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# HEALTH TECH

## INVESTMENT FORUM

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### Conference Agenda

**Health Technology Investment Forum**  
September 30th 2008, New York City

#### | Conference Schedule |

Join over 150 of healthcare's most powerful dealmakers in the financial capital of the world! Find out why the Health Technology Investment Forum is the best networking event of the year for strategic and financial buyers, brokers, bankers, attorneys and executives.

#### Pre-Conference Webinar: **The Next Wave of Healthcare M&A**

Don't miss this complimentary and highly informative pre-conference webinar taking place September 24, 2008 at 2:00pm EST. As the healthcare technology sector continues to grow, the opportunity for Merger & Acquisition transactions will naturally increase. Discover what current trends are taking place and what your company should be prepared for in this growing sector.

[\\* Click Here to Register Now \\*](#)



**Dave Cummings**  
Managing Partner  
**Agile Equity**

7:30-8:15am **Registration & Breakfast**

8:15-8:30am **Opening Remarks by Conference Chair**



**Raj Singh**  
Managing Partner  
**Minerva Advisory Group**

8:30-9:00am **Opening Keynote Presentation**



**Lori M. Evans**, Deputy Commissioner, **New York State Department of Health**

Ms. Evans serves as a Deputy Commissioner of the New York State Department of Health leading a new Office of Health Information Technology Transformation (OHITT). OHITT, created by the Governor in 2007, is responsible for government and private sector efforts to support improvements in health care quality, affordability and outcomes for all New Yorkers through widespread deployment of health information technology. This includes oversight of a \$500 million health information technology investment program. Most recently, Ms Evans was a Managing Director of Manatt Health Solutions, a policy and business advisory division of Manatt, Phelps and Phillips and led the health information technology practice. She was also the Executive Director of the Taconic Health Information Network Community Regional Health Information Organization (THINC RHIO), one of the nation's leading health information exchange initiatives.

Ms. Evans previously served as a Senior Advisor to Dr. David Brailer, the nation's first National Coordinator for Health Information Technology in the Department of Health and Human Services. With vast expertise in interoperability and evolving federal and state health IT policy and governmental initiatives, Ms. Evans led the office's programs on the nationwide health information network (NHIN) architecture and regional health information organizations. She was also responsible for launching landmark initiatives for the certification of health information tools, modernization of health information standards, nationwide information-sharing architectures, and evaluation of new policies for protecting consumer privacy.

9:00-10:00am **Healthcare Technology Investment: Trends and Outlook**

Join this accomplished group of investors for an engaging discussion addressing the current outlook of healthcare technology venture capital and investment. Topics addressed will include long-term investment strategy, ability to invest in subsequent rounds of financing, current investment activity and the sectors future. Walk away with proven industry insights that you can immediately implement.

Moderator: **Chris Kersey**, Partner, **Camden Partners**

**Jim Lilly**, Managing Director, Global Healthcare Group, **Merrill Lynch & Co**

**Tim Petersen**, Managing Director, **Arboretum Ventures**

**Richard Davis**, Managing Director, **Needham & Co**

**Emanuel Martinez, CPA, MBA**, Managing Director, **GreenHills Ventures**

10:00-10:30am **Company Presentations**

10:30-10:55am Company Presentation: **Park Avenue Medical Data Systems**

**George Blumenthal**

Founder & Chairman

**Park Avenue Medical Data Systems**

11:00-11:25am Company Presentation: **Access Granted**

Access Granted provides a rapidly deployable computer based training (CBT) course that is designed to help employees and individuals interact more effectively with the growing elderly and disabled population. Access Granted's unique curriculum and copyright allows organizations to provide better customer service and added value to the wealthiest and fastest growing market segment in our country.



**Greg Ellis**

Principal

**Access Granted**

11:30-11:55am Company Presentation: **Sensiotec**

Sensiotec is a pioneer in advancing commercial development of Ultra Wide-band (UWB) based medical devices that improve patient care and reduce healthcare costs. The first product, the

PAMT 3000 Patient Assessment Monitor, is a noninvasive medical vital signs system that, without ever touching the patient's body, provides continuous, real-time remote monitoring of heart rate, respiratory rate, bed and wheelchair occupancy, and movement. This technology is based on a proprietary platform using UWB pulses that operate safely at a lower frequency than cell phones and generate one billionth the heat of a night light. The Sensiotec platform can spawn many other groundbreaking medical devices that improve patient care, reduce healthcare costs and further advancement of the emerging wireless digital health network environment.



**Robert Arkin**  
CEO  
**Sensiotec**

12:00-1:00pm **Lunch and Keynote Speaker**

1:30-1:55pm Company Presentation: **PracticeIT**

PracticeIT is the simplest electronic medical record solution available, supported with unlimited premium service, all at an affordable annual fee. We deliver the only results you value - a successful EMR/PM implementation. And technology that fades into the background so you can do what you do best: Practice Medicine.



**Rich Steinle**  
CEO  
**PracticeIT**

2:00-2:25pm Company Presentation: **Paquin Healthcare Companies**

Paquin Healthcare Companies, the nation's leading specialist in retail healthcare, provide Consulting Services, Store Design and Implementation, Healthcare Products, Loyalty Programs, Ecommerce and Video Production Solutions to hospitals and healthcare systems nationwide. We

offer turnkey programs to identify, plan and implement new retail revenue strategies. The company's core mission is to improve patient outcomes, increase revenue opportunities and minimize risks for healthcare organizations. The Paquin Retail Team has worked at over 200 hospital locations nationwide.



**Tony Paquin**  
Founder & CEO  
**Paquin Healthcare Companies**

2:30-3:00pm **Afternoon Networking Break**

3:00-3:25pm Company Presentation **Integral Information Systems**

Integral Information Systems (IIS) presently develops and sells Pinpoint Enterprise BI OLAP/DSS applications for BI and performance management in multiple verticals. IIS was started to develop and promote highly scalable Pinpoint BI product. With installations at some prestigious healthcare sites Pinpoint has produced over \$2.8m in revenue.

The mid-market of many industry verticals, where the need to quickly analyze information from disparate databases is the norm, companies are demonstrably underserved by existing BI products. The typical business model involving and complex and lengthy IT-driven set-up, simplistic querying cubes and expensive consultants does not meet the needs of smaller, cost sensitive companies. The demand for better solution is clear. Pinpoint offers that solution.



**Mohan Shetye**  
CEO  
**Integral Information Systems**

4:00-5:00pm **Healthcare Technology M&A Insights & Activity**

As the healthcare technology sector continues to grow along with greater demand for innovative technologies and a higher quality of care delivered M&A activity will keep pace. Healthcare technology M&A activity in 2007 was up 19% from the year before. Don't miss this engaging group of panelists share their own unique perspectives and outlook on healthcare.

**Ezra Perlman**, Managing Director, **Francisco Partners**

**Christopher McFadden**, Managing Director, **Goldman Sachs**

**Adam Berger**, Managing Director, Head of M&A, **Leerink Swann & Co**

**Grant Chamberlain**, Managing Director, **Shattuck Hammond Partners**

5:00-6:00pm **Cocktail Reception**