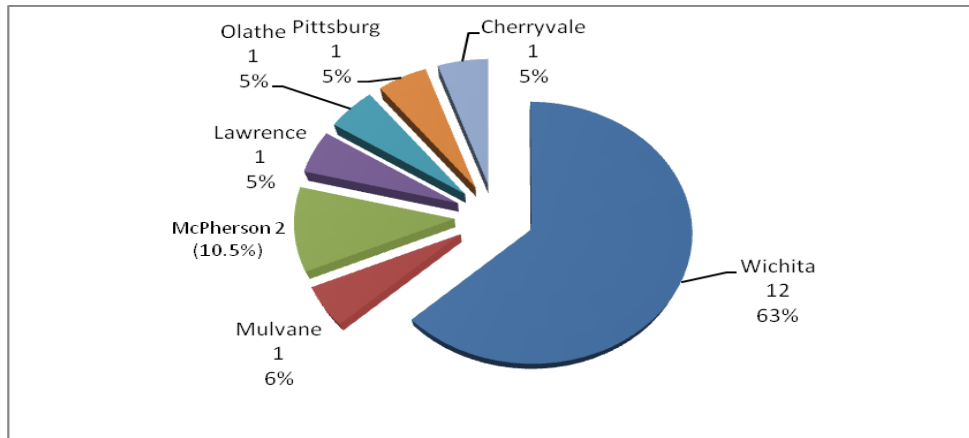


CIBOR SWOT Analysis

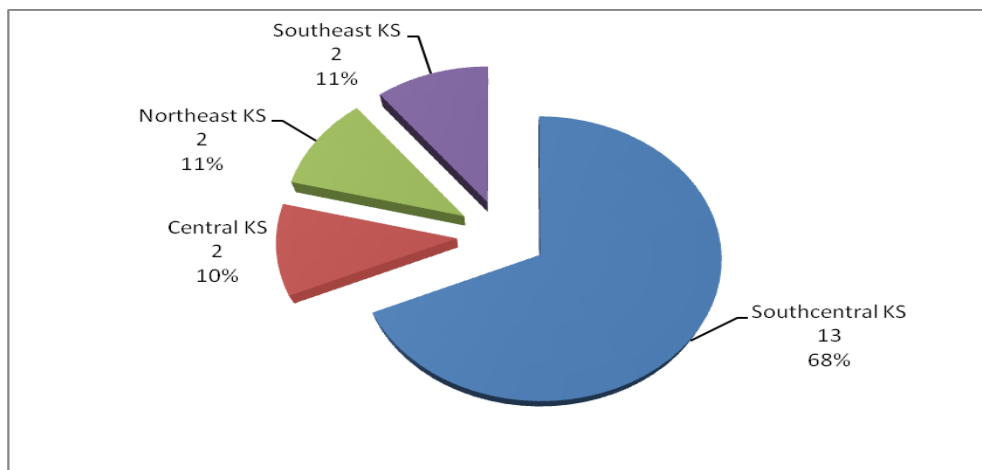
Geography:

- 12 in Wichita (SC KS)
- 1 in Mulvane (SC KS)
- 2 in McPherson (Central KS)
- 1 in Lawrence (NE KS)
- 1 in Olathe (NE KS)
- 1 in Pittsburg (SE KS)
- 1 in Cherryvale (SE KS)

By City

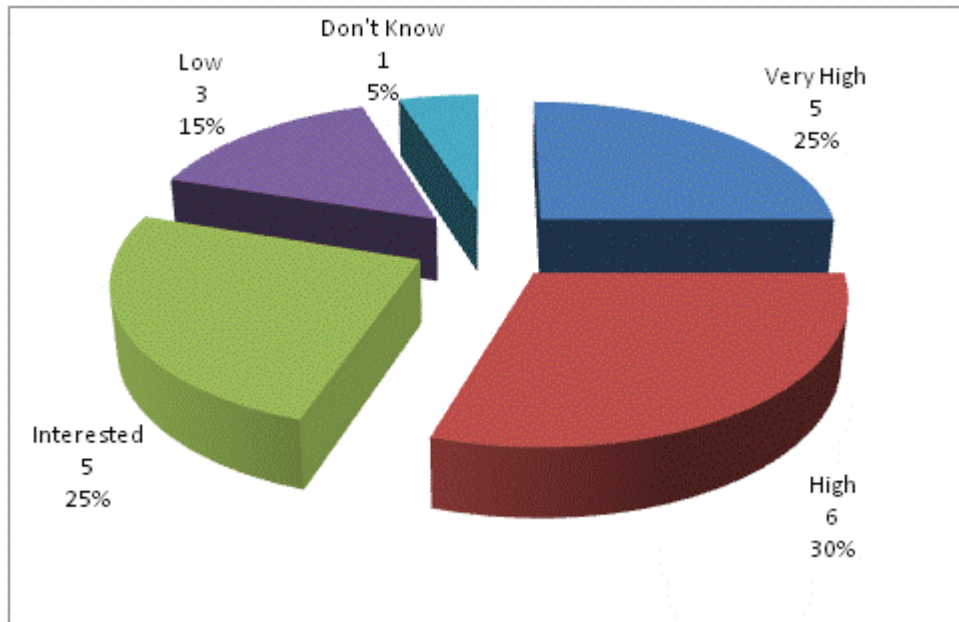


By Region

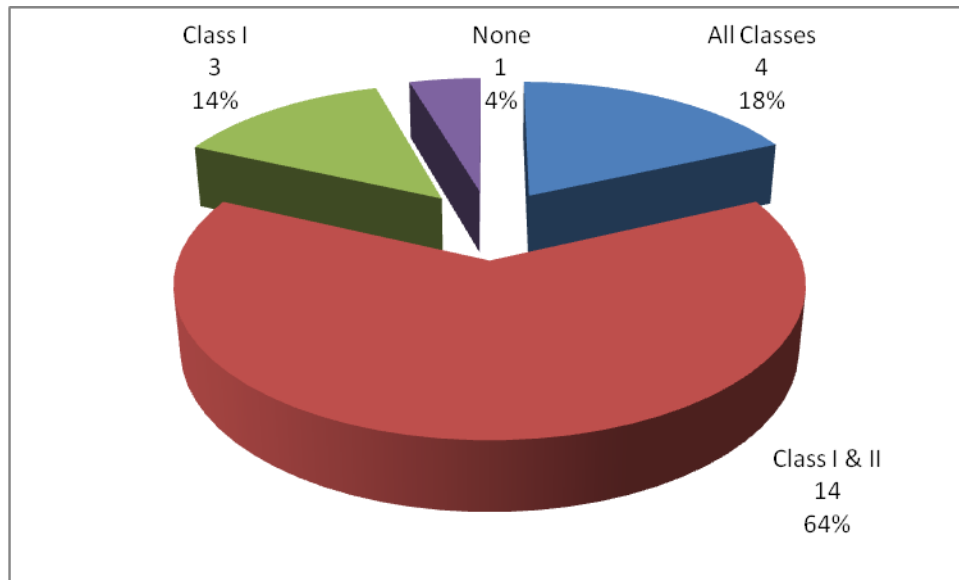


1. Level of Interest

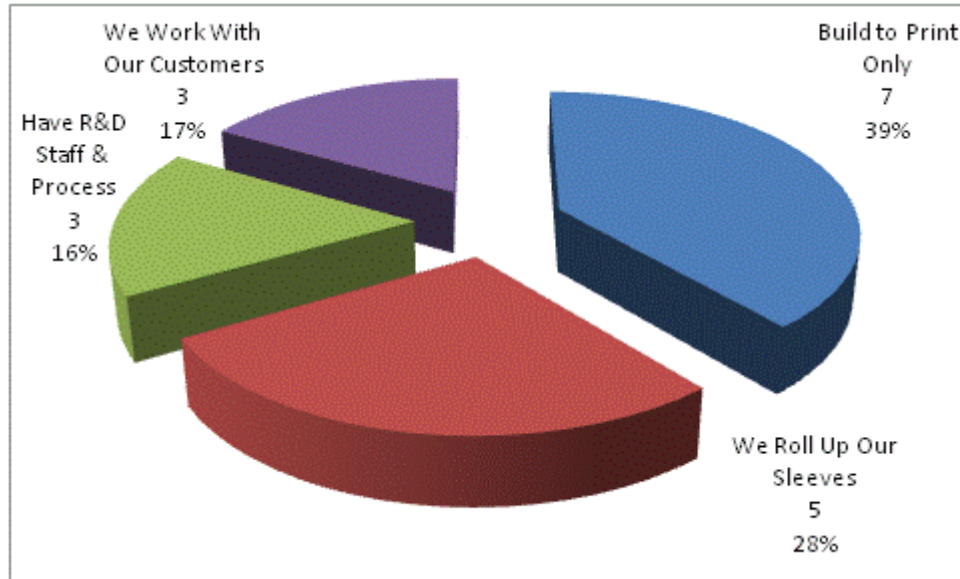
a. What is your level of interest to diversity into biomaterials?



- 1b. What areas would be of most interest to you?**
- **Simple external medical devices (knee braces, stretchers)? Class I**
 - **More complex devices (operating tables, fracture fixation)? Class II**
 - **Components for implantation (artificial joints, pumps, pacemakers)? Class III**
 - **All or a combination of the above?**

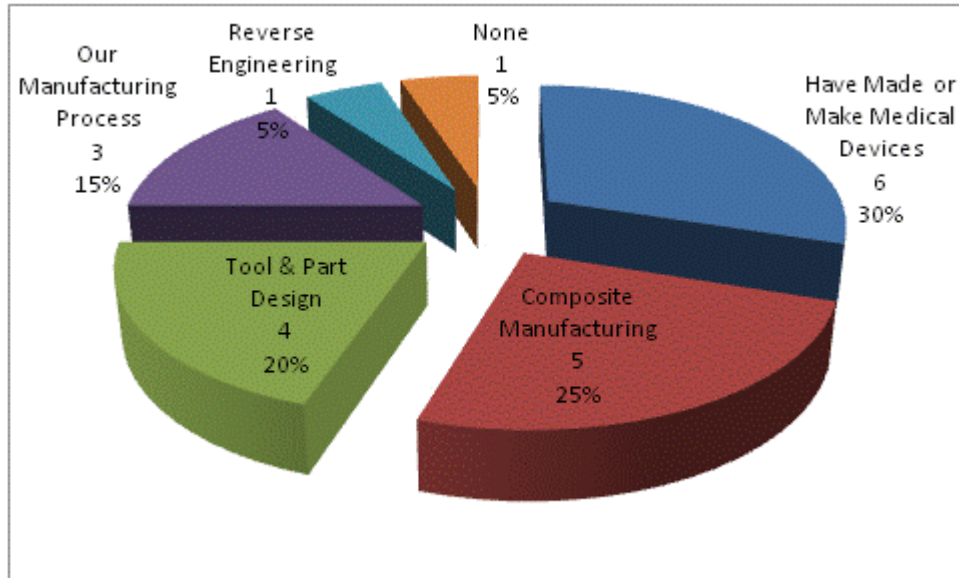


1c. What is your company's R&D policy?

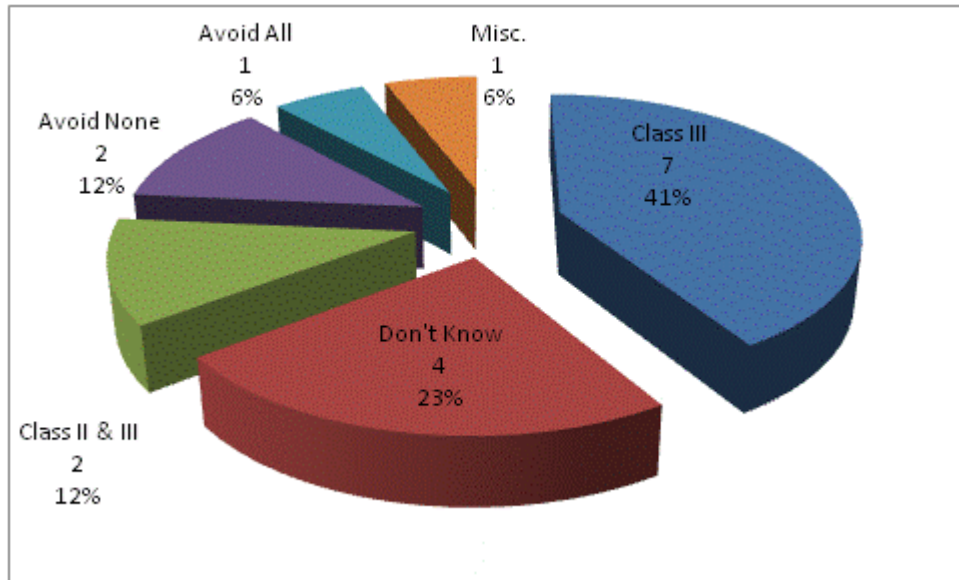


2. Manufacturing Capability

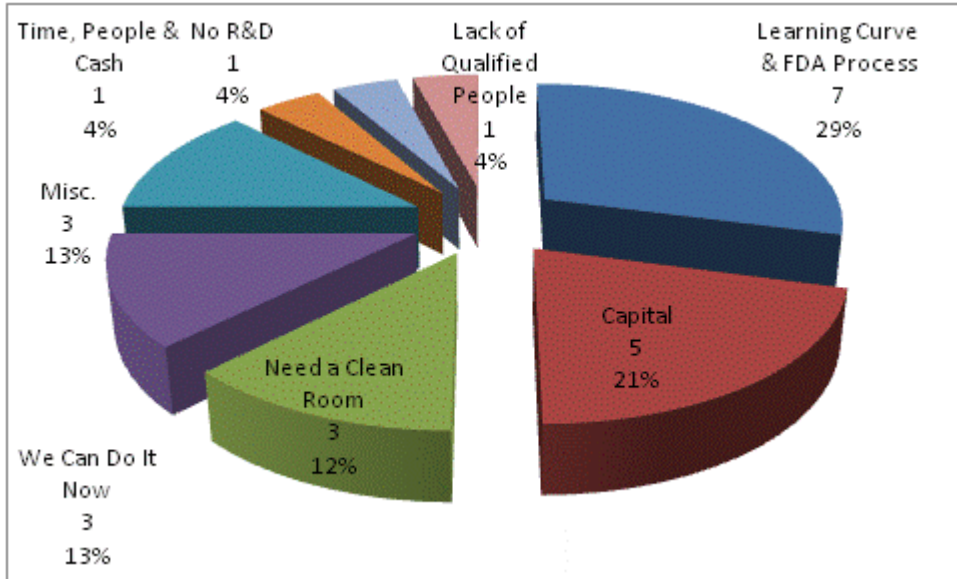
a. What capabilities/products does your company provide that you perceive as a good fit for biomaterials manufacturing?



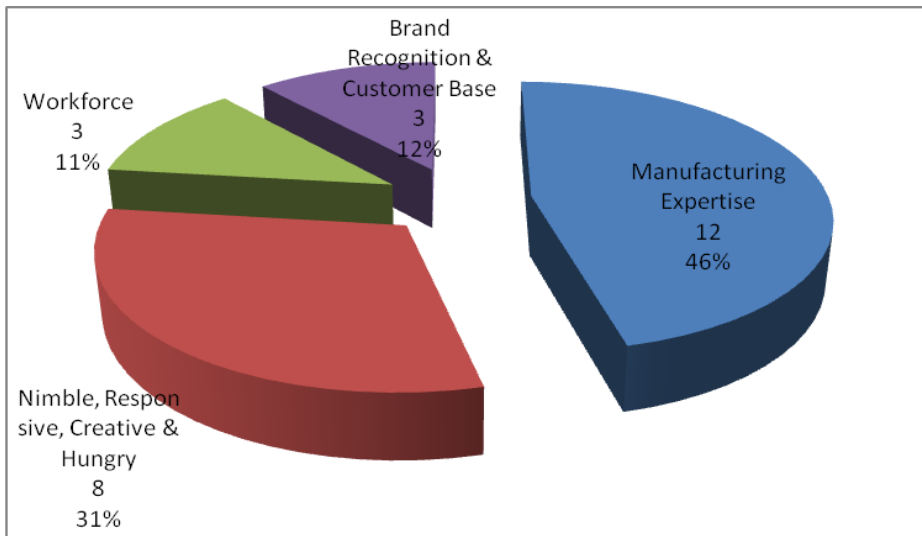
2b. What areas of biomaterials manufacturing would you avoid?



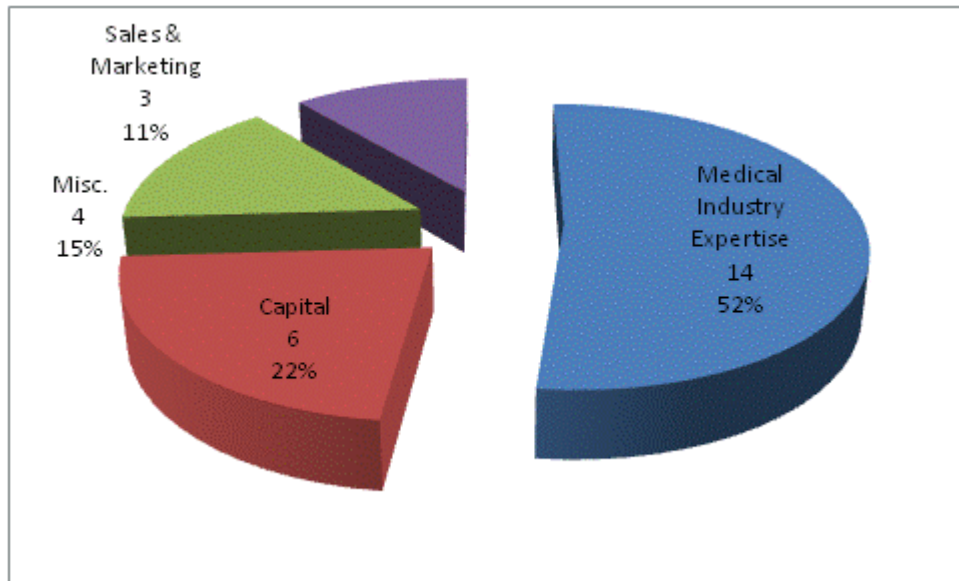
2c. What are the challenges and barriers your company would face if you decided to diversify into this industry?



2d. What are the overall strengths your company would bring to this market?

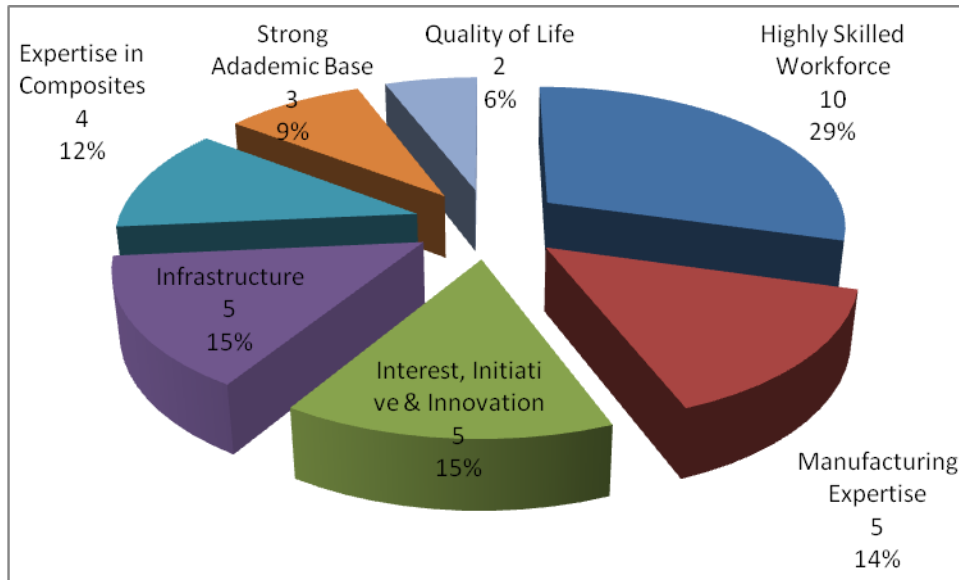


2e. What are its weaknesses? Where would it need the most help?

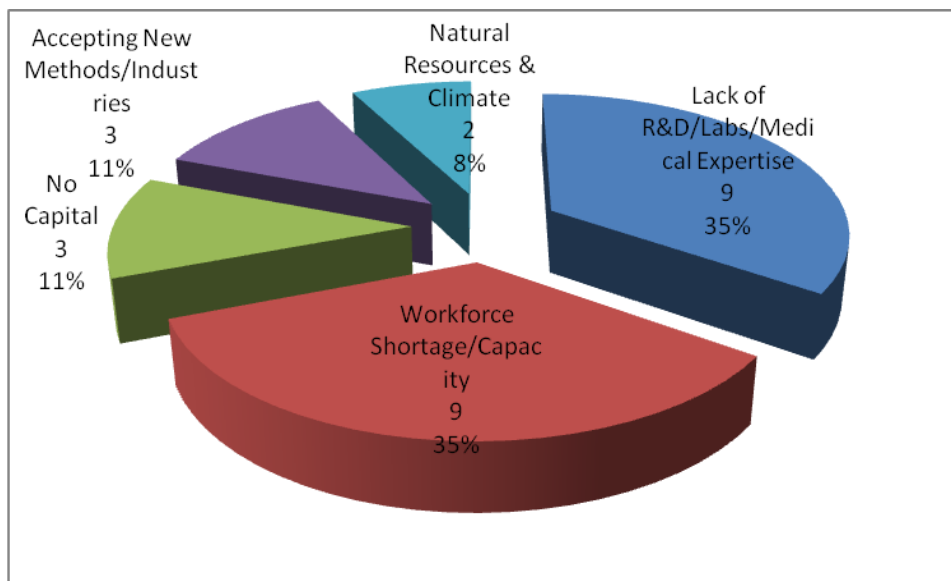


2f. What are the strengths, weaknesses, opportunities and threats to this region as it relates to creating a biomaterials manufacturing cluster?

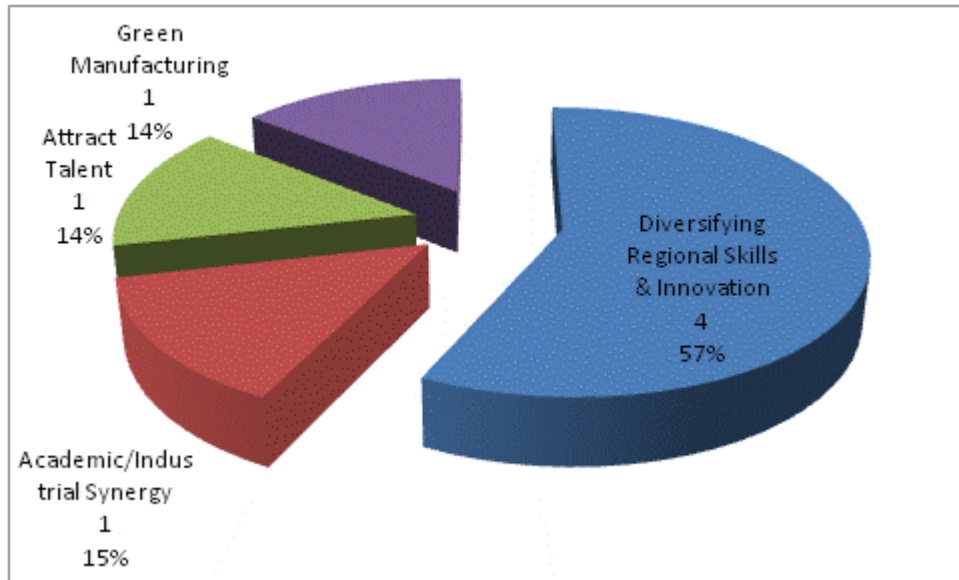
REGIONAL STRENGTHS



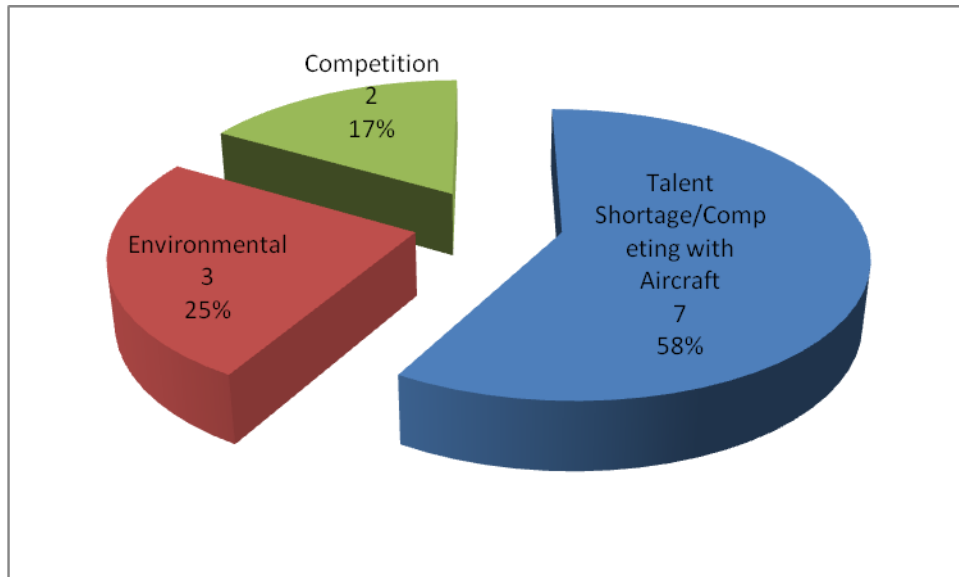
REGIONAL WEAKNESSES



REGIONAL OPPORTUNITIES



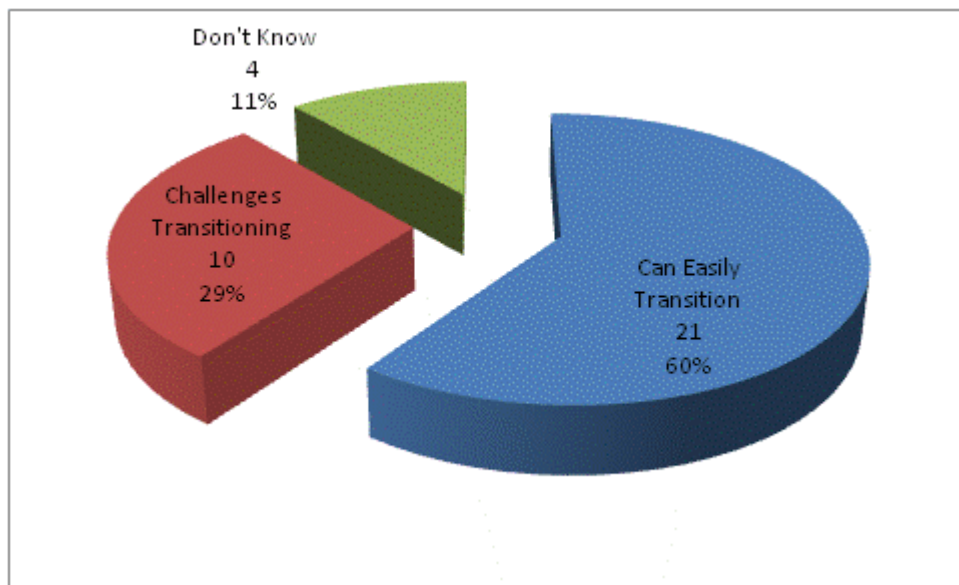
REGIONAL THREATS



3. Workforce

a. How easily can your workforce transition into biomaterial manufacturing?

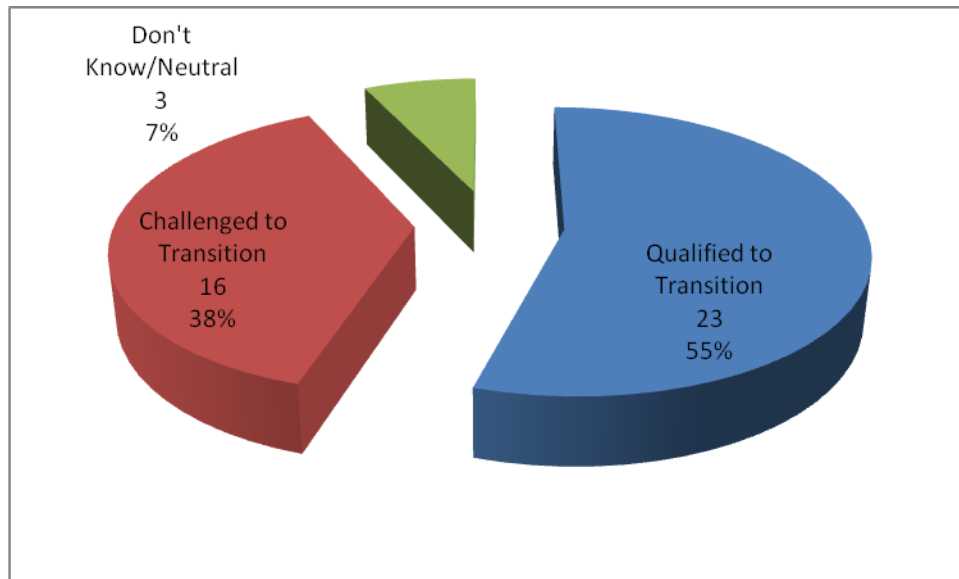
- Where are they the strongest?
- Where are they the weakest?



3b. How qualified is the overall regional workforce to make the transition into biomaterials cluster?

Regionally:

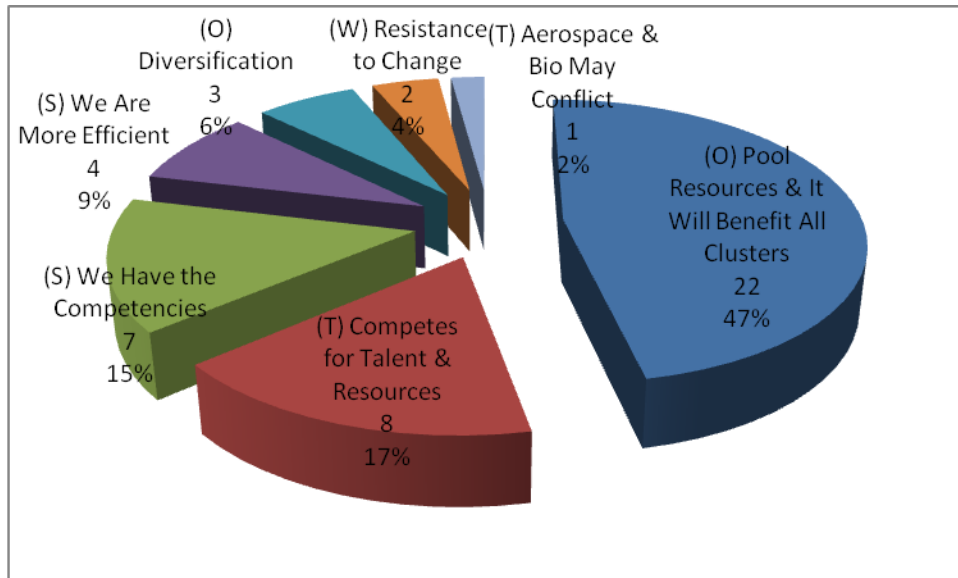
- **Where are we the strongest, most competitive?**
- **Where are we the weakest, least competitive?**
- **What opportunities currently exist for the workforce to transition into biomaterials?**
- **What barriers would keep the workforce from transitioning into biomaterials?**



4. A New “Cluster” Coming to the Region

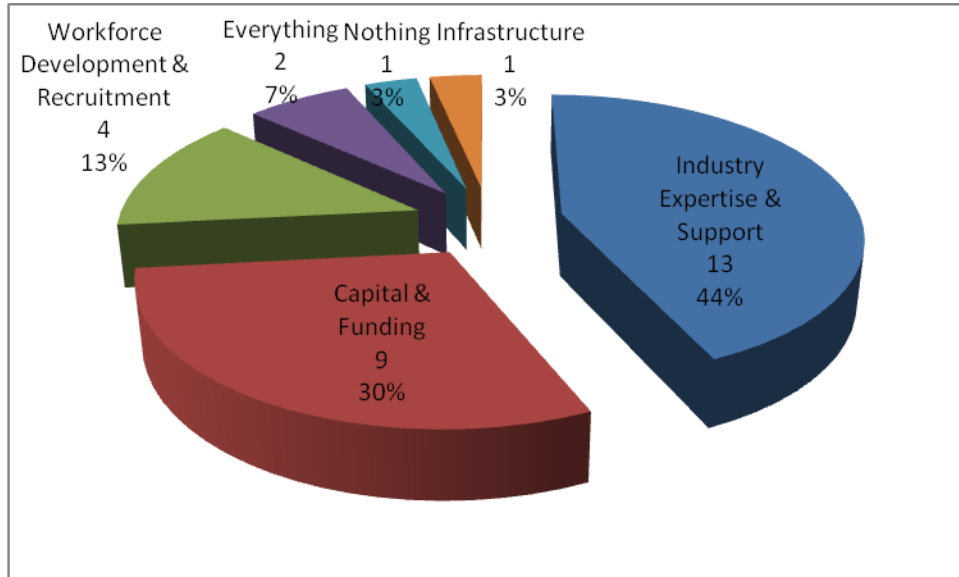
a. How do you see an emerging bio-composites/biomaterials industry cluster interacting with existing industry clusters in this region? What are the implications?

- Strengths
- Weaknesses
- Opportunities
- Threats

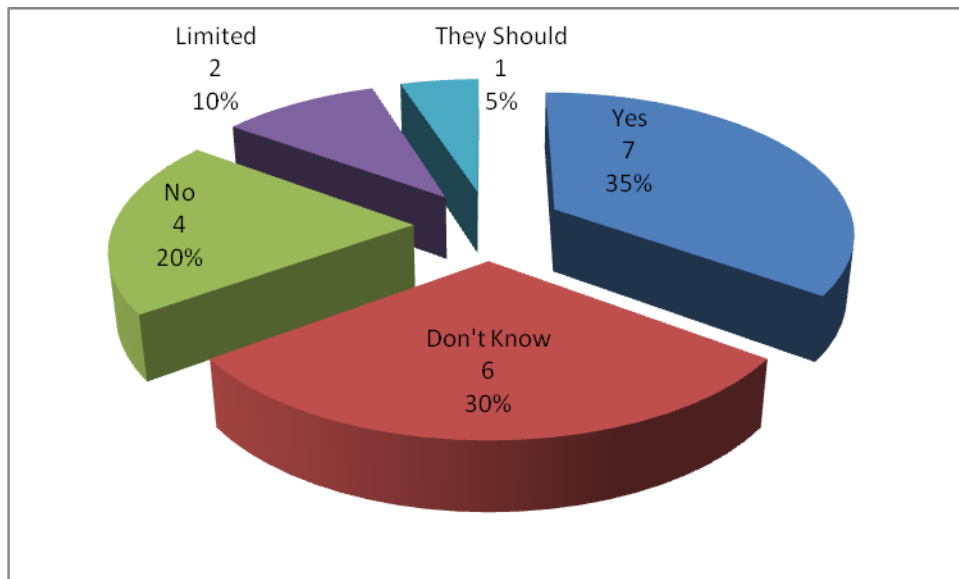


5. Investment

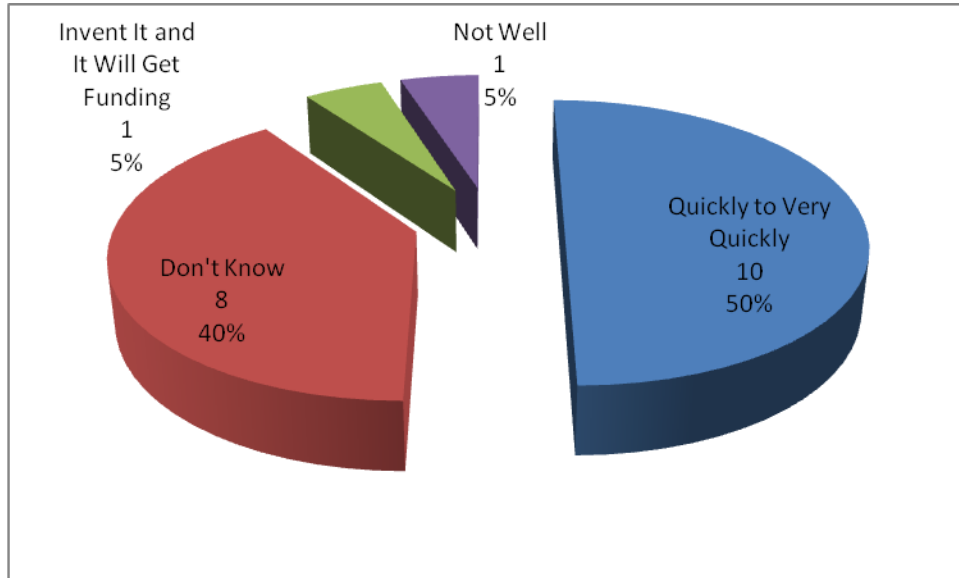
a. What resources are most needed to transition into biomaterials?



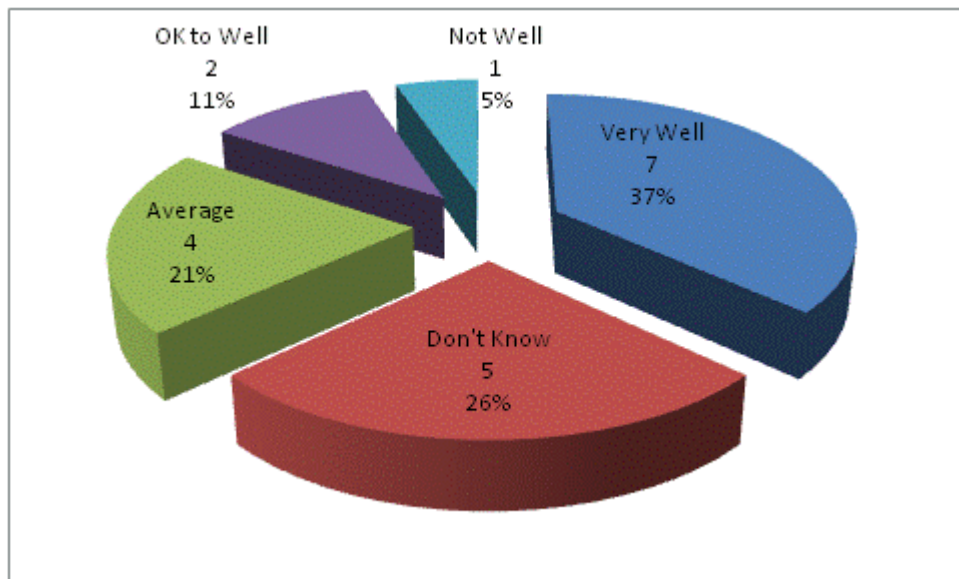
5b. Is there a strong group of local business support for investment and strategic startups?



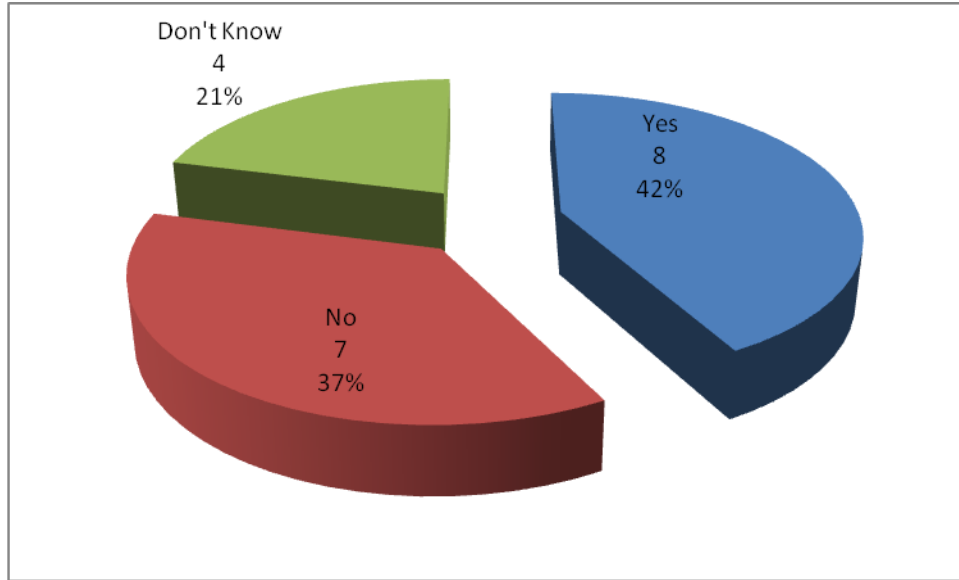
5c. How rapidly can new ventures or expansions be financed locally?



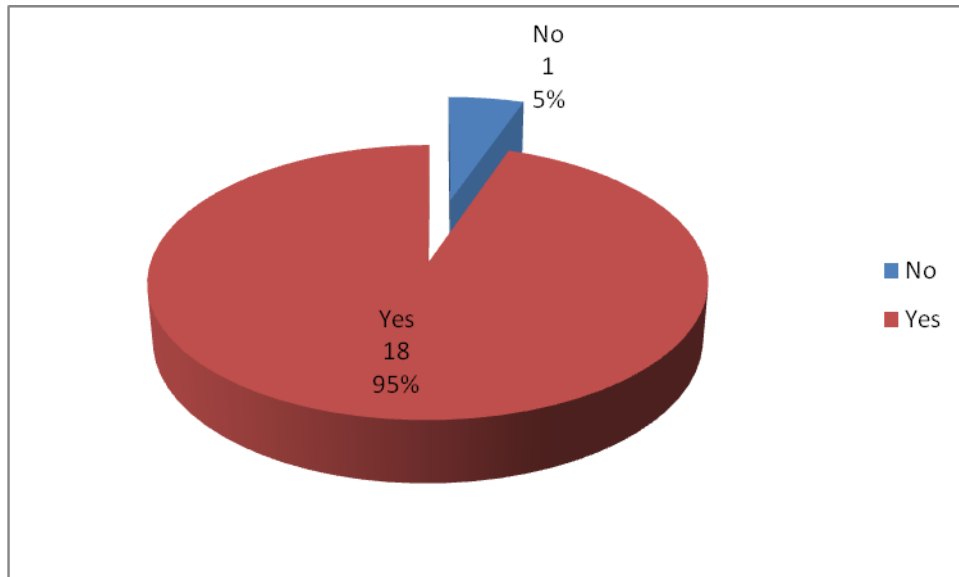
5d. How well does government in your area provide assistance for new ventures and startups?



5e. Would you consider equity partners?



5f. Would you consider teaming with a major orthopaedic manufacturer?



6. Center of Innovation

- a. What resources would you like to see provided by an academically based biomaterials center of innovation?
- b. What role would you want it to play?
 - In the area of basic research?
 - In the area of commercialization?
 - In the area of providing employees?
 - In other areas?

