

What is MedTech South?

MTS combines promising medical technologies with development and commercialization capabilities and Wholeberg Ventures investment to build viable medical device business packages for tailored, targeted exits.

MedTech South brings a full complement of business, medical, clinical, regulatory, and industry veterans to bear on each portfolio company's advancement. MTS puts all participants on the same page, with fast electronic collaboration, and communications and workflow technologies, enabling quick, effective decisions and timely actions.

What type of companies does MedTech South develop?

- Device or instrument to be used in and/or on the human body
 - Primarily 510(k) medical device technologies
 - Secondarily implantable devices, orphaned drugs, pharmaceuticals
- Investment of \$2 to \$5 Million
- Pre-programmed exit opportunity within 12 to 36 months
- \$30 to \$50 Million exit upon successful First-in-Man
- Hands on, active management of technology and venture
- Tightly controlled finances
- Minimal non-core assets

What makes MedTech South special?

Aspect	MTS Difference
Admission Process	Expertise to choose medical technologies which have a high likelihood of success
"Extra-lean" investment model	One source of funding to get to exit. Minimized dilution. Focus on non-dilutive funding.
"Smart" Resources	Close ties to preclinical research, university expertise, industry and regulatory leaders.
Tightly Controlled Stage-Gate Development Process	Proven, world-class product development tools, techniques, and processes - well defined steps and stages - objective success criteria at every step - must be met before further expenditures of time, resources, and money
World-Class Network	Access to successful and influential medical device industry leaders, venture capitalists, and past and present regulatory officials
On Task, On Purpose	Focus on device readiness, minimizing executive time spent on selecting, deploying, and maintaining infrastructure, organization, and dedicated support resources
Pre-Programmed Exit Targets	Contacts and conversations with top medical device company executives to gauge and maintain interest, and nurture relationships integral to successful exits

What is the typical life-cycle of an MTS company?

Stage	Timing	MTS Entry/Exit
IP Acquired/ Idea	1 to 2 Years	MTS Enters (Device development and business formation - fee for service)
Start-Up		
Prototype		
Preclinical	2 to 3 Years	MTS/Wholeberg Ventures Enters (Funded Companies)
Clinical		
Commercial		
		MTS/Wholeberg Ventures Exits

What are the expected timing and financial returns?

Individual Companies:

- \$2 to 6 Million Investment
- 12 to 36 months
- \$10 to 50 Million Exit

Wholeberg Ventures Fund:

- 2 ½ and 20 Model

Why was MedTech South Established?

MTS was established to dramatically increase medical device company success rates by:

- Utilizing superior knowledge of the market, medical viability, surgical procedure implications of medical technology, and specialized medical knowledge
- Careful and deliberate analysis and selection of opportunities
- Facilitating rapid time-to-market: via knowledge base, experience, network contacts, and access to capital
- Connecting early-stage companies with the global medical device community:
 - Value building resources
 - Global network
 - Funding
 - Exit targets
- Leveraging the emerging Metro-Atlanta environment, including:
 - Saint Joseph's Translational Research Institute
 - Universities (Emory, Georgia Tech, GHSU, Morehouse College)
 - CROs
 - Metro-Atlanta Chamber of Commerce
 - Wholeberg Ventures

Why choose MedTech South ?

Unsurpassed end-to-end, comprehensive device development and business acceleration capabilities:

Business formation and development:

- Seed, angel, and venture funding
- Intellectual Property management and protection assurance
- Links/access to industry leading academicians, physicians, regulatory experts, IP and business attorneys, etc.
- Links to strategic partners
- SBIR application process facilitation (non-dilutive, non-recourse funding)
- Fractional leadership resources for incubator companies
- Highly acclaimed Board of Advisors
- Portfolio of product development and business information systems
- Telecommunications and global virtualization and collaboration tool-set
- Best practices and document and method templates

Device development:

- Rigorous device selection criteria
- Medical device/technology assessments
- Research and study design
- Preclinical and clinical research sourcing and performance
- Development process management/assistance
- Device prototype manufacturing facilities
- Clinical practice reviews and guidance
- Medical reimbursement process guidance
- Regulatory risk mitigation and assistance with the regulatory compliance process
- Scientific & Advisory Board Member participation and recruitment
- Access to leading industry executives, and subject matter experts

MedTech South

Building Biotech Businesses

Medical Device Translation and Commercialization

Unsurpassed, concept to exit model:

- Rigorous device selection criteria
- Physician-involved device development
- Integrated business and device development
- Tightly managed stage-gate process
- Full compliment of expertise: business, medical, clinical, regulatory, industry, marketing, and device technology
- Capital efficient model
- Minimized overhead
- Adjacent venture fund

MedTech South has one of the most experienced teams investing in and growing biotech companies - a team of seasoned investors, experienced entrepreneurs, marketing professionals, and leading medical, scientific and clinical practitioners with 80+ combined years of experience.

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