



The 2022 MedTech Conference, held this past October in Boston, Massachusetts, was a productive event for medical device start-up companies and for us at Light Line Medical, Inc.

The MedTech Conference was a great place to meet people, companies, and organizations that can provide a wide range of specialist support (e.g. product development, contract manufacturing, regulatory consultants, financial advisors, government permit assistance, etc.) to medical device start-up companies.

The event was also attended by a number of global medical device companies. The format facilitated introductions to members of the corporate business development and innovation functions. These contacts may be helpful for future partnerships and/or exit strategies.

The conference environment also facilitated great networking with other medical device start-up companies to share experiences and insights regarding many topics including fundraising, product development, regulatory agencies, and third-party consultants.

In addition, there wasn't a single panel we at Light Line attended that didn't take great pains to answer every single question posed. That was fantastic.

Last, but certainly not least, the MedTech Conference provided opportunities to meet a limited, but helpful, number of potential investors, including angel investors, healthcare-focused venture / private equity funds, and large medical device companies with Venture Funds. Importantly, in addition to potential investors, Light Line met strategics interested in our products,



## 2022 MedTech Conference

A wicked good show in Boston

By Vicki Farrar

along with U.S. Army Medical Research and Development Command, and FDA reviewers. We also met individuals who could provide insight into the use of our product to prevent peritoneal dialysis-related infections, including Kimberly Kaplan, a senior product manager at ISACA, in Schaumburg, Illinois, who freely provided input and offered further discussion.

Note to sponsors: The best place to meet people was around the cappuccino machines strategically placed throughout the floors of the conference. So, for maximum exposure, think about sponsoring one of the cappuccino areas!



Vicki Farrar, CEO of Light Line Medical, Inc., has 40+ years of experience as an IP attorney and entrepreneur. Previously, she founded Catheter Connections, Inc. – which was sold to Merit Medical. Light Line medical is developing technology that will prevent catheter-associated infections. The company is currently entertaining investment interest from strategic partners to prepare for market entry.