

INNOVATING ACROSS BORDERS

Advice on partnering in the medical device ecosystem

Oxford, England, United Kingdom

23 April 2018



CRAIG BONSIGNORE

Medical Device Operative

Nitinol Mechanic

Maker of Things

VP Applied Technology

Confluent Medical Technologies

formerly known as Nitinol Devices and Components



ECOSYSTEM



HUNTERS and GATHERERS



ECOSYSTEM

the hunters





ECOSYSTEM the hunters



megagalactic enterprises





ECOSYSTEM the hunters



megagalactic enterprises
the funded





ECOSYSTEM

the hunters



megagalactic enterprises

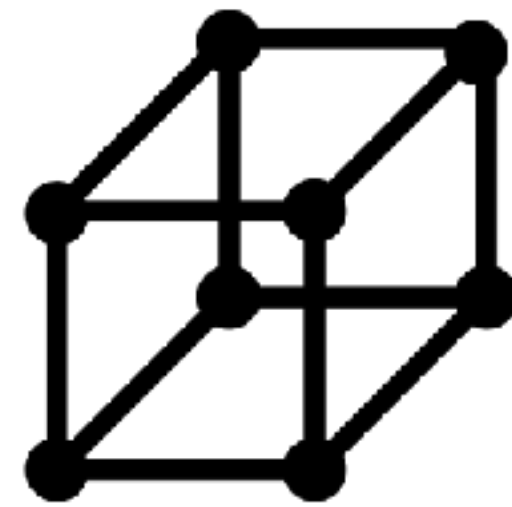
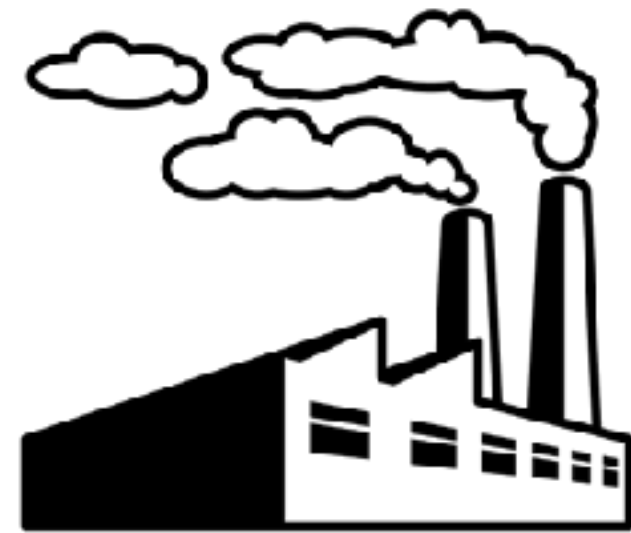
the funded

fred in a shed



ECOSYSTEM

the gatherers





ECOSYSTEM

the gatherers



contract development & manufacturing





ECOSYSTEM the gatherers



contract development & manufacturing
technology specialists





ECOSYSTEM the gatherers



contract development & manufacturing
technology specialists

free agents



ECOSYSTEM

RELATIONSHIPS

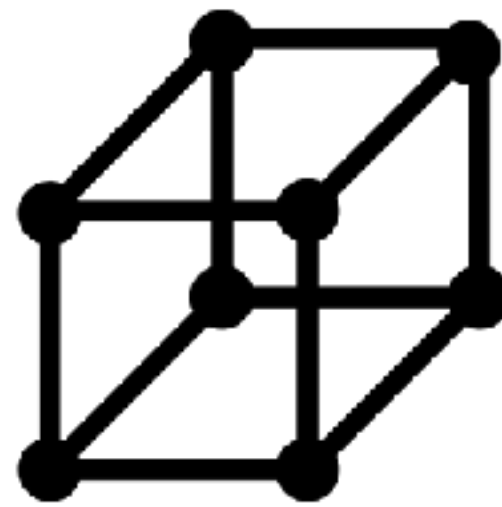
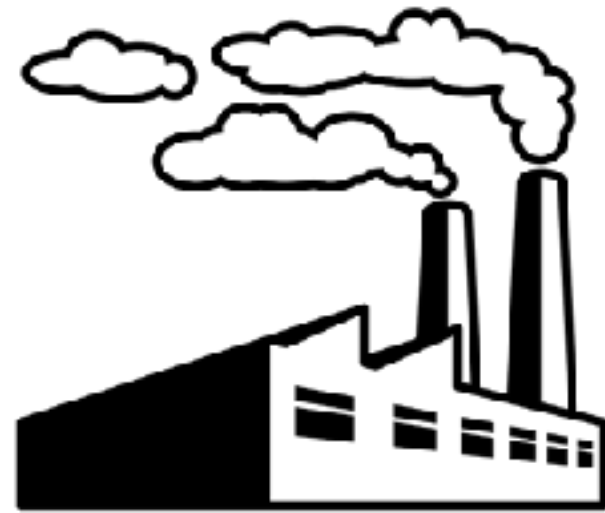




acquire

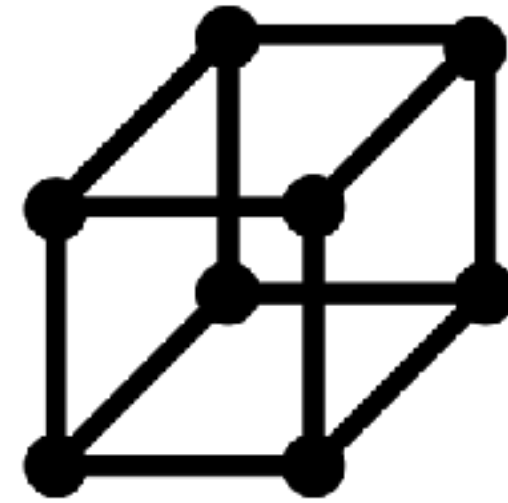
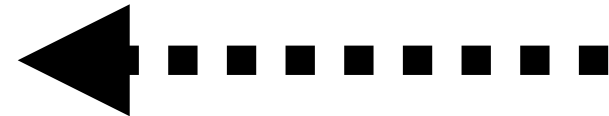
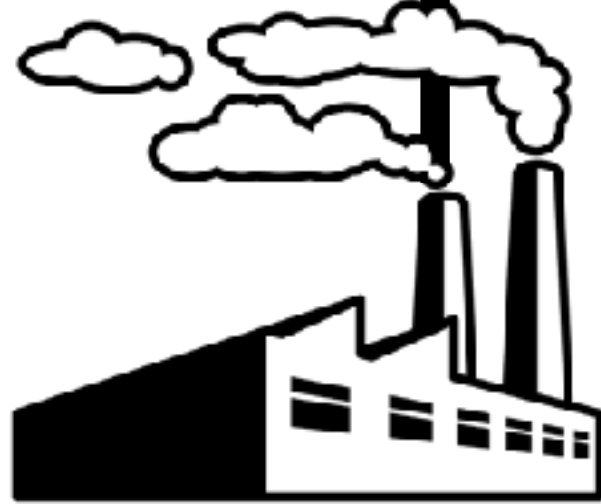


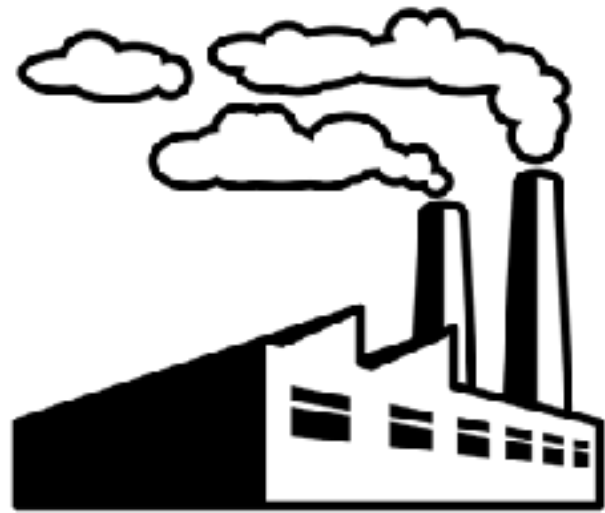
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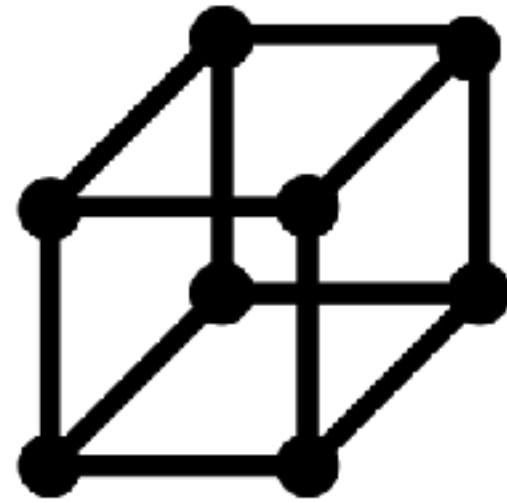


supply



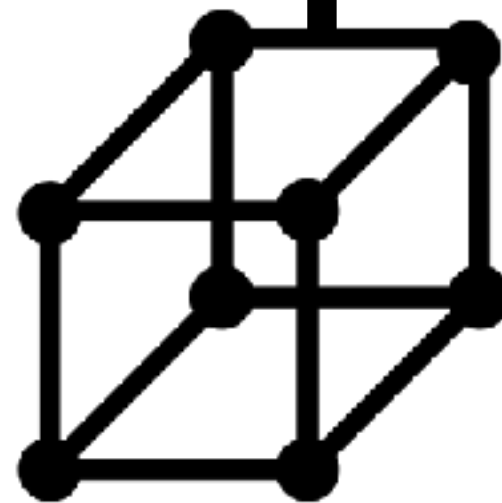
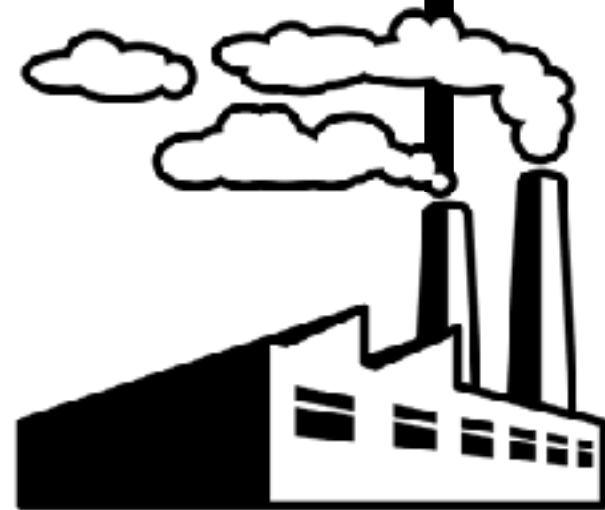


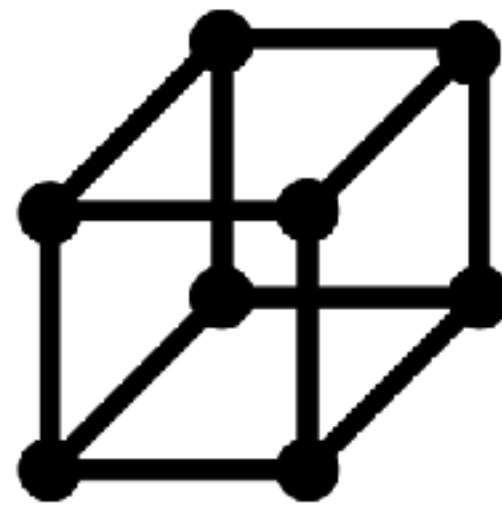
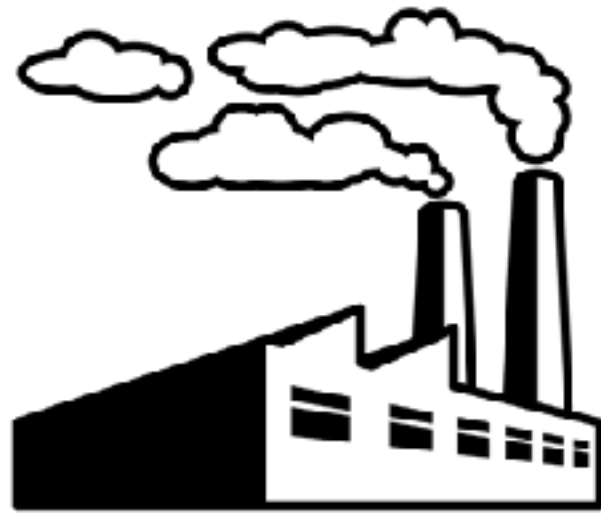
acquire

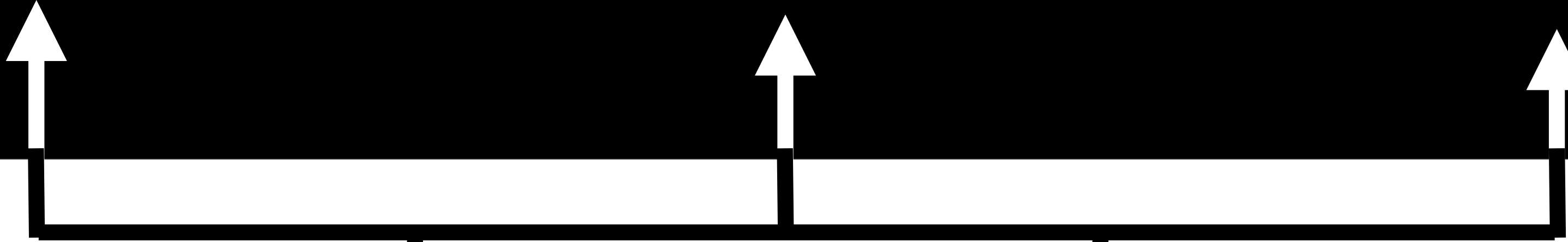




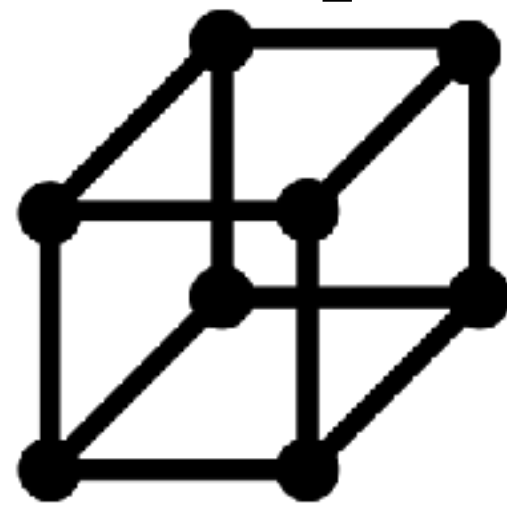
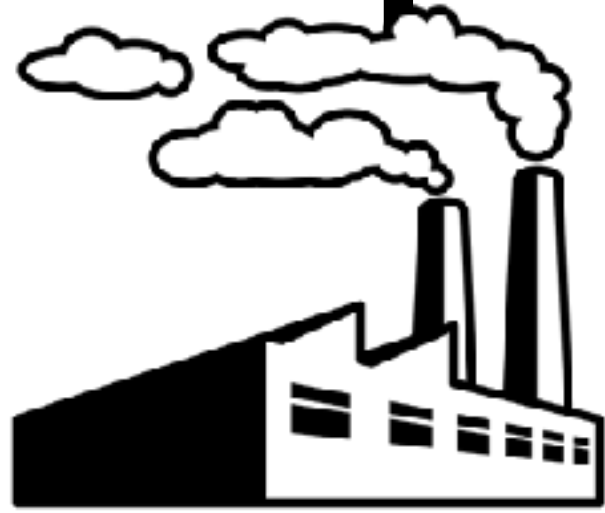
escape







judge



BLUE CHIP

THE TAIL





BLUE CHIP

THE TAIL



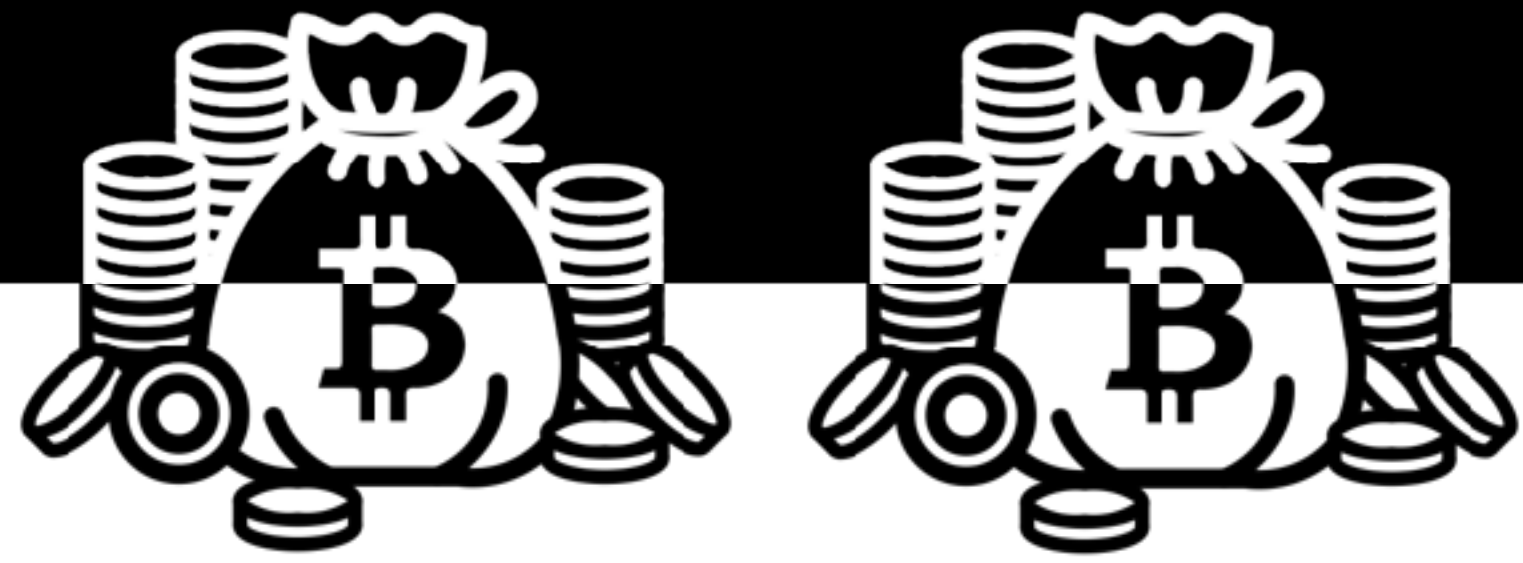


BLUE CHIP



THE TAIL





BLUE CHIP THE TAIL





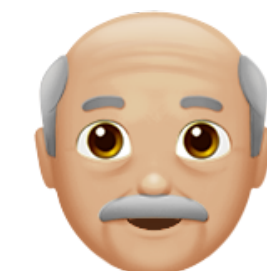
HOW TO BECOME THE FUNDED

CLINICAL INSIGHT

ENGINEERING SENSIBILITY



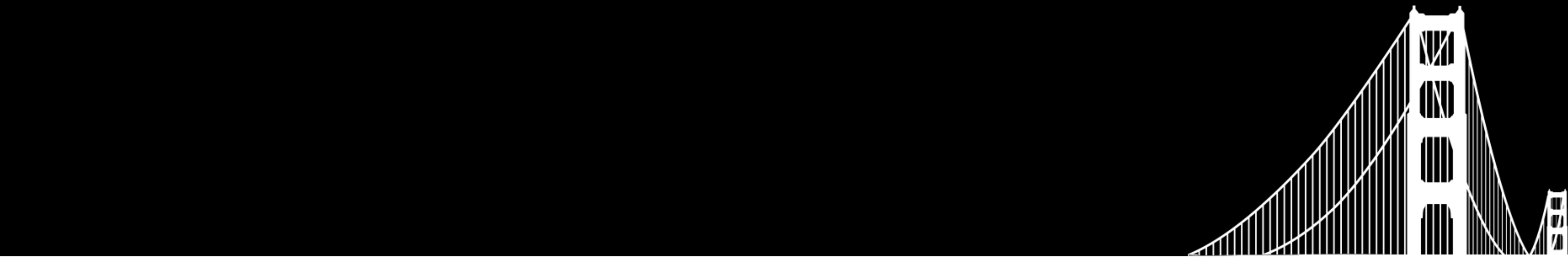
TESTING



DEVICE DESIGN

TEST METHOD DESIGN





A SHORT STORY



INTELLECTUAL

PROPERTY



EVERYTHING

IS A REMIX



A GOOD IDEA

**IS NECESSARY BUT
NOT SUFFICIENT**



REAL VALUE



TRY, LEARN, REPEAT





acquire



become



VALUATION

**INTELLECTUAL
PROPERTY**



WRITE



DOWN



NON DISCLOSURE AGREEMENT



PROVISIONAL PATENT APPLICATION



D-I-Y
PATENT EDUCATION



GOOGLE PATENTS
USPTO: PUBLIC PAIR
LENS.ORG



EMPLOYMENT AGREEMENTS





WORKING WITH A CONTRACT DEVELOPER



IP OWNERSHIP



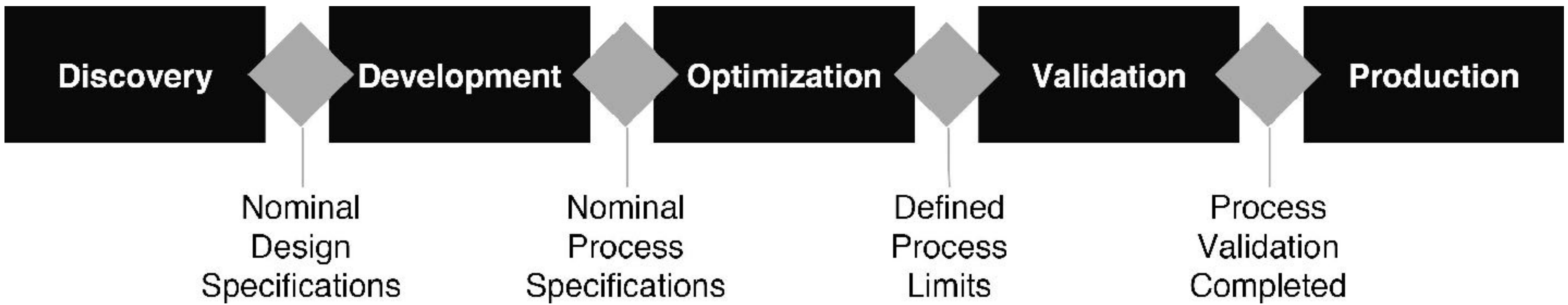
DESIGN  **PROCESS**



HOURLY MILESTONE



PRODUCT DEVELOPMENT



GOALS



CONSTRAINTS



**YOU ARE
RESPONSIBLE
FOR**



**PERFORMANCE
REQUIREMENTS**



**YOU ARE
RESPONSIBLE
FOR**



**DESIGN
SPECIFICATIONS**



**BOUNDARY
CONDITIONS**



**TEST METHODS
SIMULATION**



TESTING SIMULATION



SCREENING . SUBMISSION



FINAL

THOUGHTS



DO SOMETHING

THAT THE WORLD NEEDS

(please)



SHARE

EVERYTHING YOU CAN

(please)



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