



## Maine Healthcare & Bioscience Forum

Royal Sonesta Hotel, Cambridge, MA

Wednesday, October 26, 2016

2:00p – 6:00p

### Agenda

#### 2:00p Welcome

Maine International Trade Center and Maine Department of Economic and Community Development

#### 2:05p – 2:30p Keynote on Sector Trends in Growth & Funding

Enrico Picozza, Venture Partner, HLM Ventures, Boston

Discussion on what's growing and getting funded in biotech, medical, and healthcare suppliers in the Northeast. Sources of funding and key factors in decision-making on financing growth.

#### 2:30p – 3:00p athenahealth

David Tassoni, Senior Vice President, athenahealth, Belfast, Me.

athenahealth recently ranked #6 on Forbes Innovative Growth Companies list and has grown customer service centers in Maine to more than 600 employees

**Break** – 15 min.

#### 3:15p – 3:45p Growing Your Manufacturing Presence

Jim Detert, Business Development Director, Mölnlycke Healthcare, Brunswick, Me.

Mölnlycke is a Swedish-owned wound care manufacturer presenting on growing its presence in Maine with a third production facility under construction. Workforce productivity and innovative incentives helped this multinational's decision to make Maine its base of operations.

#### 3:45p – 4:15p Northeast Expansion: Comparative Analyses

Peter DelGreco, President & CEO, Maine and Co., Portland, Me.

Maine has had increasing acquisitions and investments in its bioscience companies in the past year. This presentation provides a comparative analysis of Maine's attractive real estate, workforce retention and costs versus other states in the region.

#### 4:15 – 4:25p Maine Life Science/Life style video

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**4:30p – 6:00p Networking Reception** featuring Maine lobster rolls and other local Maine delicacies

Networking Sponsor

**Verrill Dana**<sub>LLP</sub>  
Attorneys at Law





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### *Presenter Bios (in order of appearance)*

#### **Enrico Picozza, Venture Partner, HLM Ventures**

Enrico is a pioneer in the life sciences with a history of recognizing and developing new technologies that change markets. He is currently a director of Aventura, Transcend Medical and Vericare and is a board observer of AbilTo, Medicalis and OnShift. He also served as a director to SensAble Technologies (sold to 3D Systems) and was board observer for Interlace Medical (sold to Hologic) and Tandem Diabetes (NASDAQ).

Prior to joining HLM as a Venture Partner, Enrico co-founded HTS Biosystems, Inc., an early developer of platforms for drug discovery and point of care diagnostics, where he served as Chief Operating Officer and Chief Technology Officer. Prior to HTS, Enrico held leadership positions with PerkinElmer, Inc. and Applied Biosystems, Inc. At Applied Biosystems, Enrico was one of the major forces behind the development and commercialization of PCR, the revolutionary DNA-replicating technology that enabled the development of some of the most significant advancements in molecular biology.

Enrico is the holder of nine patents and has been recognized by the Smithsonian Institute for his achievements in PCR. He is the author of numerous scientific papers and has been a frequent international speaker. In addition he is an advisor to several companies in the field of regenerative medicine and molecular diagnostics and is a board observer for Interlace Medical.

Enrico earned his master's degree in molecular and cell biology from the University of Connecticut.

#### **David Tassoni, Senior Vice President, athenahealth**

David is General Manager and Senior Vice President at athenahealth, where he is responsible for delivery and product management of the most innovative and effective revenue cycle management (RCM) services available in healthcare today. In this role, David leads the daily activities of over \$700M in annual athenahealth revenue including claim processing, patient payment collections, and provider configuration. Since joining the company in 2007, David has led most of the company's service delivery operations and founded the operations center in Belfast, Maine.

Prior to joining athenahealth, David spent 17 years with credit card giant MBNA America. He was an integral part of the development of MBNA's Maine operations center which became one of the state's largest employers with over 4,000 people employed in 2001.

David earned his Bachelor of Science degree in Economics from the University of Delaware in 1991 and resides in Camden, Maine with his family.



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#### **Jim Detert, Business Development Director, Mölnlycke Healthcare**

As the current Director of Business Development at Mölnlycke Healthcare and the former President and CEO of Rynel Inc., Jim has had an esteemed career within America's manufacturing industry. A Summa Cum Laude graduate of Tufts University Mechanical Engineering program, he received his MBA from The Amos Tuck School at Dartmouth College where he won the Arnold F. Adams entrepreneurship award and graduated as an Edward Tuck Scholar.

Following a two-year Manufacturing Management Development Program with General Electric, Jim started his career with the Minnesota-based manufacturer of fluid separation, filtration, and fluid handling products, Osmonics INC. Through his more than ten year career with Osmonics INC., he served as Vice President of Operations before leaving for Rynel Inc. in Wiscasset, Maine. As head of all business aspects at Rynel Inc., Jim helped to restructure both the business and customer base of the company which resulted in an annual sales increase of 25%. After his arrival in 1997, the company went from monthly losses to quarterly profits every quarter until its merger with Mölnlycke Healthcare in 2010.

Since the 2010 merger of Rynel Inc. and Mölnlycke Healthcare, Jim has served as the Wiscasset Site Director and the Director of Business Development. He is responsible for all mergers & acquisitions, R&D partnerships and technology transfers for North and South America.

#### **Peter DelGreco, President & CEO, Maine and Co.**

After serving as Director of Client Services since February, 2004, and then as Vice President of Operations, Peter now serves as President and CEO of Maine & Company. Peter has worked on Maine & Company's most recent and largest successes, including Carbonite, Sun Life, NotifyMD, and athenahealth.

Prior to joining Maine & Company, Peter worked in Boston and Washington, DC running an independent, gourmet food distribution service. Under Peter's management, sales at the company's Washington, DC location increased over 300%.

Peter is a graduate of Colby College and earned his MBA from the University of Southern Maine.