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February 27, 2013

The Honorable Gary LeBeau, Co-Chair
The Honorable Chris Perrone, Co-Chair
Commerce Committee
Room 110, Capitol Building
Hartford, CT 06106

Dear Senator LeBeau and Representative Perrone:

On behalf of the members of the Advanced Medical Technology Association, AdvaMed, I want to offer our support for Senate Bill 838, relating to a fund for bioscience innovation.

AdvaMed represents more than 1,600 member companies and subsidiaries that range from the largest to the smallest medical technology innovators, which support more than 20,000 direct and indirect jobs. The United States is the world leader in manufacturing life-saving and life-enhancing treatments, generating approximately \$25 billion in payroll, paying salaries that are 40 percent higher than the national average, and investing nearly \$10 billion in research and development.

Unfortunately, device manufacturers are facing unprecedented challenges from the cumulative effect of state and federal policies, which are impacting the industry in various ways, including:

- In 2009, the percentage of clinical trials conducted in the United States had slipped to 45%;
- Product introduction is increasingly moving outside of the U.S. as firms are able to get products approved much quicker abroad; and
- Growing uncertainty with regulatory processes and reimbursement are causing many venture capital firms to have second thoughts about investing in medical technology.

As one of the top states with a strong medical device cluster it is important that the state proactively adopt policies, like the Fund for Bioscience Innovation, to help sustain and grow the industry. The Fund will provide significant support for early-stage companies in need of funding and should greatly enhance the business climate for all medical device manufacturers.

For these reasons, we are pleased to offer our support for this legislation.

Sincerely,

Thomas E. Tremble
Vice President, State Government Relations