

Medical Device and Pharmaceutical Manufacturers

The concentration of medical physicians and scientists, hospitals and universities has created a nucleus of innovation. The community of manufacturers is populated mainly by small enterprises, with a few well - established companies. Several prominent local universities have established formal technology transfer programs. These programs have full - time staff that work to bring intellectual property from the lab to the marketplace. The general consensus regarding the industry is that there is a nucleus of talent and innovation. Also, with the large number of top tier, teaching hospitals, the number of local beta test sites is extensive. The largest percentage of firms fall into the software and instrumentation areas. Several non - medical firms are collaborating with local hospitals to extend their product line. An example of this is **FORE Systems**, manufacturers of asynchronous transfer mode (ATM) computer communication technology. FORE has teamed with the parent of Allegheny General Hospital to provide teleconsultations between physicians via audiovideo media. A physician at a rural hospital will be able to project x - ray images for review at AGH and consult with their specialists.

Because of the relative embryonic nature of the industry in the consulate territory, there is almost constant flux in terms of start - ups, mergers, alliances and closures. One of the success stories that has come out of the hospital community is **Respironics**. This firm manufactures devices geared to the respiratory market, particularly sleep apnea. Gerald McGinnis, the founder, developed the firm while at a research institute affiliated with Allegheny General Hospital.

The pharmaceutical industry has not developed in the consulate region except for the multinational firm, **Bayer Inc**. The most prominent pharmaceutical manufacturer that is native to the area is **Mylan Laboratories**. Mylan is one of the top five generic manufacturers in the US. Eastern Pennsylvania has a greater concentration of pharmaceutical manufacturers.

Because of the heavy concentration of computer software expertise in the region, the medical software industry is showing a promising future. Several companies have combined software with medical devices. Other companies have adapted their technology to fit the health care market.