



## Michael Skalsky

*Director of Emergo Asia Pacific Pty Ltd*

### EXPERIENCE:

- Founder and Managing Director, Sci2Rx Pty Ltd
- Managing Director, AorTech Biomaterials Pty Ltd
- Managing Director, Elastomedic Pty Ltd
- Telectronics Pacing Systems

### AREAS OF EXPERTISE:

#### *Devices:*

- Cardiac rhythm management systems
- Cochlear implants
- Endovascular stent grafts
- Drug delivery devices
- Biomedical materials and coatings
- Lasers for cosmetic surgery

#### *Disciplines:*

- Founding, raising finance for and building medical technology companies
- Recruiting and building an organization from ground up; leading and developing staff, creating an “organizational culture”
- Managing all aspects of operations and business of early stage companies in diverse fields (new implantable biomaterial technology, aesthetic lasers instruments) from the lab through scale up to introduction into the world medical market
- Intimate knowledge of the medical technology product development and commercialization process; several implantable and other device products taken from concept through to clinical trials and regulatory approval, including hybrid medical devices, such as devices for drug delivery
- Marketing/selling business to business in Australia and internationally to key technical and commercial decision-makers; setting up strategic partnerships;
- Project analysis, planning and management, risk assessment
- R&D management and planning/ managing across multidisciplinary teams/multi-institutional projects/international teams/R&D contract negotiation and management
- Intellectual property management and commercial deal/agreement negotiation
- Setting up quality systems and securing accreditation to ISO 9001 and ISO 13485/understanding of regulated environment
- Business plan and marketing strategy generation/ launching a product into its niche biomedical industry markets; building a globally recognized brand ( e.g. Elast-Eon™)



- Communicating at all levels/ promoting ideas and concepts to senior decision makers in Australia and overseas/promoting the organization to investors and the financial community
- Networking across a wide spectrum of high tech industry, esp. biomedical internationally
- Grant application development
- Good knowledge of the requirements and expectations of the VC industry and equity markets

**EDUCATION:**

- BE (UNSW) Honours I Chemical Engineering
- PhD (UNSW) Chemical/Biomedical Engineering
- Certificate in Project Management (Aust. Institute of Management)
- Postgraduate Diploma in Management (UNSW, Australian Graduate School of Management)
- MBA (Exec) (UNSW, Australian Graduate School of Management)

**PROFESSIONAL AFFILIATIONS:**

- Member of the New Materials Technology Committee, Industry Research and Development Board, 1990-1992
- ANSTO, Advanced Materials Program Advisory Committee, 1990-1992
- Medical Device Network, a program of Ausbiotech, 2003-present
- Member of State Branch Steering Committee, 2000-2003
- Member Executive Committee, Chair of Commercialization Committee of CRC for Cardiac Technology, 1991-1997
- Director of the Medical Industry Association of Australia, 1991 to 1997
- Director of Medical Engineering Research Association, (MERA) 1987-1990
- Director of Australian Medical Devices and Diagnostics Association, 1990-1991

**PUBLICATIONS AND PRESENTATIONS:**

- Seven patents granted in US and/or Europe, over fifty publications, conference abstracts/proceedings