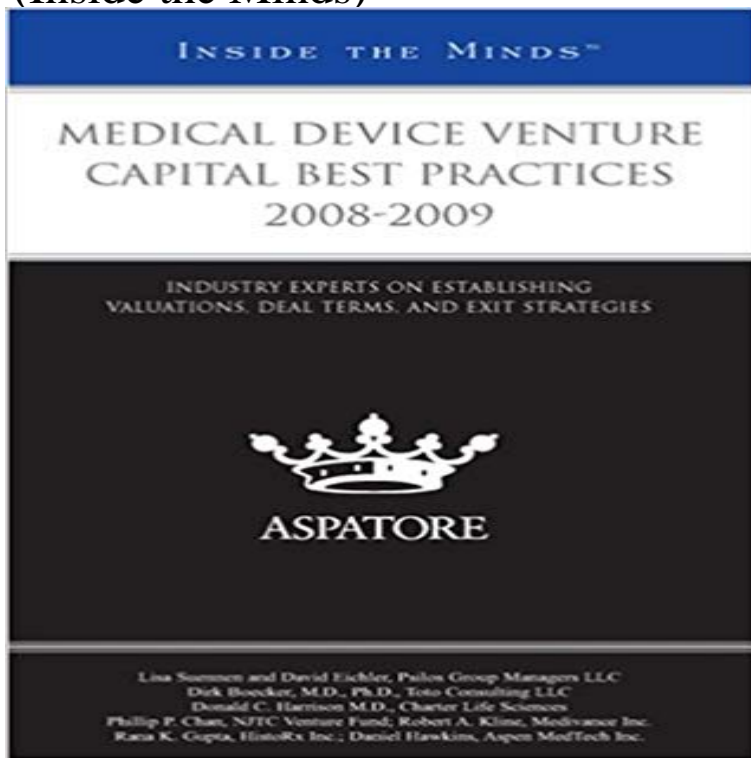


# Medical Device Venture Capital Best Practices 2008-2009: Industry Experts on Establishing Valuations, Deal Terms, and Exit Strategies (Inside the Minds)



Medical Device Venture Capital Best Practices 2008-2009 is an authoritative, insiders perspective on the leading strategies for investment success within the medical device industry. Featuring both venture capitalists and CEOs of venture-backed companies in the medical device arena, these experts provide advice for venture investors and entrepreneurs alike on moving to the forefront of this technology- and science-driven industry. From performing due diligence and determining whether or not an opportunity is a good fit to raising valuations and eventually pursuing an exit, these industry leaders approach the venture capital process from all angles and provide insights into each party's responsibilities and goals along the way. These seasoned experts discuss their unique tactics for achieving their desired outcomes in venture capital, whether they are investing in an up-and-coming product or raising capital for their organization. Additionally, the authors reveal their secrets to staying ahead of the curve and capitalizing on new market developments. The different niches presented and the breadth of perspectives represented enable readers to get inside some of the leading venture capital minds of today, as these insiders offer up their thoughts around the keys to successful investment development in this rapidly innovating industry. Inside the Minds provides readers with proven business intelligence from C-Level executives (Chairman, CEO, CFO, CMO, Partner) from the world's most respected companies nationwide, rather than third-party accounts from unknown authors and analysts. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession, or topic is headed and the most important issues for the future. Through an exhaustive selection process, each author was hand-picked by the Inside the Minds

editorial board to author a chapter for this book. Chapters Include: 1. Lisa Suennen and David Eichler, Managing Members, Psilos Group Managers LLC - Quality and Cost Effectiveness as the Guideposts to Medical Device Opportunities 2. Dirk Boecker, M.D., Ph.D., President, Toto Consulting LLC - Holding Hands with Venture Capitalists in a Medical Device Startup 3. Donald C. Harrison M.D., Managing Partner, Charter Life Sciences - Finding and Maximizing the Right Investment Opportunity 4. Phillip P. Chan, Partner, NJTC Venture Fund - Medical Device Investing: Musings of an Early-Stage Venture Capitalist 5. Robert A. Kline, President and Chief Executive Officer, Medivance Inc. - Venture Capital Fund-Raising in the Medical Device Field One CEO s Perspective 6. Rana K. Gupta, Chief Executive Officer, HistoRx Inc. - Using the Market and Your Own Objectives to Guide Success 7. Daniel Hawkins, Founder and General Manager, Aspen MedTech Inc. - Surviving as a Startup Appendices Include: Appendix A: Sample Due Diligence Checklist Appendix B: Sample Term Sheet Appendix C: Sample Screening Criteria Appendix D: Sample Due Diligence Checklist Appendix E: Abbreviated Due Diligence Checklist

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