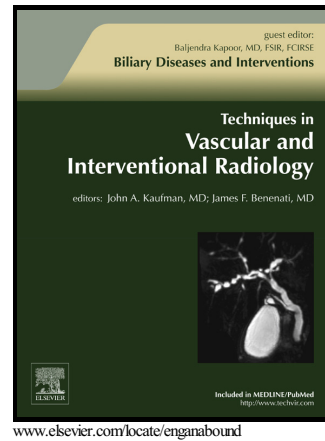


Author's Accepted Manuscript

An Investor Perspective on Forming and Funding
your Medical Device Start-Up

Juan-Pablo Mas, Brian Hsueh



PII: S1089-2516(17)30014-8
DOI: <http://dx.doi.org/10.1053/j.tvir.2017.04.003>
Reference: YTVIR526

To appear in: *Techniques in Vascular and Interventional Radiology*

Cite this article as: Juan-Pablo Mas and Brian Hsueh, An Investor Perspective on Forming and Funding your Medical Device Start-Up, *Techniques in Vascular and Interventional Radiology*, <http://dx.doi.org/10.1053/j.tvir.2017.04.003>

This is a PDF file of an unedited manuscript that has been accepted for publication. As a service to our customers we are providing this early version of the manuscript. The manuscript will undergo copyediting, typesetting, and review of the resulting galley proof before it is published in its final citable form. Please note that during the production process errors may be discovered which could affect the content, and all legal disclaimers that apply to the journal pertain.

Techniques in Vascular and Interventional Radiology (TVIR)
Innovation in Interventional Radiology

“An investor perspective on forming and funding your medical device start-up”

Juan-Pablo Mas^{1*} and Brian Hsueh²

¹ Action Potential Venture Capital, GlaxoSmithKline, Palo Alto, CA

² Department of Bioengineering, Stanford University School of Medicine, Stanford, CA

*Correspondence: juan-pablo.x.mas@actionpotentialvc.com

The views expressed in this article represent the authors, and not necessarily those of GlaxoSmithKline (GSK).

Abstract

Novel and transformative medical technologies of all forms have the potential to make a significant positive impact on the lives of patients and on the healthcare system, and one common pathway for guiding such innovations from concept through commercialization is via the formation of a company. For entrepreneurs looking to build a medical technology company, several common challenges await, including questions around how and where to raise funding. Here, we review key considerations for the formation of medical technology companies as viewed through the lens of an investor. We survey common sources of capital for early stage companies, including grants, angel investors, and venture capital, and offer insights into how to differentiate among them to select the best partners for your start-up's needs. Finally, we discuss the critical components of pitching your ideas to potential investors, and offer guidance on best practices and common mistakes. We hope this primer on fundamental concepts and the various healthcare funding alternatives will prepare entrepreneurs to achieve their mission to improve patients' lives through commercialization of their medical innovations.

Introduction

From balloon catheters to drug eluting stents to embolizing microspheres, interventionalists have had a long history of redefining medicine through innovation, and working with industry to bring new interventions to patients around the world. While there are numerous ways that a medical invention can have a broad impact on patient care, oftentimes this impact is best realized through an entrepreneurial initiative. Typically, this involves persistence down the road of research and development, pre-clinical and clinical studies, manufacturing, regulatory approvals, sales and marketing, company operations, and other hurdles that separate the great ideas from the therapies and devices ultimately renowned for redefining medicine. In a startup's journey, often the most effective and expeditious path forward includes partnership with outside investors who can provide the capital and – in many cases – the expertise to get the company off the ground and the product successfully onto market.

متن کامل مقاله

دریافت فوری ←

ISIArticles

مرجع مقالات تخصصی ایران

- ✓ امکان دانلود نسخه تمام متن مقالات انگلیسی
- ✓ امکان دانلود نسخه ترجمه شده مقالات
- ✓ پذیرش سفارش ترجمه تخصصی
- ✓ امکان جستجو در آرشیو جامعی از صدها موضوع و هزاران مقاله
- ✓ امکان دانلود رایگان ۲ صفحه اول هر مقاله
- ✓ امکان پرداخت اینترنتی با کلیه کارت های عضو شتاب
- ✓ دانلود فوری مقاله پس از پرداخت آنلاین
- ✓ پشتیبانی کامل خرید با بهره مندی از سیستم هوشمند رهگیری سفارشات