

## Case Summary

## TECHNOLOGY ASSESSMENT – STRUCTURAL HEART

### Consultant for Private Equity Placement

#### TECHNOLOGY

*Transcatheter Aortic Valve Replacement (TAVR) indicated for Aortic Stenosis.*

#### COMPANY

*Private equity firm representing privately held start-up in structural heart therapy.*

#### CHALLENGE

*Evaluate new product design in comparison to commercially approved brands and assess operational challenges associated with go to market opportunity.*

#### ENGAGEMENT

*Requested by private equity investor to conduct due diligence and strategically assess “go-to-market” feasibility of next generation TAVR technology.*

#### OUTCOMES

- *This project demonstrated the value in re-innovating and differentiating technology that further enhances therapy and improves patient outcomes in an expanding market.*
- *Investor confidence in regulatory approval was broadened based on clinical progress to date (study outcomes, device performance & durability, physician experiences, etc). This allowed the investor mindset to shift toward competitive technology and market trends and challenge the company’s ability to adapt with corresponding studies, operating plans and strategies.*
- *Clarification on manufacturing scale up investment was summarized via strategic roadmap outlining robust design transfer, validated process controls and workforce development in concert with regulatory and financial milestones.*
- *Key supply chain opportunities were identified to source proprietary material for process-specific requirements.*
- *Operational capital requirements were modeled in relation to commercial forecasts across global markets.*

#### LESSONS

- *Project helped qualify the value proposition of this company’s technology and broadened the investor’s knowledge of competitive landscape and ongoing opportunities in TAVR.*
- *Reaffirmed existing market trends and opportunities for value creation based on:*
  - *New TAVR solutions that improve therapy and clinical outcomes.*
  - *Accelerated access to broader patient indications and markets.*
  - *Economic benefit of simplified manufacturing requirements.*
- *Investor confidence established in company’s ability to penetrate the TAVR market in a capital efficient manner that delivers compelling results and maximized valuation.*