

The logo for Greater MSP features the word "GREATER" in a black, sans-serif font, followed by a stylized chevron symbol composed of two overlapping arrows pointing right, one in light blue and one in yellow. To the right of the chevron is the word "MSP" in a larger, bold, black, sans-serif font, with a trademark symbol (TM) to its upper right.

GREATER MSP™

Minneapolis Saint Paul Regional Economic Development Partnership

PROSPER: MOMENTUM IS BUILDING



>> *Medtech Market Insights*

GREATER >> MSP

Jeffrey Rainey

Business Investment



A Leader in Life Sciences

Greater MSP boasts a large and closely networked BioBusiness community with over 600 companies and the 2nd highest concentration of medical jobs.

Of the 15 major life science cluster markets in the US, we have the second lowest operating costs.

Realize cost efficiencies. Of the 15 major life science cluster markets in the US, Greater MSP ranks as having the second lowest operating costs according to the Boyd Company:

<i>Market/Region*</i>	<i>Annual Operating Cost with Facility Construction \$(000)</i>
<i>Raleigh-Durham</i>	<i>9,188</i>
<i>Greater MSP</i>	<i>9,212</i>
<i>Denver</i>	<i>9,551</i>
<i>Seattle</i>	<i>9,675</i>
<i>Houston</i>	<i>9,849</i>
<i>Washington D.C/ Suburban MD-VA</i>	<i>10,195</i>
<i>San Diego</i>	<i>10,382</i>
<i>Chicago</i>	<i>10,387</i>
<i>Philadelphia</i>	<i>10,533</i>
<i>Boston</i>	<i>10,617</i>
<i>New York/New Jersey</i>	<i>10,875</i>
<i>San Francisco</i>	<i>10,223</i>

**The top 15 life science markets in the U.S. (Jones Lang LaSalle).*

Note: Not all markets have an operating cost estimate provided by The Boyd Company.



Forbes Global 2000

Forbes 2012 Rankings	Company	Industry	2013 Sales (Billions)	Worldwide Employees
90	UnitedHealth Group	Managed Health Care	\$110.60	133,000
116	U.S. Bancorp	Major Banks	\$5.60	64,486
147	Target	Discount Stores	\$73.30	361,000
193	3M	Conglomerates	\$29.90	87,677
258	Medtronic	Medical Equipment & Supplies	\$16.40	45,000
365	General Mills	Food Processing	\$17.40	35,000
409	Ameriprise Financial	Investment Services	\$10.30	11,139
490	Mosaic	Specialized Chemicals	\$10.10	8,000
944	Best Buy	Computers & Electronics Retail	\$59.60	167,000
560	Xcel Energy	Electric Utility	\$10.10	11,028
586	Ecolab	Specialized Chemicals	\$11.80	40,860
1029	St. Jude Medical	Medical Equipment & Supplies	\$5.50	16,000
998	CH Robinson Worldwide	Air Courier	\$11.50	10,929
1364	Supervalu	Food Retail	\$34.80	130,000

In addition, Wells Fargo placed 12th on the Global 2000 list, and Delta Airlines placed 361st. Both have large operations in the Greater MSP region, although neither is based here.



PROSPER: MOMENTUM IS BUILDING

>> Design & Prototyping

- **Proto Labs is the world's fastest source for custom CNC machined parts and injection molded parts.**
- **Stratasys manufactures 3D printers and materials that create prototypes and manufactured goods directly from 3D CAD files or other 3D content.**





Greater MSP Assets Include:

ALL THE RESOURCES TO BRING YOUR PRODUCTS TO THE U.S.

LifeScience Alley (LSA), the nation's largest state-based life science trade association, has a 26-year track record of enabling biobusinesses' success. It is a critical resource to help companies navigate the government approval process and bring their products to the market faster.

The **U.S. Medical Device Innovation Consortium (MDIC)** is a joint venture between LSA and the FDA's Center for Devices and Radiological Health. The MDIC is the only public-private partnership created with the sole objective of advancing medical device regulatory science.

TECHNOLOGY COMMERCIALIZATION PARTNERSHIPS

The **University of Minnesota** has teams specializing in research and licensing agreements for medical devices, diagnostics, biologics, sterilization processes, and materials engineering – the full breadth of potential dental tools and products. The **Medical Device Opportunity Licensing Program** was designed to make it quick, easy and affordable for design and development companies to license medical and dental device technologies at the idea or proof-of-concept stage.

The **Office for Technology Commercialization** has had unmatched success in helping ideas prosper. In 2012, the office had 115 patent filings, 71 new licenses, 321 disclosures and 12 University-affiliated start ups.





University of Minnesota Technology Commercialization Partnerships

- **Get worldwide rights to all inventions for a pre-pay fee of 10% of research agreement up to \$15,000, or negotiate a royalty-bearing license once the IP is developed.**
- **The University of Minnesota has teams specializing in research/licensing agreements for medical devices, diagnostics, biologics, sterilization processes, and materials engineering – the full breadth of potential medical devices. The Medical Device Opportunity Licensing Program was designed to make it quick, easy and affordable for design and development companies to license medical device technologies at the idea or proof-of-concept stage.**
- **The Office for Technology Commercialization has had unmatched success in helping ideas prosper. In 2012, the office had 115 patent filings, 71 new licenses, 321 disclosures and 12 University-affiliated start ups.**



Location. Location. Location.

Center of the Country

- Quick access to both coasts and Canada
- Shipping – Mississippi River System and International Seaport on Lake Superior



Non-Stop Flights From MSP



MSP International Offers Convenient Global Access

- 114 domestic non-stops, 21 international non-stops
- 18 domestic airlines, 3 international airlines, 17 cargo airlines

According to J.D. Power and Associates, **MSP ranks second among large airports in the country in customer satisfaction**, receiving the highest scores in “accessibility” and “check-in.”





Dankeschoen!

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