

Chairman's Letter

Dear WINGS Community,

It is with great pleasure that we welcome Dr. Patricia Beckmann to WINGS. She will serve as vice-president of Commercialization at Life Science Washington and through that position as Managing Director of WINGS. We know you will agree that Patricia's varied background is a great fit with our WINGS community.



Patricia's career spans biomedical research, operations, law and venture capital. She spent most of her research career at Immunex (co-inventor of Enbrel[®], Mobista[®] and Nuvance[®]) as well as several years in the Immunex and Amgen Law Departments performing technology assessment for licensing, intellectual property and litigation support. She was part of the bioscience investment team at Vulcan Capital and the original strategy team establishing the Allen Institute for Brain Sciences. She was founding Chief Scientific Officer at the Accelerator-backed diagnostics company Homestead (now Integrated Diagnostics) and a Kauffman Fellow at Accelerator. Subsequently she was President and Executive Director of the non-profit Oregon Translational Research and Development Institute (OTRADI) where she established a small fund and incubator model for Oregon start-ups. More recently Patricia has been Managing Director of BioStrategy, LLC where she has advised early-stage biotechnology, medical device, digital health and agriculturally-related companies.

She earned her undergraduate degree at the Evergreen State College in biology, chemistry and art and her PhD in biochemistry and pharmacology from the University of Arizona, College of Medicine. Patricia is a two-time Fulbright Fellowship recipient (Sweden and India). She pursued postdoctoral studies as an American Cancer Society Fellow at the Ludwig Institute for Cancer Research in Uppsala, Sweden and as an NRSA Fellow at the National Cancer Institute. She has over 50 peer-reviewed scientific publications and more than 40 issued U.S. Patents.

On a more personal note, Patricia raises golden retrievers, loves music, cooking and great red wines. We know that Patricia will add strength and breadth to our team at WINGS as she has already begun to expand our network. Please feel free to reach out to Patricia. She can be reached at patricia@medtechwings.com, 206.456.9560 (office) or 206.619.8331 (cell).

Best regards,
Tom Clement and Tom Kadavy
Co-chairmen

Upcoming Events

Life Science Washington and Friends Wine Reception

Jan 8, 2017 | San Francisco, CA
Help kick off the 35th Annual JP Morgan Healthcare Conference. Register [here](#) or email Amanda@LifeScienceWA.org for more information.

Biotech Showcase

Jan 9-11, 2017 | San Francisco, CA
Innovation meets money during biotech's most impactful week of the year. Register at <https://ebdgroup.knect365.com/biotech-showcase/>

RESI Conference

Jan 10, 2017 | San Francisco, CA
The Redefining Early Stage Investments (RESI) Conference focuses on establishing a global circuit for early stage life sciences companies to source investors, create relationship, and get funding. Register at <http://www.resiconference.com>
WINGS members: email wendy@medtechwings.com to receive free registration

WINGS application deadline Jan 30 for Mar 14 Investor Meeting

Visit www.medtechwings.com or e-mail wendy@medtechwings.com to learn more and apply!

Interested in attending 2017 Investor Meetings? Contact yesenia@medtechwings.com

Roll the Tape: A look back at 2014 Q4 WINGS companies

Eric Larsen, WINGS Membership Committee



- **ViewslQ** is making progress and achieving milestones: their microscope image capturing software is in production and they have been approached by potential strategic partners. They have raised \$1M and are planning to raise an additional \$3-4M in the second half of 2017. We should keep our eyes on this company and have them back for another look in 2017.
- I spoke with Andrew of **Circle Technologies**. While they have interest in their technology they have not been able to attract investment on acceptable terms. They are going to take a step back and pursue additional grants to further develop the technology, then hire a CEO and re-enter the funding market. They could use some additional seed money to help them in the grant process.
- **Transverse Medical** is also tracking well with their screening tool to protect the brain during heart surgeries. They used their \$3 million seed round to complete their preclinical study and are now raising a \$10 million A round.
- Many of you will recall **Cyrus Biotechnology**, where Wings members have invested over \$300k of the \$1.8 million raised. They are getting great traction with customers of their SaaS protein design tools. They have over \$500k in contractual revenue for 2016, with customers including:

6 of top-20 Global Pharma

9 paid beta SaaS customers

13 design/SaaS combo contracts – 6 in Fortune 500

They will be raising their A round soon. Lucas Nivón and the team have been very appreciative of the WINGS support!

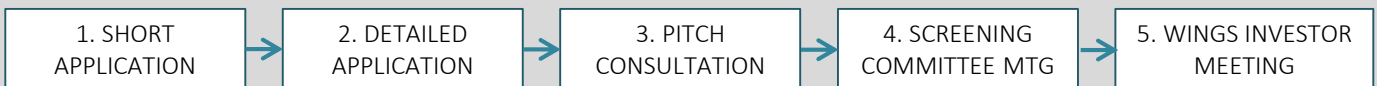
Interested in learning more about these companies? Contact Wendy Yang at wendy@medtechwings.com for an introduction to the company's CEO.

Looking for Funding? Interested in Applying to WINGS?

WINGS meetings are held four times per year, during which two to four business opportunities are presented. WINGS considers Medical Technology opportunities in the areas of:

- Therapeutic and Diagnostic Devices
- Healthcare Delivery Models
- Healthcare IT
- Unregulated Biotechnology Development Tools

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
- Be prepared to begin due diligence after the WINGS investor meeting

2017 WINGS Deadlines

January 30th

April 3rd

August 7th

October 9th

Apply at: <https://gust.com/organizations/wings>

Contact Wendy Yang at wendy@medtechwings.com for more information

For more information, visit www.medtechwings.com

WINGS Dealflow Highlights

Q4 2016

HEMEX HEALTH

Hemex improves millions of lives in underserved countries by providing new diagnostics for malaria and sickle cell disease where there's no viable test today.

www.hemexhealth.com

Patti White, CEO

p.white@hemexhealth.com

MADORRA

Madorra has the first non-hormonal, non-invasive medical device to treat vaginal atrophy in post-menopausal women.

www.madorra.com

Holly Rockweiler, CEO

holly@madorra.com

Q4 UPDATES

AQUEDUCT CRITICAL CARE

Aqueduct Critical Care is commercializing their Smart External Draining (SED) to revolutionize the way patients with CSF drains are managed.

www.aqueductneurosciences.com

Tom Clement, CEO

tclement@aqueduct.cc

MONITOR MASK

We create oxygen face masks that monitor patient breathing.

www.monitormask.com

Mark Kraus, CEO

mkraus@monitormask.com

OTONEXUS

OtoNexus is commercializing the world's first medical device for the instant and accurate diagnosis of Otitis media, which affects millions and costs billions.

www.otonexus.com

Caitlin Cameron, CEO

caitlinc@otometrix.com

PRECISION IMAGE ANALYSIS

PIA helps doctors to interpret diagnostic images faster and at lower cost by shifting labor-intensive post-processing tasks to technicians.

www.PIAMedical.com

Mary Waiss, CEO

mwaiss@piamedical.com

WINGS Portfolio in the News 2016

Compiled by Wendy Yang



[Raises \\$500k](#) | Geekwire



[Raises \\$36M Series C](#) | Business Wire



[Raises \\$2.5M Series C](#) | PSBJ



[Smart External Drain receives 510\(k\) clearance](#)
Dept. Health & Human Services



[Lists on TSX Venture Exchange](#) | H-Source



[Raises \\$13.8M Series B](#) | Seattle Times



[Expands in redesigned Seattle HQ](#) | PSBJ

For more information, visit www.medtechwings.com



Screening Committee Spotlight

Wendy Yang, Program Associate

Kris Aalto is a biomedical engineer, serial life sciences entrepreneur and outdoor sportswoman recently transitioned to the NW. She actively consults US and international clients in areas of regulatory and clinical affairs, strategic assessment and value analysis, and business development. Kris has been in the industry 20+ years and has broad experience across life science sectors and skills. She has held key roles with Stryker, CR Bard, Arboretum Ventures, the University of Michigan and Henry Ford Health System and has led several start-ups. Recently, Kris has also served as an Entrepreneur in Residence with CoMotion at the University of Washington. Her professional sweet spots are in crafting/leading well-positioned biomed/biotech start-ups and in optimizing regulatory and clinical strategies. Kris has significant domain expertise in biomaterials, vascular devices, orthopedics, and diabetes. Whenever possible, she is horseback riding, bicycling, skiing, or flying with her family.

Welcome, Kris!



We are excited to welcome her to our Screening Committee!

Join the WINGS Angel Network

2017 WINGS Calendar

Tuesday, March 14th

Wednesday, May 17th

Thursday, September 14th

Tuesday, November 14th

All Investor Meetings are
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 Program Manager, **Yesenia Green** with your questions, comments, guest names and dues. yesenia@medtechwings.com, or (206) 456-9580.

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If you are interested in becoming a WINGS sponsor and supporting the next generation of med tech ideas and entrepreneurs, please contact Yesenia Green at yesenia@medtechwings.com, or (206) 456-9580.

For more information, visit www.medtechwings.com