

Given the focus on Healthcare Associated Infections, Sciessent is in the Right Market at the Right Time with their Agion Antimicrobial System where a University of Florence Study has shown to reduce the Catheter Infection Rate in Babies to 2%

**Healthcare
 Antimicrobial Solutions**



Paul Ford
CEO

BIO:

Mr. Ford has been with the Company since 2000, during which time he has served in several key roles, including most recently General Counsel. Mr. Ford was appointed CEO of Agion Technologies in September 2008. A professional chemical engineer and attorney, Mr. Ford has spent his career in highly regulated fields, first with the UpJohn Company in pharmaceutical intermediates and industrial chemical production, then with United Technologies' Corporate Environmental Group where he worked with the Environmental Protection Agency. He holds a B.S. in Chemical Engineering and J.D. from the University of Connecticut and its School of Law, an M.S. in Environmental Engineering from the University of New Haven

and a L.L.M. in Intellectual Property from Franklin Pierce Law Center. Mr. Ford is a registered Patent Attorney and admitted to the Florida and Connecticut Bar. Mr. Ford serves as Chair of the EU Silver Task Force and Co-Chair of the US Silver Task Force.

About Sciessent:

Sciessent is a global leader in providing environmentally responsible technologies that benefit and enhance people's lives and the world we inhabit. In addition to our established brands Agion and Agion Active, the company is dedicated to new ideas and continuous innovation in developing the next generation of sustainable solutions. We continue to build on the guiding principles of protection and cleanliness established by our existing brand technologies.

Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine
Published – October 2012

CEOCFO: Mr. Ford, how has Sciessent evolved under your leadership?

Mr. Ford: This company was Agion Technologies back until February of 2011 when we did a management buy-out. I had been with Agion since 2000, so it is twelve years now. I took over as CEO back in 2008, and we changed the name to Sciessent in 2011. Back in 2008, I changed the focus of the company to be very direct with three market segments. The first one was medical device, the second was potable water, and the third was textiles. What all those markets have in common, is a need for functionality. Other antimicrobial compa-

nies out there are chasing market segments where the functionality is not really clear. Putting into office products and things like that where it is not as necessary as medical devices. We focus on medical devices, portable water, textiles. That was the significant change.

CEOCFO: What products and services are you providing?

Mr. Ford: In the area of medical devices, we provide a technology, which is a controlled delivery antimicrobial. We use silver, copper, and zinc. We use those ions in a combination of ways to control the growth of bacteria on the surface of the medical device. We also provide what I would call MedMap, which is a service where we can actually assist our customers and partners getting their products registered or cleared at FDA.

CEOCFO: In the antimicrobial market, what is the competition?

Mr. Ford: There are some other silver technologies out there based on silver salt and there are some other organic technologies. We just put out a press release regarding the University of Florence, who published their reduction of catheter related bloodstream infections in preterm infants by the use of catheters with the Agion antimicrobial system. That study showed that neonatal babies using the Agion treated catheters had a 2% infection rate, whereas babies using an untreated catheter had a 22% infection rate. I do not think the other antimicrobials out there can provide that level of performance and I think that is a major distinguishing factor between Sciessent's technology and the

other technology. I would also say our ability to work with customers in the FDA 510k clearance process distinguishes Sciescent from the competition. We maintain 6 master device files with the FDA.

CEO CFO: Are you working mostly with companies outside of the US?

Mr. Ford: It is a combination; some of them are US companies going after CE marking in Europe. We are focused on anything that penetrates the body from catheters and implants to other connectors and devices where there is a lot of physical contact with the potential to transfer bacteria. I think an important point to get across, with the uncertainty of healthcare reform and the ongoing changes in reimbursement, there is a great deal of focus on reducing the burden of healthcare associated infections. The industry is looking for innovative ways to address these complications. The study at the University of Florence demonstrates a true clinical benefit of our technology which can be interpreted into lives saved and costs avoided, purely due to Sciescent's technology.

CEO CFO: Are the majority of your potential customers aware of Sciescent?

Mr. Ford: Many companies did pursue this for a number of years back in the early 2000s but financial incentives were not in place. After they changed the reimbursement rules, those incentives started filtering through the system, now we are seeing companies are more interested in pursuing the technology.

CEO CFO: Would you tell us about the other areas in which you are working?

Mr. Ford: We are very strong in potable water where we extend the life of the water filters by controlling the growth of microorganisms in that filter, or maintaining clean water pathways in ice equipment. We have been in footwear for odor control for ten to fifteen years now and recently we launched into apparel. These markets all share the common element of where we are focused, which is functionality. It is controlling the surface of medical devices, controlling the growths in potable water and control-

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ling odor in textiles. The marketing claims are not what are important here, as they are in many other consumer products that use antimicrobials - it is the actual functionality. There is one other area in which we are in research mode that is crop protection. Copper, is a very important fungicide, one of two fungicides that are approved for organic farming. We have a series of patents which have just been granted where we can apply metal ions at a fraction of how much copper is currently used in the field. It is exciting, so we are working with a number of companies in that area.

CEO CFO: With so many potential markets, how do you stay focused?

Mr. Ford: Those four markets that I just mentioned are focused to where we were ten years ago, when we were pursuing hospital environments, trying to treat everything in a room so you can control infections, mold in buildings, to a number of consumer electronics, consumer office products. We pursued all those things and now we really just focus on these four areas.

CEO CFO: What do you see a year or two down the road?

Mr. Ford: We continue to focus on medical devices and other opportunities. We are going to see significant growth in the textile area, including adding other types of products into our mix. Those are two key areas for us.

CEO CFO: Why should the business and investment community pay attention to Sciescent?

Mr. Ford: We have a great innovative team that has a list of projects they would like to be researching. We have some great innovation going on in-house. We value IP. We have done a great amount work in the crop protection area with some significant filings done worldwide. Commercialization of the crop protection product is probably four or five years as it is a long process of getting regulatory approval for these formulations. We will be acquiring other technologies and we are always on the lookout for that.

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