

Daniel Capuano

Director, Emergo Mexico

Based in Mexico City, Daniel is Director of Emergo's operations in Mexico and has nearly 20 years of experience in the medical device industry. He has worked for major medical device distribution and technical service companies in Mexico and is an expert on cardiovascular devices, especially stents. He is the co-author of two issued patents and one pending application of cardiovascular interventional devices. With firsthand experience running a major medical distribution and consulting company in Mexico, Mr. Capuano knows how manufacturers can successfully navigate the Mexican market, from regulatory approval to distribution management and servicing.

EXPERIENCE:

Director, Emergo Mexico – Present

CEO, Medstent – 2004 to Present

Daniel became CEO of Medstent S. A. de C. V. assuming control of the company with the goal to continue and expand Medstent's service to the Mexican medical market by creating a well tailored net of exclusive distributorships for the long term and opening new fields for the company. In 2005 Daniel and Medstent developed in conjunction with Vitalmex the Integral Services of Hemodynamics for the public institutions in Mexico giving this market an uplift increasing its growth potential by two times. In 2007 Daniel create a consulting company, parallel to Medstent, focusing in servicing governmental needs for Integral services and equipment necessities.

General Manager, Medstent – 2002 to 2004

As General Manager of Medstent, the company increased its sales in a short period of time by more than 50%.

Dir. of Sales Force training program, Dir. of the Atlas Stent project, DDM group – 1997 to 2002

The sales force training program was created for initial and continuous education in the DDM group. The Atlas Stent project involved the creation, establishment and marketing strategy of the first self sufficient intervention coronary device in Mexico. In 1999, the Atlas project became reality, and started clinical trials for the approval of a free sale certificate in Mexico and the Latin American market. That same year Capuano was also named technical director of DIMSA (a DDM sister company which manufactured the Atlas stents). The Atlas stent has been commercially available since 2001.

Sales Manager, DDM group – 1995 to 1997

During this time, the company made a strategic move, switching all its interventional market to Guidant Corporation Interventional Division products, giving the company a massive and steady growth.

Daniel Capuano, continued...

Professor of Biomedical Engineering, Universidad Iberoamericana – 1993 to 1997

Teaching Graduate level students at the laboratory of electrode and transducers

Product Specialist, MPM group – 1993 to 1995

Worked as a product specialist for the MPM group in Mexico giving service and distributing the following companies under the group exclusive distributorship: Scimed Life Systems Inc.; St. Jude Medical Cardiac Assist Division; Advanced Vascular Engineering; Heart Technology; Cardiovascular Imaging Systems, Inc.; and Mintec Ltd.

EDUCATION:

- B.Sc. in Biomedical Engineering, Universidad Iberoamericana
- MBA in Business Direction, IPADE Business School, 2005

AFFILIATIONS:

- Partner and member of the Board of Directors of the DDM group from 1995 to 2003
- A board member for the “Colegio Hebreo Sefaradi,” a private community school system in Mexico City, since 2007

PUBLICATIONS:

- Appears as a co-author of two issued patent #6,699,277 and one pending application involving cardiovascular interventional devices.