



Summary

TECHNOLOGY

Innovative solutions for Cerebral and peripheral vascular access, stroke treatment and post stroke rehabilitation.

COMPANY

Rapidly growing post start up enterprise, developing advanced technologies for a spectrum of stroke therapies, enhancing acute care and rehabilitation outcomes.

CHALLENGE

Provided CEO and C-suite guidance on leveraging technological advancement in stroke therapy, aligning private equity expectations with monetized returns. Developed a long-term operating strategy to drive profitable growth and market success through enterprise transformation.

OPERATIONS STRATEGY- NEUROVASCULAR THERAPY

Advisor to CEO / Transformation Strategy & Change Agent

ENGAGEMENT

Under direction of board investors, this long-term engagement developed and implemented a comprehensive operations strategy to transition the organization from an innovation-centric entity to a rapidly growing commercial enterprise. Key areas of focus included refining leadership perspectives, optimizing organizational structure, leveraging core business processes, transforming the operational footprint for improved P&L contributions, and elevating the C-suite.

OUTCOMES

- Assessed operating conditions and identified improvement areas across financial performance, service, and growth.
- Translated enterprise management controls and operating performance metrics into cost accounting and P&L reporting.
- Enhanced risk management strategies for post-pandemic supply and business continuity.
- Developed a formal five-year operating strategy, including future site due diligence and an FDI offshore transfer plan.
- Established a roadmap for mid- to long-term P&L contribution, focusing on gross margin and net income.
- Rebalanced executive responsibilities included elevated operations leadership.
- Improved board and investor confidence.

LESSONS

- *Board governance is essential for positioning corporate leadership effectively throughout the company's S-curve, ensuring functional expertise, strategic alignment, and sustained success.*
- *Successful commercialization requires strategic investment in manufacturing, assets, and supply chain.*
- *Nearshore and offshore foreign direct investment offers a cost-effective manufacturing alternative for US MedTech companies.*