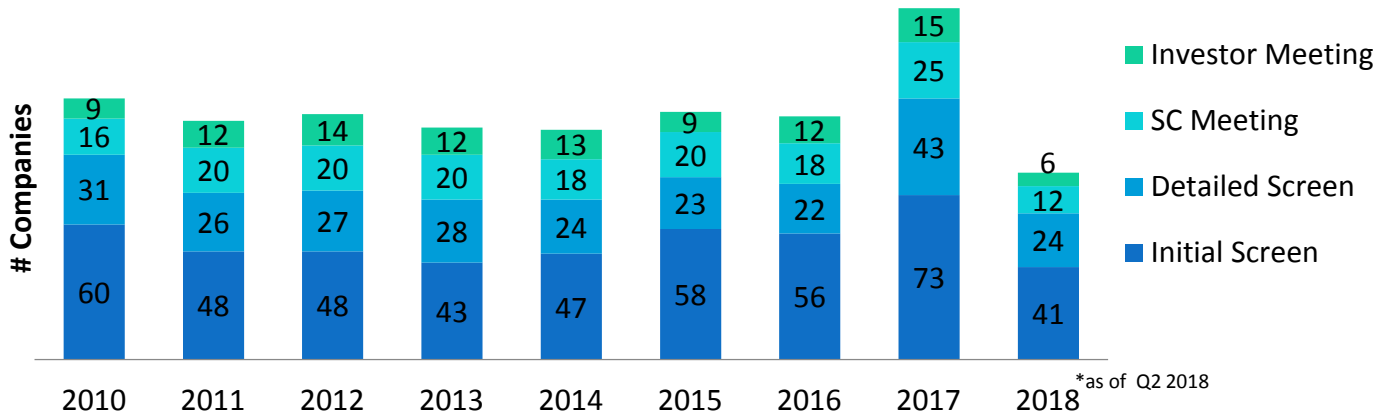
- Have an unmet need and market that is scalable
- Demonstrate technical feasibility
- Show it is a good business for investment
- Have traction and/or external credibility
- If applicable: Have regulatory and/or reimbursement pathway strategy or approval
- Have IP protection and/or barrier to entry
- Have an exit strategy
- Be prepared to begin due diligence after the WINGS investor meeting

WINGS
Application Deadlines:
August 15
October 10

Contact Wendy Yang at wendy@medtechwings.com for application details

For more information, visit www.medtechwings.com

WINGS Deal Flow



Our Screening Committee reviews ~10 detailed written applications each quarter. The top 5-6 are selected to present to them in person and the top 3-4 are selected to present at WINGS investor meetings.

Join the WINGS Angel Network

Next WINGS Investor Meetings:
September 20
November 13
from 5:30 to 8:30pm

Are you an accredited investor interested in attending a WINGS investor meeting? Would you like to learn more about investing in Medical Technology companies? Have you attended your first WINGS investor meeting and would like to join?

Current WINGS Members, Is it time to renew your WINGS Angel dues? Do you want to invite an accredited investor to the next WINGS dinner meeting? Did you know: You can earn a \$100 credit toward your membership dues for referring a new WINGS member!

Contact WINGS Managing Director, **Patricia Beckmann** with your questions, comments, guest names and dues at patricia@medtechwings.com, or (206) 456-9560.



If you are interested in becoming a WINGS sponsor and supporting the next generation of med tech ideas and entrepreneurs, please contact Patricia Beckmann at patricia@medtechwings.com or (206) 456-9560..

For more information, visit www.medtechwings.com