



Texas Medical Device Alliance



BioAustin | Texas Medical Device Alliance | Austin Health Tech

NEWSLETTER

October 2020

Check out the news, meetings, conventions, & networking events in the life sciences and health technology community in this newsletter!

TMDA 2020 Save the Date

Sales and Commercialization Strategies for Medical Devices

Oct 15, 2-3:30pm

<https://tinyurl.com/yvznhj3>

or

<https://texmda.org/upcoming-events/>

As always, if you have news, job postings, or other resources to share, please reach out to Elisa Maldonado-Holmertz (operations@texmda.org).

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LIFE SCIENCE INDUSTRY NEWS

In Our Neck Of The Woods....

Hologic Returns to Form with Acesa Health Acquisition

Hologic is strengthening its GYN Surgical portfolio with the acquisition of Acesa Health. The Marlborough, MA-based company picked up Acesa, a specialist in the minimally invasive treatment of fibroids, for \$80 million in cash.

<https://www.mddionline.com/business/hologic-returns-form-acessa-health-acquisition>

Austin Chamber of Commerce Job Postings report

The monthly job market report is designed to provide insight into current employer demands, skills, and occupations in the Austin MSA. The most recent report provides data through mid-August.

There were approximately 55,800 Available Job Postings during the August 2020 monthly reporting period, an increase of 3,600 postings compared to the previous month. There were 25,400 New (first-time) Job Postings in August 2020, representing 46 percent of Available Job Postings.

<https://preview.tinyurl.com/Chamber-job-postings>

Shouldering the Anxieties and Hardships of Patients Affected by COVID-19

How UT Health Austin's Integrated Behavioral Health team is going above and beyond to support patients during the COVID-19 public health crisis. <https://tinyurl.com/UT-Health-Austin>

The Morning Fix by 510k Cafe

Local med tech marketers [Amy Shepherd](#) and [Julie Dye](#) recently launched the podcast series, called The Morning Fix, by 510k Café. This series will examine current med tech trends, issues, and best practices as it relates to marketing and PR.

To subscribe and listen, please find the links to iTunes, Spotify, Stitcher and Touch Point Media:

<https://touchpoint.health/shows/the-morning-fix-by-510k-cafe/> or <https://tinyurl.com/Spotify-Morning-Fix>

LIFE SCIENCE INDUSTRY NEWS

Across the Pond....

Opportunity for Medical Device Manufacturers to Commercialize in Mexico

As published by the UNOPS (United Nations Office for Project Services) the last 25 of August 2020, the Mexican Public Healthcare system signed an agreement to promote an international tender binding for all those companies interested to sell medical supplies in Mexico (medical devices included). This is for the period 2021-2024. In this article, we would like to explain some of the reasons behind this bid and opportunities you may find interesting. <https://preview.tinyurl.com/Veraque>

INDUSTRY RESOURCES & FUNDING OPPORTUNITIES

BioGlobal Accelerator

The BioGlobal Accelerator is a highly competitive, 16-week (8 weeks virtual & 8 weeks in-person) collaborative accelerator program that helps bioscience companies scale with velocity. Through coaching by entrepreneurs in residence, mentoring from industry experts, and interactive technical sessions, this unique program provides the resources entrepreneurs need to succeed. We connect high-potential companies with custom growth strategies, talent, investors, and a prominent bioscience ecosystem.

Applications September 2, 2020 – November 20, 2020

Companies will be selected on December 14, 2020

Program begins February 22, 2021

<https://velocitytx.org/what-we-do/accelerator/>

Life Sciences COVID-19 Webinars

Many life sciences manufacturers are grappling with questions about their newly expanded products liability risk profiles as a result of COVID-19. In this special edition webinar series, Medmarc Insurance Group defense panel members speak on these COVID-19 related topics. [On-demand now.](#)

CAPA Process - Step-by-Step Instructions [Infographic]

CAPA is an area that we talk about often, mainly because it is still such a big issue for medical device companies. With CAPAs being a key issue indicated in FDA warning letters and observations, it's important that companies have it all together and understand how to deal with them. (See our "ultimate guide" to <https://preview.tinyurl.com/CAPA-here>).

This time, we are looking at a step-by-step process that, if done well, should help any company to get a good result from their CAPA process. <https://tinyurl.com/GreenGuru-CAPA>

WOMEN IN LIFE SCIENCE & WOMEN'S HEALTH

\$3M Breakthrough Prize awarded to Catherine Dulac

Molecular biologist Catherine Dulac is among the winners of the 2021 Breakthrough Prizes in Life Sciences, worth \$3 million. Dulac led a team that demonstrated male and female mice have the same neural circuitry associated with parenting, but the circuits are triggered differently by the protein galanin, subverting the theory that male and female brains are organized differently.

Full Story: [Nature \(free content\)](#)

SPOTLIGHT

VelocityTX Launches Bioscience Accelerator Program, Co-Working Space

The innovation hub taking root on San Antonio's Eastside has launched an accelerator program for bioscience startups. [VelocityTX](#) is accepting applications for its new [BioGlobal Accelerator](#), a 16-week accelerator program for early-stage bioscience companies.

VelocityTX's mission is to support the development of more early-stage life science and technology companies in San Antonio. Its BioGlobal Accelerator is designed to help local, national, and international companies with innovative, scalable business ideas accelerate the launch of their business. The program

will run from February to June 2021. A panel of 42 local industry experts from bioscience and healthcare sectors will facilitate the 21 planned modules over four months. The curriculum plan includes modules spanning concept and ideation, legal, regulatory, quality, and clinical, design and development, sales, business, and special topics.

All accelerator advisors are certified in the [GrowthWheel methodology](#), said VelocityTX vice president for global development David Fonseca.

“We are offering accelerator participants a balance between the more technical bioscience advisors and mentors experienced in commercialization,” Fonseca said. “Our curriculum is focused only on eight companies with a ratio of two entrepreneurs-in-residence to each startup, which we feel will result in more coaching.”

To qualify, companies must be developing a medical device or biotech application, already be incorporated in the U.S., have at least two members, and show traction in the form of intellectual property, proof-of-concept testing or prototype, and investors.

[Applications for the eight available spots in the accelerator’s first cohort](#) close November 20, 2020.

Once a participant completes the accelerator program, the startup will assign 3.5% in equity shares to VelocityTX.

VelocityTX had launched a [Global Accelerator Program](#) or GAP in 2018 to give international companies a pathway to fast track their growth in the U.S. That program brought companies like [The Sonar Company](#) to San Antonio as a result.

Read more: [VelocityTX International Accelerator Brings Innovations to San Antonio](#)

The GAP program has since evolved into one that is open to local and national startups as well as international companies, Fonseca explained.

“We’ve pivoted that program into a broader one focused on accelerating bioscience companies,” Fonseca said.

The former chair of USAA, Robert McDermott, founded the [Texas Research and Technology Foundation](#) (TRTF) in 1982 as an economic development nonprofit with an endowment fund for investing in early-stage companies.

TRTF formed its nonprofit subsidiary VelocityTX in 2017 to function as an innovation hub within the organization’s new headquarters within the Merchants Ice and Cold Storage Company buildings on the 1300 block of East Houston Street.

UPCOMING EVENTS

NOTE: All events are now posted on Capital City Innovation’s calendar.

Capital City Innovation has compiled partner and community events relevant to innovation in health and life sciences. [Check out the calendar!](#)

Check out Austin Technology Council Calendar of Events

<https://tinyurl.com/ygzr6jv>

Check out Texas States Small Business Development Center Network Calendar of Events

<https://tinyurl.com/ybf68aom>

Check out Women in Business Virtual Calendar of Events

Women In Bio welcomes you to attend any of the fantastic virtual events our dedicated chapters are holding, even if you don't live near those chapters. We offer a variety of networking and learning opportunities that will engage, educate, and empower. [View the full list of virtual events.](#)

Check out Temple Health & BioScience District's (THBD's) E-Learning Series Webinars Library

<https://www.templebioscience.org/elearning/>

Check out NAMSA's Podcasts Calendar of Events

Join NAMSA for a first-of-its-type podcast series, "BiocompCHATibility," as each episode features leading industry experts and discussion on how to proactively address specific medical device evaluation scenarios and challenges. Experts will also share real world examples and experiences focused on solutions proven to be successful.

<https://namsa.com/resources/podcasts/biocompchatibility-podcast/>

Check out MedTech Innovator Live Weekly Webinar Series

<https://www.youtube.com/channel/UCza4pwHPN-GQYTbi6FuE4rw>

[Checkout 40+ Medical Device Conferences Happening in 2020](#)

Plan your 2020 conference calendar from east to west coast.

October 6 | Virtual | 10 - 11:30 AM CDT

TEXGHS Virtual Launch

Texas Global Health Security Innovation Consortium

<https://tinyurl.com/TEXGHS-Virtual-Launch>

October 9, 16 & 23 | Virtual | 8 AM CDT

Bio North Texas partnering with the Brand Institute

Part 1 - The SCIENCE behind nonproprietary (generic) drug naming

Part 2 - The ART of pharmaceutical & medical device brand naming

Part 3 - The EXPERTISE of Brand Institute and how they can help with your naming initiative

<http://events.r2o.constantcontact.com/register/event?llr=gybvp9xab&oeidk=ao7ehbiiivr984ebdfa>

October 9 & 16 | Virtual | 10:00 am - 2:00 pm CST

AMDM's 2020 IVD Focus Meeting

Association of Medical Diagnostics Manufacturers

<https://www.amdm.org/2020-focus-meeting.html>

October 15 | Virtual | 2-3:30pm CDT

Texas Medical Device Alliance (TMDA)

Sales and Commercialization Strategies for Medical Devices

<https://tinyurl.com/yvvnzhj3> or <https://texmda.org/upcoming-events/>

October 21 | Virtual | 11am – 4pm CDT
UT Austin Bioscience and Biotechnology Career Fair
Visit the [Bioscience and Biotechnology Career Fair](#) page

October 22 | Virtual | 5:00 PM - 6:00 PM EDT
2020 MassChallenge Virtual U.S. Awards
<https://masschallenge.org/2020-awards>

October 27 | Virtual | 12-1pm CDT
Temple Health & Bioscience District (THBD)
Navigating Stress and Anxiety in 2020: Prepare for the Holiday Season
<https://tinyurl.com/THBD-Series>

November 5-6 | Virtual
Bio North Texas 2020 iC3[®] Life Sciences Summit
<https://www.eventbrite.com/e/ic3-summit-2020-tickets-121792132547?aff=ebdssbonlinesearch>

November 12-13 | Virtual
Southwest Research Institute (SWRI)
ISO 9001 Internal Auditor training
[Click here to register](#)

November 17 | Virtual
FDA Public Meeting
Communications About the Safety of Medical Devices
<https://tinyurl.com/FDA-Public-Meeting>

December 1 – 3 | Philadelphia, PA
MD&M East 2020 | Medical Expo
Discover new technologies from 550+ companies, attend educational sessions and connect with peers.
[Learn more and register.](#)

CAREER CORNER

Austin Chamber Talent Spotlight & Jobs Report
The monthly job market report is designed to provide insight into current employer demands, skills, and occupations in the Austin MSA. <https://preview.tinyurl.com/Chamber-job-postings>

Local Career Fair

The University of Texas at Austin's **FREE** virtual [Bioscience and Biotechnology Career Fair](#) **Wednesday, October 21, 2020, 11am – 4pm!** To Register and View Event Details: Visit the [Bioscience and Biotechnology Career Fair](#) page

Local Internship Opportunity

Having an accurate report of the Life Science ecosystem in Austin is imperative to its growth and to ensuring that workforce needs are met. ACC Bioscience Incubator is looking for a student intern to help

compile a comprehensive and accurate list of the Biotech companies currently in Austin. For more information: <https://drive.google.com/file/d/1jwVIY4EkSBeWh9RcBEfpZw9HdjJUPvI/view>. Send resume to: Nancy.lyon@austincc.edu

Local Candidates Seeking Opportunities

Satyam Rajput | Master of Science | Biomedical Engineering | Texas A&M

I completed my Master's thesis on 3D printing of tissue engineering scaffolds and hydrogel based microfluidic devices with Dr. Akhilesh Gaharwar at Texas A&M and graduated in May 2020. I have also worked with Dr. Ellen Roche on various mechanical and chemical aspects of a cardiac septal wall closure device at Massachusetts Institute of Technology (MIT) at her startup, Holistick Medical. I have been fascinated to work in the healthcare industry as the solutions directly impact and improve people's lives. This has led me to pursue internships and research projects in the biomedical, biomechanical, and biomaterials fields. I have sound technical expertise in computer aided design and engineering (CAD/CAE), prototyping, subtractive and additive manufacturing techniques, polymer and nanomaterial synthesis and characterization techniques. I have good technical writing experience as well. I am currently looking for a career in R&D, product development, process development, mechanical engineering, design and development, manufacturing/production/quality engineering roles in the medical device/healthcare sector. I would love to talk to you if you are hiring for any similar roles for your company.

Contact: srajput@tamu.edu | 979-422-2185 | www.linkedin.com/in/satyam-rajput/

Thomas Bates | Biology - to graduate 2023 | Trinity University

My name is Thomas Bates I am a rising sophomore at Trinity University. Due to the pandemic sending classes online I am currently looking for a way to take a gap year but still further myself academically and in my career goals. I am extremely interested in Immunology, and alternatives to antibiotics such as phage therapy, CRISPER, and Ecology. <https://www.linkedin.com/in/thomas-bates-3602711bo/>

Career Opportunities

QA CONSULTING, INC. - Quality and Regulatory Consultant

The primary responsibility is to advise on and implement quality systems for medical device manufacturers with an added emphasis on regulatory processes. This position requires utilization of Quality Management System methods, including but not limited to: quality system implementation, project management, design controls, validation (design, process, and/or software), risk management, design verification, post-market activities, and regulatory strategies/submissions/correspondence. Must interact with consultants, clients, suppliers, and experts outside QA Consulting in order to communicate and implement QA Consulting's objectives. Contact Mallori Groh at 512-328-9404 office or mgroh@qaconsultinginc.com www.qaconsultinginc.com

Abbott

[View positions](#)

Aeglea Biotherapeutics

[View positions](#)

ALKU

[View positions](#)

Babylon Health

[View positions](#)

Black Diamond Network

[Website](#)

Commissioning Agents (CAI)

<https://cagents.com/careers>

Everlywell

[View positions](#)

FDA Quality & Regulatory Consultants

[Join the FDAQRC CAREER NETWORK](#)

Luminex

[View positions](#)

Molecular Templates

[View positions](#)

QA Consulting, Inc.

[View positions](#)

Skills Alliance

[View positions](#)

Smith+Nephew

<https://www.smith-nephew.com/careers/job-vacancies/>

Syneos Health

[View positions](#)

VOLUNTEER OPPORTUNITIES

Vitality Volunteers

Our mission is to help connect volunteers to organizations to improve the health of the community and increase awareness of diseases. We want to help the health and wellness-related organizations in our communities to promote their cause. Doing so will allow these organizations to make more of an impact and ensure that their message is heard. [Sign up for opportunities to volunteer virtually!](#)

Austin Chamber: Opportunity Austin Survey

The Chamber is partnering with local school districts to connect your business with regional opportunities to make sure our school curriculum teaches the right skills, includes industry-based certifications that pay a good wage, and helps our working-age populations earn while they learn. Please complete this three-minute survey so that the Chamber may connect your company with the right opportunities and recognize your company as a **TALENT AMBASSADOR**. For questions, please email Kwee Lan Teo, VP of Talent/Workforce at kteo@austinchamber.com. [Complete Survey Here](#)

BioAustin/TMDA/AHT/CCI/TX Health Catalyst/Capital Factory/ Health Tech Austin

We are mapping the Austin's landscape in healthcare/life sciences/biotech/MedTech. Anyone interested in volunteering to collect/compile this information as a team? If you are, please contact Scott Collins at scott@bioaustin.com.

ATX Women in MedTech

Looking for volunteers to support community outreach, event management, PR, sponsorship and more. Email womeninmedtech@gmail.com for details.

BioAustin

We are seeking volunteers to maintain our website. If interested, please reach out to Scott Collins at scott@bioaustin.com

TEXAS LIFE SCIENCE ORGANIZATIONS

ATX Women in MedTech
womeninmedtech@gmail.com

<https://biopharmguy.com/links/state-tx-all-geo.php>

Austin Health Tech Meetup
<https://www.meetup.com/Austin-Health-Tech/>

Texas Health Catalyst
<https://dellmed.utexas.edu/thc>

Austin Technology Incubator (ATI)
<https://ati.utexas.edu>

Texas Medical Device Alliance (TMDA)
<https://texmda.org/>
<https://www.linkedin.com/groups/6952028>

BioAustin LinkedIn Group
<https://www.linkedin.com/groups/6535301/profile>

THBI - Texas Healthcare and Bioscience Institute
<https://www.thbi.com/>

BioHouston
<http://biohouston.org/>

The Health Cell, San Antonio
<http://thehealthcell.org>

BioMed San Antonio
<http://www.biomedsa.org>

TMCX/TMCX+, Houston
<http://www.tmc.edu/innovation/innovation-programs/tmcx-plus/>

BioNorth
<https://bionorthtx.org/>

Capital City Innovation (CCI)
<https://www.capitalcityinnovation.org/>

List: Top biomedical companies in the Austin area (2019)
<https://tinyurl.com/ybr7jjnm>

Health Technology Forum Meetup
<https://www.meetup.com/HealthTechnologyForum-Austin/>

List: Leading medical device companies in the Austin area (2018)
<https://tinyurl.com/yb3bpptm>

Health Wildcatters, Dallas
www.healthwildcatters.com

Temple Health & Bioscience District (THBD)
<http://www.templebioscience.com/>

Velocity Texas, San Antonio
<https://velocitytx.org/>

Texas Biomedical Research Institute, San Antonio
<https://www.txbiomed.org/>

Women in Bio-Texas (WIB-TX, Austin & Houston)
<https://www.womeninbio.org/page/>

Texas Biotech, Pharmaceutical & Life Sciences Companies

THANKS TO OUR TMDA SPONSORS!



Warm regards,

Christine Scheve, Dana Abramovitz, Elisa Maldonado-Holmertz, Madeline Spencer, and Victoria O'Dell on behalf of BioAustin, Texas Medical Device Alliance (TMDA), and Austin Health Technology (AHT)