

Medical Catalyst Group

A team that stimulates change and accelerates action by providing energy and direction

Do you know a medical business that needs an interim or part-time CEO, COO or Project Leader?
Could your business benefit from access to experienced medical product and service executives?

Medical Catalyst Group consists of former Laboratory Directors, CSOs, and other leaders with expertise in, Sales, Marketing, Research and Development, and Regulatory Affairs.

The founder is David Macdonald. A former Vice President at Quest Diagnostics, Mr. Macdonald brings 25 years of entrepreneurial leadership experience in the clinical diagnostics industry; seventeen of those years in CEO and COO roles. Mr. Macdonald specializes in creating high performance teams that achieve aggressive goals in product and laboratory service environments. These teams have successfully developed and launched hundreds of medical products and services sold directly in the United States and Western Europe, as well as through independent distribution relationships worldwide. Mr. Macdonald has been directly involved with extensive M&A activity, culture integration, joint ventures, spin-outs, start-ups and turn-around situations.

What can we do for you?

Strategy formulation \implies Tactical plan development \implies Plan execution

Opportunity identification
Mergers and acquisitions
Due diligence
Market research
Regulatory pathways
Customer focus groups
Market feedback
In and out licensing
Fund Raising
Liquidity and exits

International expansion
Technology acquisition
Technology assessment
Commercial transfer
Penetration plans
Operational efficiencies
Internal validation plans
Sample procurement
Clinical trials
Clinical validation

Laboratory certification
Culture integration
Collaboration
Distributor channels
Direct sale channels
Revenue generation
Project management
Regulatory compliance
GMP, QSR, GLP, ISO, CLIA
FDA submissions

Our specific areas of expertise include:

1. *Molecular, immunoassay and other medical systems and testing services*
2. *Due diligence when acquiring new technologies or businesses*
3. *Analysis of critical success factors to provide concrete plans for improved performance*
4. *Execution of tactical plans:*
 - *Opportunity assessment, product development and project management*
 - *Facilitate transfer of technology, products and services to commercialization*
 - *Establish distribution channels: management, training, motivation and support*
5. *Culture integration and teambuilding*

To explore our services please contact David Macdonald (dmacdonald@medicalcatalyst.com).