

WE MAKE THINGS HERE

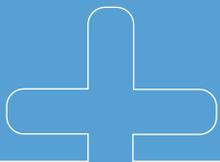
IDEAS + PRODUCTS + PROFITS

The Global Center for Health Innovation
OPENED IN 2013



THE BIOMEDICAL INDUSTRY IN CLEVELAND PLUS HAS GROWN FROM 300 COMPANIES IN 2002 TO MORE THAN 700 IN 2014

BIOMEDICAL



Cleveland+
Akron+Canton+Youngstown

WE MAKE

BIOMEDICAL BUSINESSES THRIVE

The rapid growth of the biomedical industry in the Cleveland Plus region is fueled by innovative regional collaborations, a diverse range of sources for funding companies, and major biomedical real estate projects, including the Global Center for Health Innovation. Moreover, Northeast Ohio is a healthcare hub with more than 60 hospitals including the world-renowned Cleveland Clinic and University Hospitals.

What makes Cleveland Plus one of the most predominant biomedical centers in the nation is the ability to take an idea from “bench to bedside” in one market. The resources are here – from research to manufacturing to access to patient population. The Cleveland Plus region offers unequalled opportunities to any company at any stage in the biomedical industry.

COMMITMENT TO GROWING THE CLUSTER

The biomedical sector of the Cleveland Plus region has achieved international prominence due to world-class research, clinical and educational institutions, access to public and private funding and availability of talent. Central to this are three major biomedical real estate projects:

- + **The Cleveland Health-Tech Corridor** houses four renowned healthcare institutions – including the Cleveland Clinic and University Hospitals (UH) Case Medical Center, the primary affiliate of Case Western Reserve University School of Medicine – as well as 60+ biomedical companies, 40+ technology companies, seven business incubators and three higher-education institutions.
- + **The Akron Biomedical Corridor** connects three world-class hospitals; nationally recognized biomedical education, research and development institutions; biomaterials research and development organizations; and start-up biomedical companies. All supported by a dynamic collaboration of public and private assets.
- + **The Global Center for Health Innovation** is the only facility in the world of its kind. With its opening in 2013, the Global Center offers a glimpse into the future of health and healthcare. It fosters health and healthcare innovation, technology, education and commerce through state-of-the-art spaces, programs and virtual offerings.

RESOURCES FOR IGNITING YOUR BUSINESS

Cleveland Plus has organizations that support biomedical companies by providing incubator space and business development services. They also help start-ups obtain venture capital and state resources, as well as match manufacturers with suppliers:

- + **BioEnterprise** is a business formation, recruitment and acceleration initiative designed to grow healthcare companies and commercialize bioscience technologies.
- + **BioOhio** is Ohio’s bioscience industry catalyst and advocacy organization serving more than 1,350 companies, including industry leaders and many fast-growth, start-up firms.
- + **Great Lakes Innovation and Development Enterprise (GLIDE)** helps Northeast Ohio entrepreneurs wrap sound business practices around great business ideas. GLIDE’s experienced Entrepreneurs-in-Residence provide professional business assistance to companies at every stage of development and connect entrepreneurs with the tools and resources they need to succeed.
- + **Global Cardiovascular Innovation Center (GCIC)** is a cardiovascular product development consortium of clinical, academic, and economic development institutions led by the Cleveland Clinic. The GCIC is an international leader in developing, incubating, and commercializing cardiovascular technology.

\$1 BILLION+
HAS BEEN INVESTED IN
MORE THAN 200
START-UPS SINCE 2003

Source: BioEnterprise

- + **Austen BioInnovation Institute in Akron (ABIA)** is an Ohio Center of Excellence for Biomedicine and Healthcare, focuses on biomedical innovation and commercialization.
- + **Northeast Ohio Medical University (NEOMED) Research, Entrepreneurship, Discovery and Innovation (REDI) Zone** identifies, recruits, and supports developing companies by providing 140,000 square feet of research space, biomedical wet labs and conference space. It also partners companies with scientific experts.

TECHNOLOGY COMMERCIALIZATION

Cleveland Plus is home to several world-renowned medical universities and research facilities that assist in licensing new technologies, commercializing inventions through local businesses, and sponsoring research. They include:

- + **Akron Research Foundation**
- + **Case Western Reserve University Office of Technology Transfer**
- + **Cleveland Clinic Innovation**
- + **Cleveland State University Office of Technology Transfer**
- + **Kent State University Office of Technology Transfer and Economic Development**
- + **Northeast Ohio Medical University Office of Research and Sponsored Programs**
- + **The University of Akron Office of Technology Transfer**
- + **University Hospitals Office of Technology Management**

LEGENDARY WORK ETHIC, TALENTED WORKFORCE

Cleveland Plus has reinvented our manufacturing culture to support the specialized needs of biomedical enterprises. We employ more than 21,000 bioscience workers and our strong network of more than 25 colleges and universities is committed to securing a strong labor force for the future. In fact, we have more than 1,500* students graduating with engineering degrees each year.

FUNDING OPPORTUNITIES

A variety of funding is available for biomedical companies from venture capital, private equity and strategic sources as well as state and federal programs.

- + **Private Funding** Since 2003, more than \$1 billion of new venture capital has been invested in 200+ companies in Cleveland Plus. In addition, 82 national investors and 32 Northeast Ohio investors have funded regional biomedical start-ups.
- + **Federal Funding** More than \$100 million in SBIR grants have been awarded to regional start-ups since 2003.
- + **State Funding** Ohio's unique \$2.3 billion Third Frontier Program awards non-dilutive funding to start-ups transitioning from inception to the marketplace. For example, the Third Frontier awarded University Hospitals \$25 million to create the Harrington Discovery Institute to develop breakthrough drug therapies.

*Source: EMSI 2014.2

THE BIOMEDICAL INDUSTRY EMPLOYS MORE THAN 21,000 PEOPLE IN NORTHEAST OHIO

Source: Ohio Bioscience Growth Report 2012, published by BioOhio



Biomedical businesses choose **Cleveland Plus**. From ideas to products to profits, **we make things here**. We make things happen.

Cleveland+
Akron + Canton + Youngstown

We make things here.
Ideas + Products + Profits

To find out more about Cleveland Plus, contact us at **888.NEO.1411**. Or visit **clevelandplusbusiness.com** today.



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