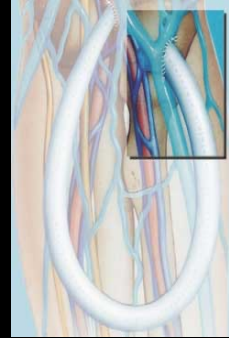


## Start with a Problem

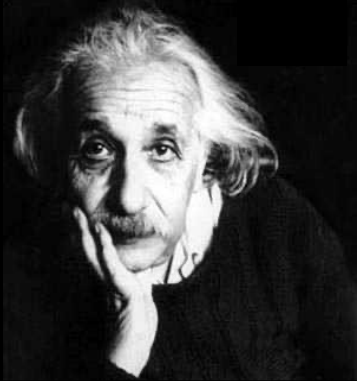


## Break the Problem Down to Solvable Elements

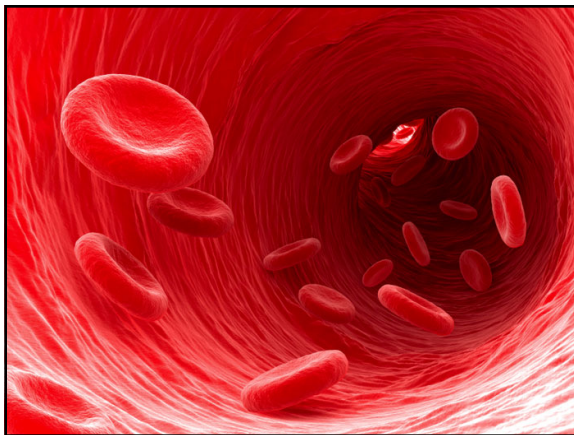
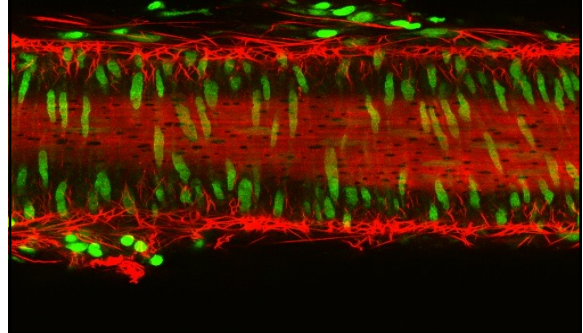
- Bleeding
- Thrombosis
- Proliferation
- Physiology
- Infection
- Abuse

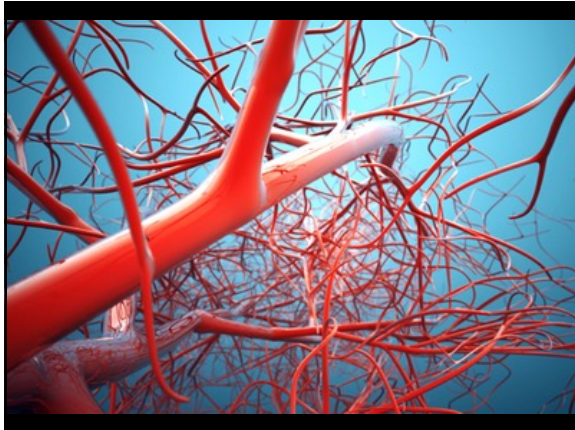


## Think of a Solution



Blood likes to move through tubes lined by cells

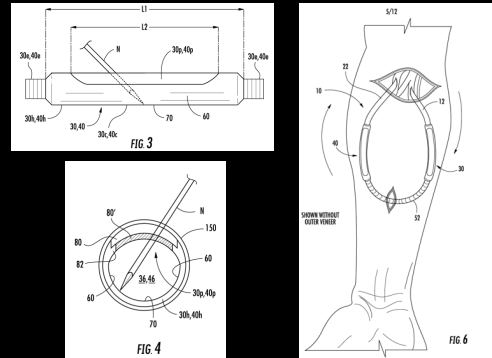




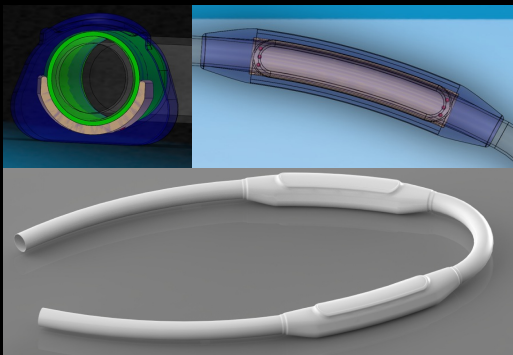
### Cannulation



### Protect the Idea (IP)



### Make a Prototype



### Find Funding

- Write a grant
- Form a company
- Find a partner
- Hand off your idea

- Time
  - Control
- No idea moves forward without Money!!!



## Build a Team



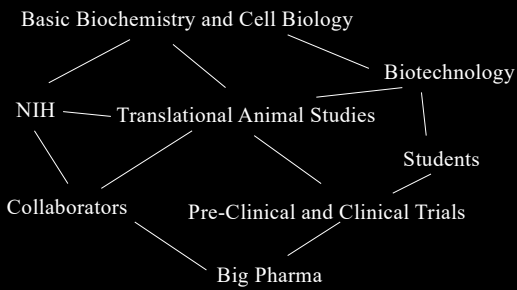
## Do the Research

Basic Biochemistry and Cell Biology

Translational Animal Studies

Pre-Clinical and Clinical Trials

## Build a Web



## Meet the Regulators

FDA  
EMA  
CHMP  
PMDA



Ask for a meeting to explain your idea and get their impression of the regulatory path forward... and be nice



Sometimes your only available transportation

*is a leap of faith*

- MARGARET SHEPARD -  
© IMPROVISED QUOTE  
PHOTO BY RISTO KALLAMAA



## Teach Your Idea



## Market Your Idea



## Adapting Environments



## With Compassion and Humanity



## For Everyone



## Can Surgeons be Successful Entrepreneurs?



