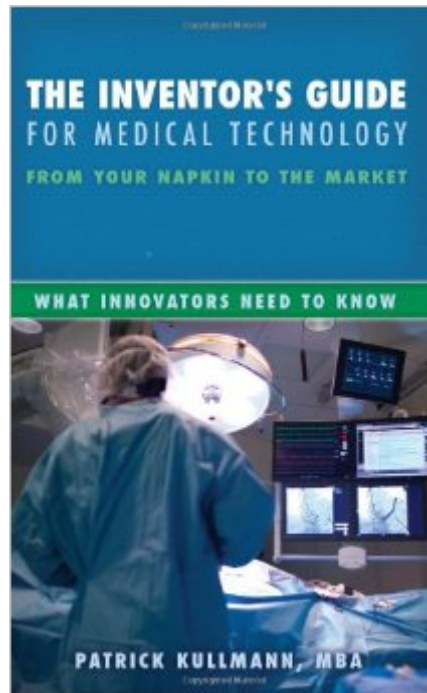


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# The Inventor's Guide For Medical Technology - From Your Napkin To The Market



## Synopsis

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.

## Book Information

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## Customer Reviews

A decent book that covers the topics you need to make you "think" about your invention. I think it is a good wake-up call for those thinking the idea on their napkin will make billions (maybe it will, but only with hard work on your part). I wish it had more in-depth information on performing market need assessments as this was the biggest challenge I had faced when taking my device to market. Overall a good book and good starting point for new medical device inventors.

Short, easy to read and gets to exactly what you need to know if you are considering bringing a new medical device to the market. Pat uses his extensive experience and know how and boils it down to the key elements to consider in bringing a product to market. He does this in easy to read, straight forward, no nonsense approach. It's all there in black and white and step by step on how to take a concept to market. An excellent resource with Pat's personal insight and advice added to each chapter. What a great resource!

Finally, an easy to read, layman's version of reality as it describes the best pathway to success for a neophyte inventor who believes their medical device idea will provide them with their contribution to medicine and the freedom to do exactly what they want to do in the future. Great premise but there are a few steps that come before that goal is reached...and lots of pitfalls! For those who believe that the most direct route between two points, the idea and the goal, is a straight line, this is the must read book to review first so the line stays straight. I've been there once and am now on my second venture and I will tell you, Mr. Kullmann's experience is easier on the heart and body than is the experience of mishap. Lessen your anxiety and heighten your awareness...buy the book.

Great book, easy for the layman to read and understand. The Inventor's Guide for Medical Technology is a very useful tool, both as an initial guide to inventors of medical technology and as a reference guide. If you are involved in the development of a medical device, pharma, biotech, health care software or other health care offerings, this is the book to help you get started. It would also be very helpful to Biomedical engineers and business school students and graduates as well as to physicians and other health care providers that are inventing. Practical advice and guidance for a very low price. A highly recommended read!

A book that focuses on a niche market segment, invaluable advice for start-up of the Med Tech. Easy read and good advice, only regret I did not know about it before now.

I used this book as a text for the Introduction to Medical Devices class I teach. It has concise accurate up to date information about each area in this field.

The first question for a so-called inventor-preneur: Should I develop my idea and take on the risk, the financial drain and the time costs/stress; or is doing so likely to be a mistake? In the absence of your own experience and wisdom, the advice of others at the beginning is critical. The Inventor's

Guide for Medical Technology (from your napkin to the market) is an exquisite first step that is affordable and written to be concise and thought provoking. This book is a broad overview of all the aspects to be considered ... do you have all of your ducks in a row? Maybe you just don't have the means; most don't. So then who will join you and contribute money and expertise? Most useful I thought were the gems of wisdom (see MY ADVICE: etc) that crystallize discussions into memorable quotes. If you go down the new product path (which I have heard referred to as "bloodsport") and later realize: "I wish I knew then what I know now", you might wish that you had read this book at the start. Or maybe you are just a Shark Tank or Dragon's Den junky and get a thrill watching others strive to raise the bar, by coming up with and executing a new idea. This book should be required reading before an inventor or anyone else dares to "put skin in the game".

As an attorney representing small companies and businessmen, I often have new entrepreneurs who come to my office seeking help with the building blocks necessary to launch a new business: whether creating an LLC or "S" Corp.; protecting a name or symbol; or creating vehicles for raising money. In most instances these are very talented folks with only the vaguest idea how to turn their notions into successful businesses. This book is going to be a great tool for me advising these people in the future. It sets out a planned, rational course for entrepreneurs to evaluate their prospects for success, then achieve that success. For my purposes, it enables me to advise these clients where my services fit into their plans and needs, as well as how to prioritize and organize their energies and finite funding. This is a resource I wish I'd had in the past. It will certainly be a standard reference for my clients in the future.

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