

# Experienced

## LIFE SCIENCE RESOURCES

Clinical Research  
Engineering  
Executive Management  
Finance & Accounting  
Human Resources  
Information Technology  
Operations  
Project Management  
Quality Assurance  
Reimbursement  
Regulatory  
Sales & Marketing  
Research & Development



**VALION**  
LifeScience

*The Right Talent at the speed of business.*

At Vallon LifeScience, we give you **immediate access** to **talented life science resources**. From our extensive team of experienced colleagues, we provide the **best-matched talent** to meet your operational, product development, commercialization and strategic challenges.

Whether the need is **interim** or **project-based**, our colleagues come from the life science universe and are doers that help **Healthcare, MedTech, BioTech** and **Pharmaceutical** companies **thrive**.



**VALION**  
LifeScience

**Healthcare**  
**MedTech**  
**BioTech**  
**Pharma**

## CASE STUDIES

### PROTIENT

Paul Markowitz, Protient Vice President of Human Resources, contacted two firms to help identify an experienced interim customer service manager.

As Markowitz tells it, within a few days, Vallon LifeScience had presented Protient with two very qualified candidates, each with a different level of experience. The other firm brought in one candidate, who was not as ideally qualified.

“Vallon LifeScience hit the mark for what we were looking for,” said Markowitz. “Both Vallon candidates had specifically what we needed. Within the week we had interviewed both and hired one. This enabled the interim manager to overlap with – and be briefed by – the departing manager.”

According to Markowitz, the Vallon LifeScience colleague brought 30 years of medical device and health insurance customer service management, change management and a good mix of people and leadership skills to the assignment.

“She had a good understanding of the customer service function, so she was able to gain the respect, cooperation and loyalty of the staff right away,” he said. “Her leadership also helped us achieve one of our underlying goals: to retain members of our customer service staff through the change.”

### GT UROLOGICAL

At GT Urological, a Minnesota-based start-up focused on new technology to treat patients with stress urinary incontinence, the regulatory team had made significant progress in developing the protocol for a clinical trial to assess the safety and efficacy of a new product. But just before the protocol was to be submitted to the Food and Drug Administration, GT Urological recognized the need to make sure adequate reimbursement considerations had been incorporated into a key element of the protocol – a questionnaire.

“Vallon LifeScience saved us the time of interviewing and qualifying a consultant,” said Dave Anderson, vice president of Research and Development for GT Urological. “They provided initial screening and sent us one candidate who had the qualifications we needed.”

With the assistance of Vallon LifeScience, GT Urological quickly and easily gained the highly qualified and specialized talent it needed. As a result, the company was able to submit a clinical trial protocol designed to demonstrate both the clinical and economic value of its new product.

## CASE STUDY

### OTTO BOCK

Otto Bock Health Care has long provided continuous passive motion (CPM) devices used to help improve range of motion and aid recovery following surgery on the knee, ankle, shoulder, elbow, wrist or hand.

Recently, the company became interested in the possibility of extending the application of CPM devices to also help stroke patients increase mobility.

Lacking internal personnel to conduct the search, Otto Bock turned to Vallon LifeScience. After a thorough assessment of the assignment, matched with the expertise of one of its colleagues, Vallon introduced an experienced colleague to Pat Chelf, Vice President of Sales and Marketing at Otto Bock. Vallon's colleague brought extensive experience in market research and development, gained in service to large medical device and health care companies both as an employee and a consultant. According to Chelf, she understood what the company needed to know regarding the potential modification of the product for long-term use.

Otto Bock saved time and money by turning to Vallon LifeScience to place the interim expertise needed for what Chelf described as specialized "detective work" that led to making an informed decision.



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