

Sampling of Prior Engagements in Medical and Surgical Devices

- ❖ Led a business development initiative to support technology and market development of a **single-use (disposable) endoscope** for a leading device maker.
- ❖ For a producer of infusion devices, tested the market potential of a new venous access device intended for power injection of contrast agents for **computed tomography (CT)**.
- ❖ Explored growth opportunities for a variety of infusion-related products as part of a multi-phase strategic analysis for a leading producer of **catheters**.
- ❖ Compiled a situation analysis of opportunities in **fall detection**, prevention, and protection among elderly and disabled persons for a client firm active in real-time remote subscriber monitoring and support services as part of a corporate diversification initiative.
- ❖ For a producer of catheters, conducted an investigation to assess the market potential and distribution/payment models for a **pleural drainage catheter** for use in a home setting by patients for palliative care.
- ❖ For a medical device supplier, identified relevant medical procedures and assessed the associated Medicare reimbursement landscape in detail for targeted applications in **otolaryngology (ENT)**.
- ❖ Supported feasibility development, commercialization planning and partnering initiatives of a seed-stage enterprise developing a potentially revolutionary noninvasive **patient monitoring** technology applicable to asthma screening/assessment and other prevalent conditions in hospital emergency departments.
- ❖ Assessed the clinical and commercial viability of a proposed new family of **central venous catheters** for a broad-range medical device supplier.
- ❖ Advised a European industrial components firm in establishing the best means for its initial entry into the U.S. market for **infusion pumps** based upon the client's microfluidics and miniaturization technologies.
- ❖ For a producer of medical devices, assessed the available opportunities and market-entry alternatives for a new product concept in **insulin infusion therapy** for diabetics.
- ❖ Devised a product development plan, identified a development partner, and co-authored a commercialization plan for a Phase II STTR grant application for continued development of an innovative **patient monitoring** technology.
- ❖ Identified growth opportunities in the diagnosis and treatment of gastrointestinal disorders for a supplier of **ostomy** and **wound care** products.
- ❖ For a leading producer of disposable **wound closure** and **wound drainage** products, supported the CEO and his management team in devising a new-product strategy for growth with continued profitability, utilizing existing channels of distribution.
- ❖ Conducted a due diligence investigation of the products, technologies and business model planned by a small company developing **bipolar electrosurgery devices and trocars** that was seeking equity financing from our client, a venture capital firm.
- ❖ Provided divestiture support and brokerage services to the owner of a business offering **pulmonary function testing** equipment to the U.S. hospital market.

- ❖ For a producer of medical products, established the competitive position and market opportunity for an intrathecal **drug pump** then being developed.
- ❖ For a leading surgical products company, assessed the clinical applicability of a new implantable device for treatment of **congestive heart failure**, a technology being offered by a prospective partner.
- ❖ For a leading producer of surgical products, identified high-return investment opportunities in **tissue engineering**, including cell therapy, gene therapy, stem cells, scaffolds, encapsulation, tissue regeneration, immunotolerance, cryopreservation and transplantation techniques.
- ❖ Profiled and identified the vulnerabilities of a threatening, rapidly growing producer of instruments and supplies for **minimally invasive surgery** for a worldwide leader in wound closure products.
- ❖ For a producer of implantable **pain management** devices, assessed the market positions and likely moves of competitors providing neurostimulators and drug pumps.
- ❖ For a governmental business development agency, conducted four due diligence exercises on firms developing **spinal, urinary and cochlear implants**.
- ❖ For a supplier of niche products used in orthopedic surgery, determined the technological and commercial positioning of resorbable products and technologies potentially useful in **orthopedic fixation**.
- ❖ Conducted a multi-client study of the U.S. market for **patient monitoring equipment**.
- ❖ An inventor sought to form a company to develop and commercialize a noninvasive technology that can predict and monitor the risk of **sudden cardiac death**. We were engaged to assess the opportunity presented by the technology and to develop a business plan that would support fundraising and product commercialization.
- ❖ Explored clinical applications and the ultimate commercial potential for new, cost-efficient technology for **cerebral oximetry** for a firm considering licensing the technology.
- ❖ Assisted a start-up company seeking to develop a novel **breast cancer imaging** device with definition of critical issues for product development strategy and plans for raising seed funding.
- ❖ As part of a multi-client study, assessed the U.S. market and corresponding opportunities for medical **image management** systems (PACS).
- ❖ Identified business opportunities in digital and film-based **radiography** for a provider of mammography quality control products.
- ❖ For a leading firm in imaging and image recording products, assessed the U.S. market and corresponding opportunities for imaging products useful in clinical **endoscopy** and **laparoscopic surgery**.
- ❖ For a leading global medical products company, summarized current views held by thought-leading cardiologists on treatment patterns and future therapies applicable to **congestive heart failure**.
- ❖ Assessed a range of technologies applicable to the treatment of **renal failure**, including an implantable artificial kidney, for a trade association seeking to develop a U.S. market presence for an offshore producer.
- ❖ Conducted a technology and market assessment applicable to a prototype device intended for the determination of **renal function** for a maker of medical devices.

