



# Partnerships for Health: Stories from the Diagnostics and Medtech Innovation Space



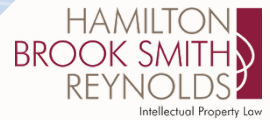
Wednesday, November 8, 2023  
8:30AM - 10AM



**Hamilton Brook Smith Reynolds**  
55 Old Bedford Road, Lincoln, MA 01773  
Minutes from Rte 95 /128 | Free Parking



Free admission | RSVP required



## Join us for a Panel Discussion and Networking Breakfast Event!

The panel will explore differences and similarities in consulting for and starting a business in Germany and starting up such business in the U.S.

*James Downs* will talk about his experience as an entrepreneur in Germany, the transition back to the US, and the status of SCHOTT MINIFAB in the U.S. He will provide an overview of industry partnerships in microfluidic product development. *Kristin Wagner* will discuss her experiences in various medical device companies and her current MedTech consulting activities. She will also highlight trends in remote patient monitoring.

### Speakers



**JAMES DOWNS**  
GLOBAL BUSINESS  
DEVELOPMENT  
SCHOTT MINIFAB



**KRISTIN WAGNER**  
MEDTECH CONSULTANT

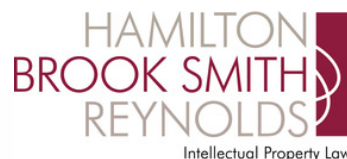


**ALEX ADAM**  
PRINCIPAL  
HAMILTON BROOK  
SMITH REYNOLDS

### Moderator

Event is free to attend.  
Please register via [this link](#) or the QR Code.

### Organized by



# PARTNERSHIPS FOR HEALTH

## Stories from the Diagnostics and Medtech Innovation Space

### Schedule

Wednesday, November 8

8:30AM - 9:00AM Registration, Networking and Breakfast

9:00AM - 10:00AM Panel Discussion and Q&A

### Location

Hamilton Brook Smith Reynolds  
55 Old Bedford Road  
Lincoln, MA 01773

Free parking. Minutes from Rte 128/95



### Biographies of the Speakers



#### JAMES DOWNS

**Global Business  
Development  
SCHOTT MINIFAB**

James Downs is responsible for global business development at SCHOTT MINIFAB, a diagnostics business of SCHOTT AG., which offers a single source solution for contract design, development, and manufacturing of rapid diagnostics devices to enable precise treatments and therapies for the diagnostic and life science industries. He is passionate about exploring innovative solutions that support companies developing highly complex clinical diagnostic and life science cartridges and components.

With an international career spanning more than 20 years, James offers expertise across a spectrum of the biopharmaceutical and medical device chains. His roles have included management positions with Pfizer Inc. and leadership roles at multiple medical device startups. James has a B.S. in Economics from the University of Southern Mississippi and an M.B.A. and Ph.D. in Economics from HHL Leipzig Graduate School of Business.



#### KRISTIN WAGNER

**Medtech Consultant**

Kristin Wagner is a seasoned MedTech business leader with experience across numerous clinical specialties, business functions and global markets. Her MedTech consulting practice, Veralur Consulting, has helped clients build and execute creative go-to-market strategies for the US market based on clinical need, reimbursement and healthcare system dynamics. Veralur's clients range from large multinationals to startups. Clients leverage Kristin's expertise across developing products & services as well as building businesses, including choosing design, development and supply chain partners and developing advisory boards and driving initial customer contracts. Kristin's most recent corporate roles include serving as M&A Integration Leader and Business Leader at Philips Medical. Kristin began her professional career at Draeger Medical Systems in 2005.

Kristin earned a B.Sc. in Communications and Psychology from Boston University and a M.Sc. in Management from Harvard University. She originally hails from Munich, Germany and has lived across the US and Germany.



#### ALEX ADAM

**Principal  
Hamilton Brook Smith  
Reynolds**

Alex Adam is a highly experienced scientist turned patent attorney who drafts and prosecutes patent applications in the fields of medical devices, biotechnology, life sciences, computer systems, electronics, imaging software, control systems, mechanical devices, telecommunications, and clean energy. He also has experience in trademark opposition and cancellation proceedings, patent litigation, due diligence, and providing invalidity and non-infringement opinions.

