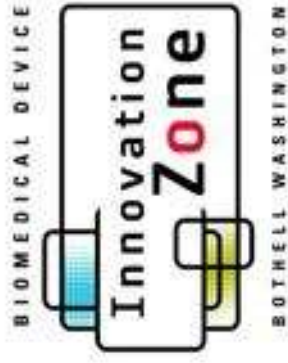


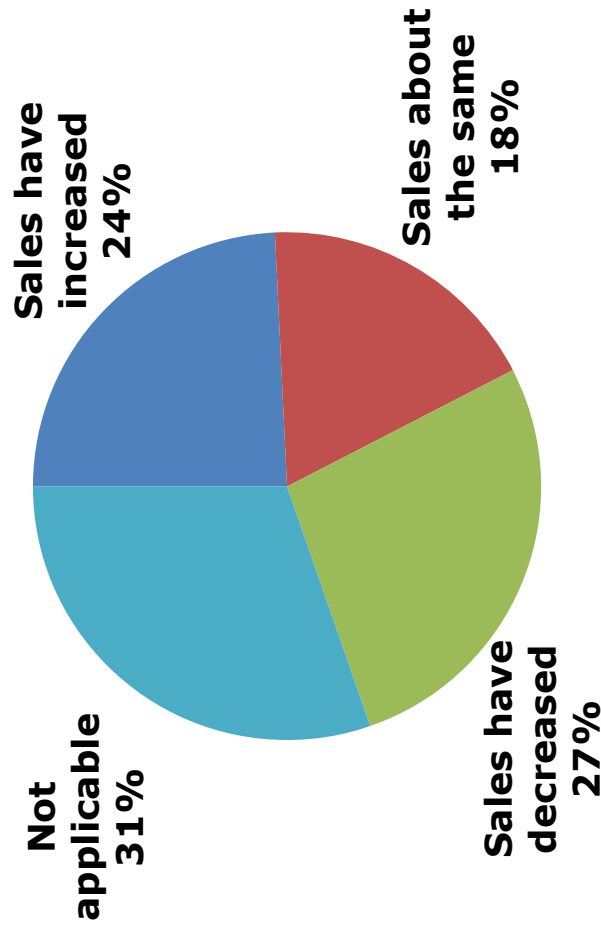
## 2009 Industry Outlook Survey

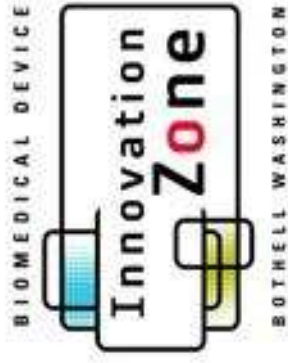
- **Survey conducted 05/22/09 – 06/12/09**  
by the Biomedical Device Innovation Zone
- **Emailed to 180 contacts** in the region's  
medical device industry
- **Approximately 18% of the recipients**  
**participated** in the survey



# 2009 Industry Outlook Survey

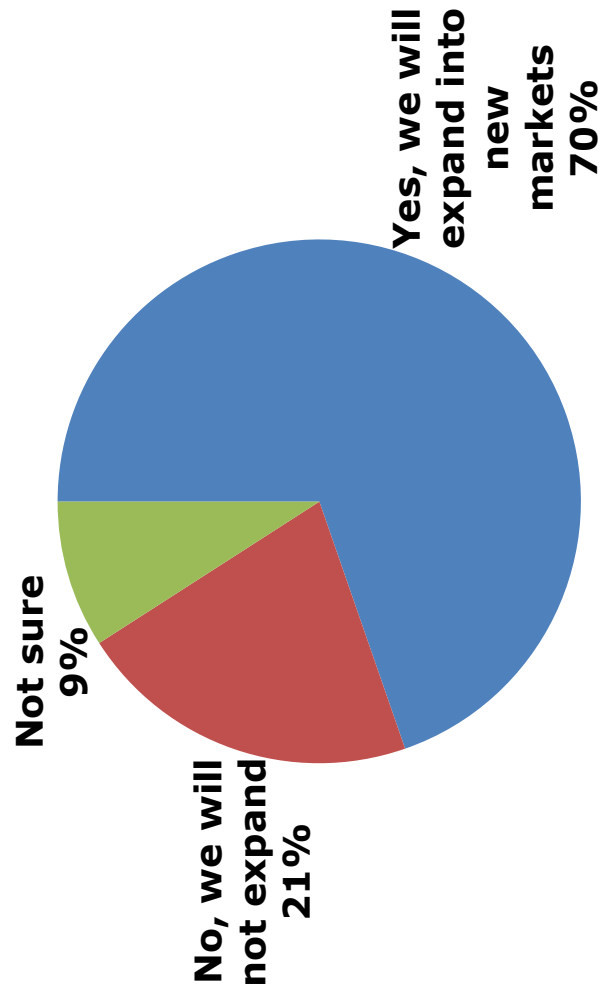
*Have you noticed any changes in sales in the last 6 months?*

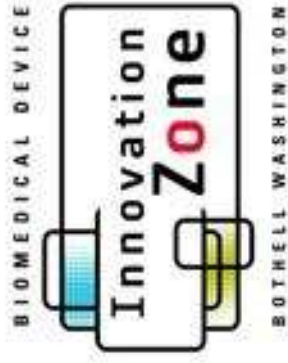




# 2009 Industry Outlook Survey

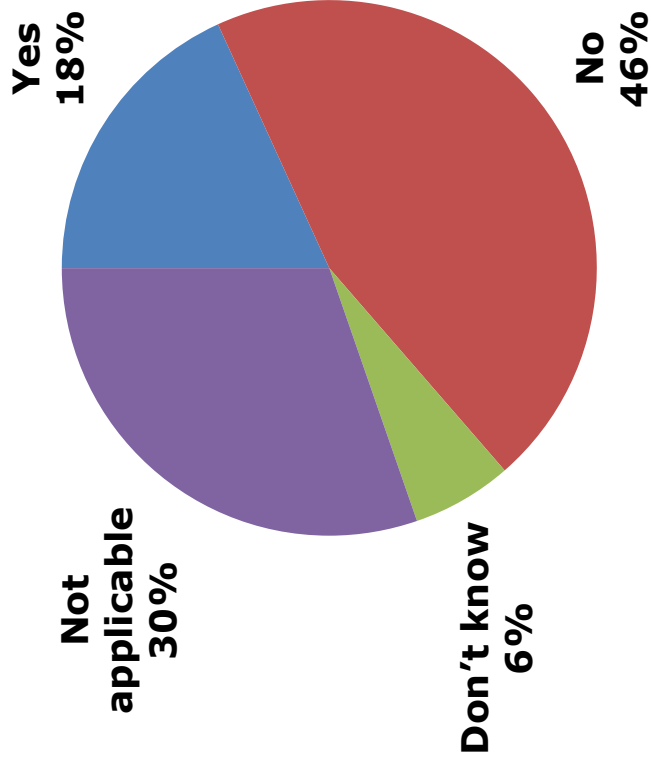
*Do you plan to expand into new markets?*

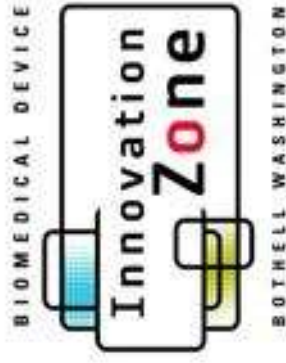




## 2009 Industry Outlook Survey

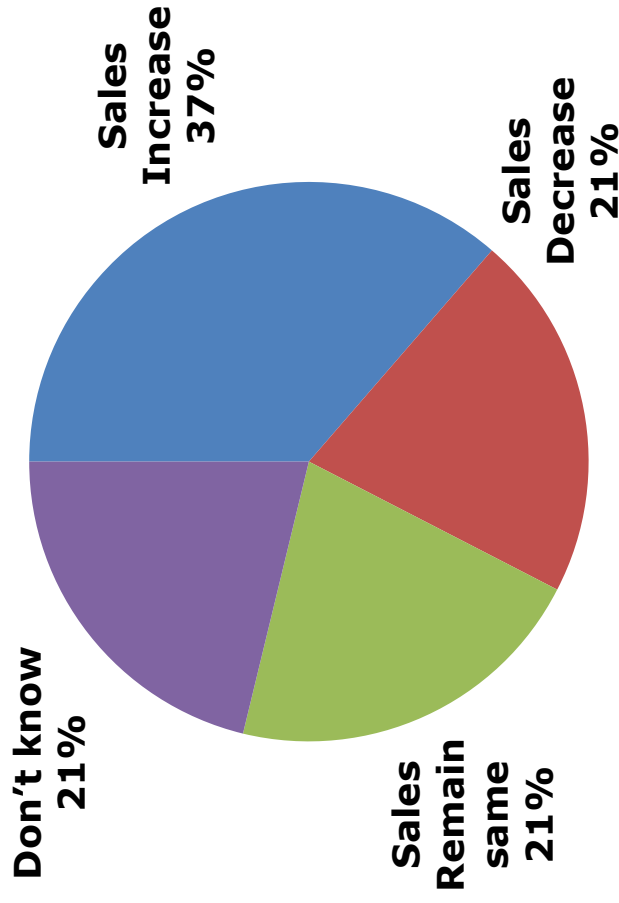
***Has the current financial crisis affected your companies ability to obtain credit?***

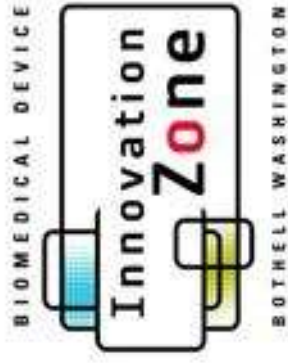




# 2009 Industry Outlook Survey

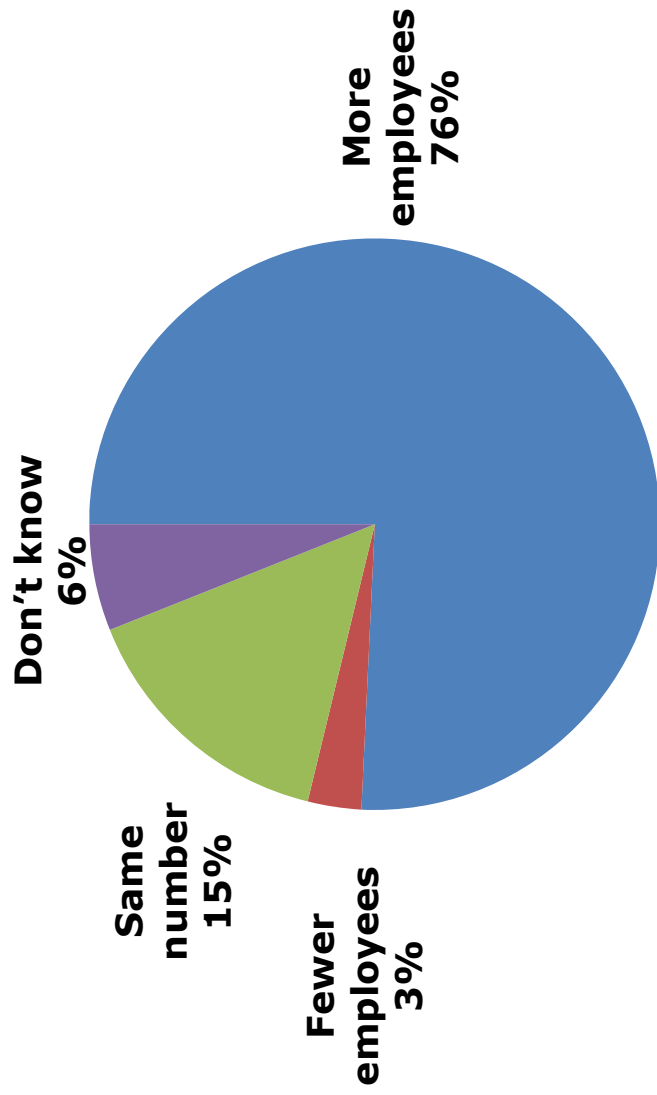
*How do you feel about the sales prospects for your company in the coming year?*

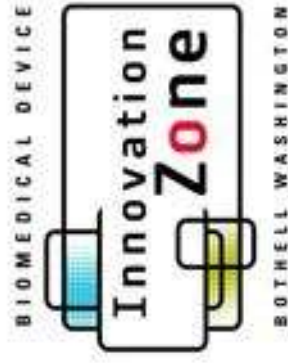




# 2009 Industry Outlook Survey

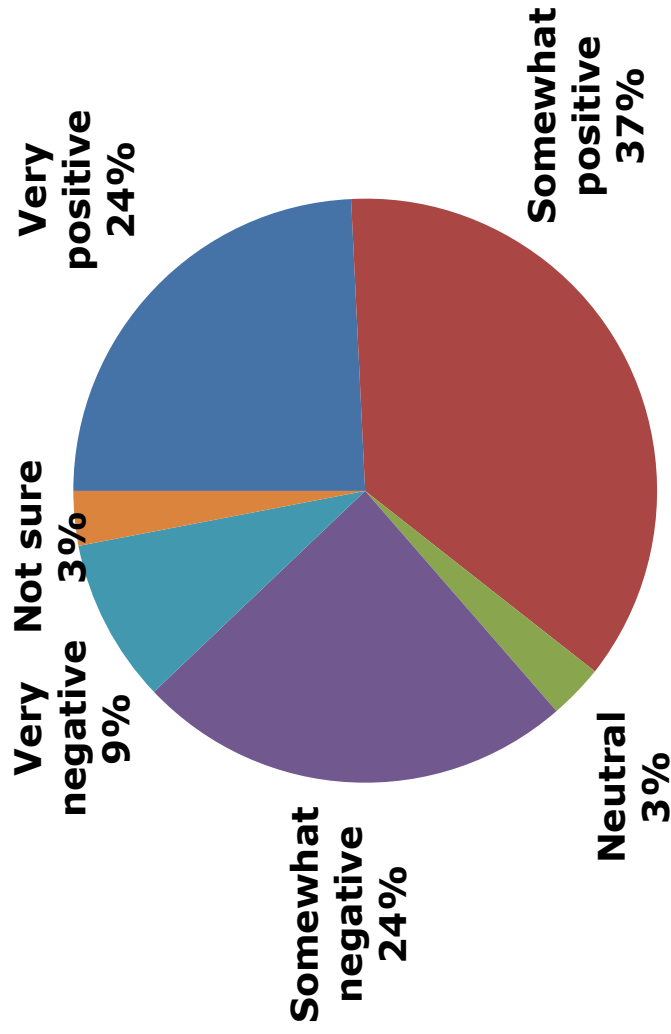
*Will your company employ more or fewer people one year from now?*

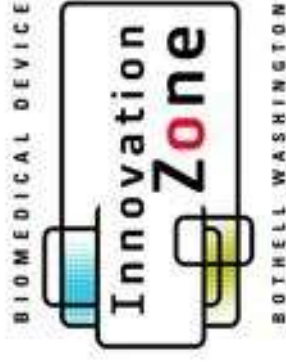




# 2009 Industry Outlook Survey

*What is your outlook for the overall business environment for the industry in the coming year?*





## 2009 Industry Outlook Survey

### ***Key strategies adopted for surviving this current economic challenges***

- Reduce overhead
- Enter into new collaborative partnerships
- Focus on one key product
- Develop a core platform technology
- Develop new funding partners