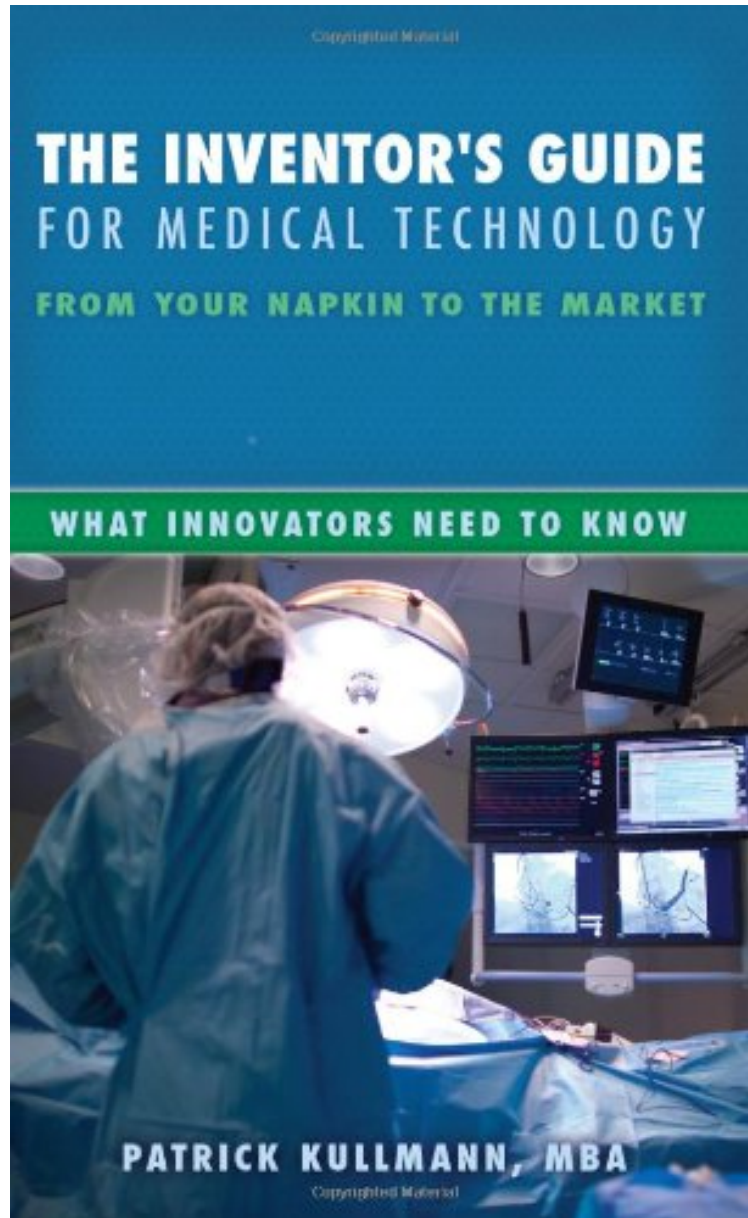


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The Inventor's Guide for Medical Technology - From Your Napkin to the Market

Patrick Kullmann

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The Inventor's Guide for Medical Technology: From Your Napkin to the Market--What Innovators Need to Know offers a series of clearly defined steps, guiding inventors in the process of taking their idea "from concept to market." In chapters such as "The Invention," "Research and Development," "Manufacturing," "Finance and Accounting," "Launching in the U.S." and "The Exit," Patrick Kullmann discusses trademarks and patents, clinical trial designs, funding, choosing the right team, and so much more. Each chapter ends with a tidbit of personal advice, based on Kullmann's insight and indisputably expert knowledge. With Kullmann's guidance, inventors and entrepreneurs alike can sidestep the pitfalls and increase their probability of success. See the free tool library information available inside the book. With his over twenty-eight years in the medical technology field and a long history as an entrepreneur, speaker, educator, and angel investor, Patrick Kullmann is the voice of experience.

About the AuthorPatrick Kullmann, with over 28 years of medical technology experience, founded CG3 Consulting LLC, a full-service commercialization advisory firm. CG3 represents creating growth in the health care, scientific, and technology industries. Patrick established the firm in Minneapolis and has since expanded to both the East and West Coasts for global coverage with offices in Boston and San Diego. Prior to establishing CG3 Consulting, Patrick was a senior director at Medtronic in their \$2.3 billion cardiovascular division. During his career he has served in ten medical specialties as a senior marketing, business development, and sales executive. Patrick is a well-respected entrepreneur, speaker, educator, author, board member, and angel investor serving the medical technology fields. He has authored several articles for leading medical technology and other life science organizations in the United States and abroad. He has served in senior marketing, business development, and sales leadership positions at Medtronic, Boston Scientific, Baxter International, Johnson Johnson, and four startup medical technology companies, two of which were acquired for a total of \$120 million.