



Vosfox Medical

From Corporate to Entrepreneur – a bumpy career

CAREER PROGRESSION FRAMEWORK



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Background



Born in 1971, Haarlem

My **great-grandmother** started a business making lampshades.

My **parents** took over the business.
The business went **bankrupt** in 1981.





Study



Thea studeert techniek

- University of Twente – Chemical Engineering
- Internship in Japan (6 months)

I was lost

- I knew what I did not want
- I did not know what I wanted



Universiteit Twente
de ondernemende universiteit



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First jobs



Boekelo Folien



Tarragona (Spain)



Horgen (Switzerland)




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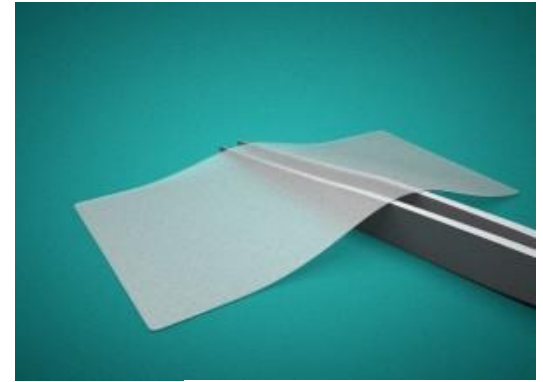


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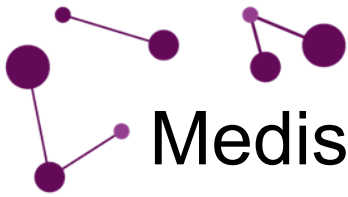
Medisse

- 
- Spin out Twente University 2006
 - Anti-adhesion barrier made of PTMC polymer
 - VC dealing
 - First bootstrapping to perform an in vivo trial
 - Signing of 1 million EUR investment cancelled
 - 1 million investment
 - Second round (1 additional investor onboard) of 3,3 million EUR including subsidies
 - Negotiations ca. 1 year – more between partners than with Medisse



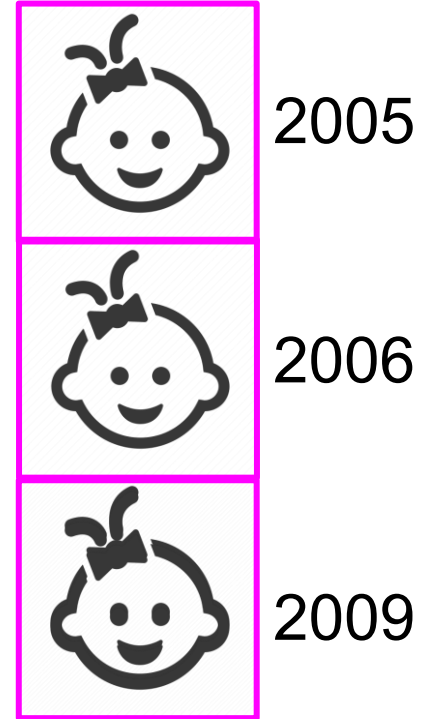
XMEDISSE
medical technology

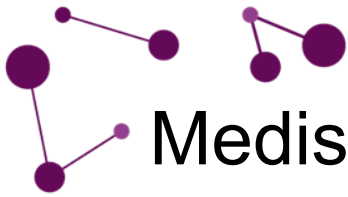




Medisse

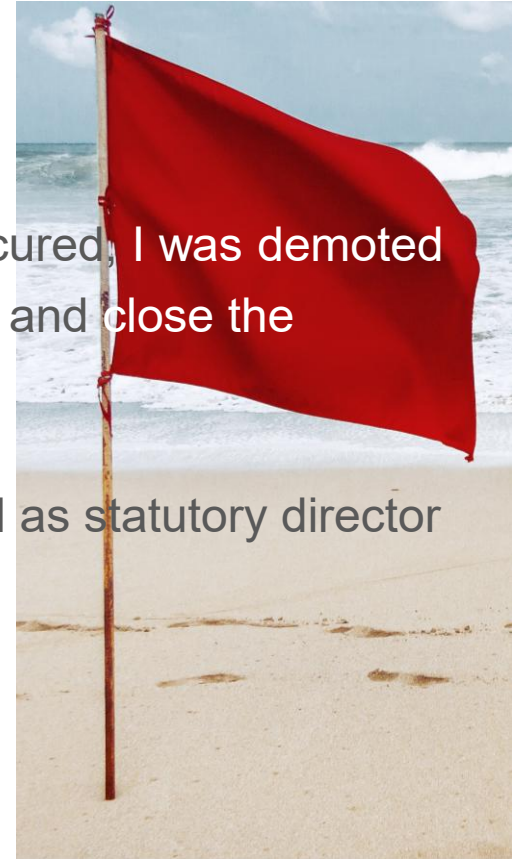
- Product development
- Try to outsource production
- Ended up setting up production
- ISO 13485 certification
- Clinical trial ongoing in 2 centres

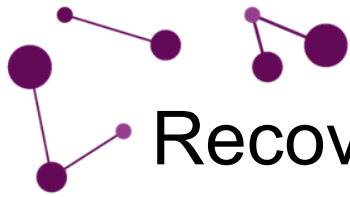




Medisse

- After the second investment round was secured, I was demoted
- After 10 years, investors wanted to sell out and close the business
 - Red flags
- 1 week before bankruptcy, I was dismissed as statutory director





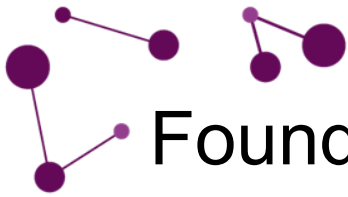
Recovery

- Almost a Burn-out
- Consulting
 - QA at contract manufacturer
 - Business case 3D printing



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Founding of Vosfox Medical

- Started 2017
- No investors (only FFF)
- Initially part-time – now 3.25 FTE
- Many hats
 - CEO
 - Business Developer
 - Purchaser
 - QA Manager
 - Packaging specialist
 - CNC specialist



Contract Manufacturer
Medical Devices and
Components

Sterile products
Low-Volume

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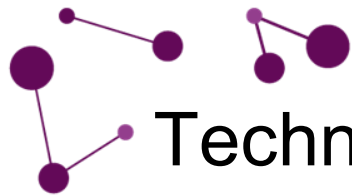
ISO 13485 – Cleanrooms

From (lab) sample
to clinical product

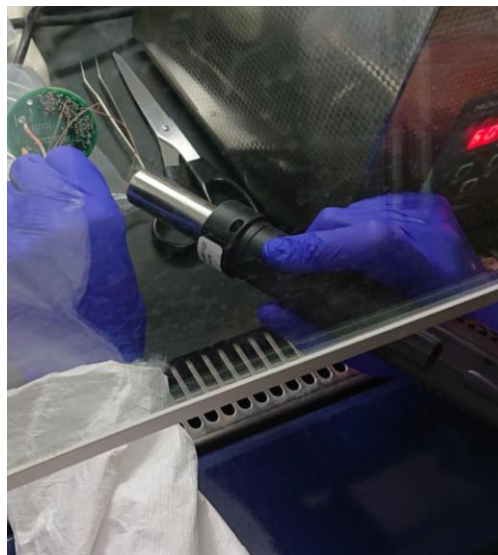
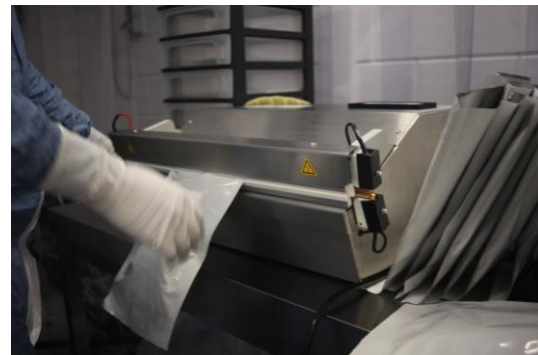
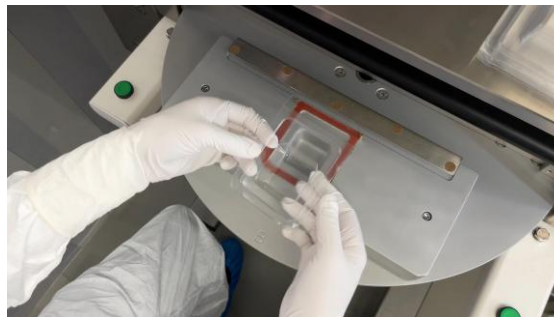
Full project
management or
selected services



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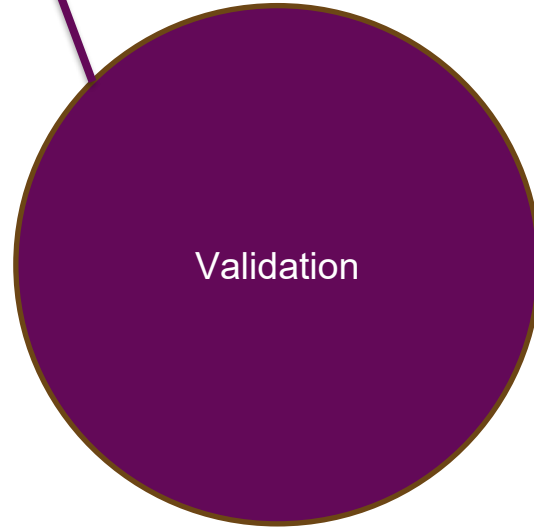
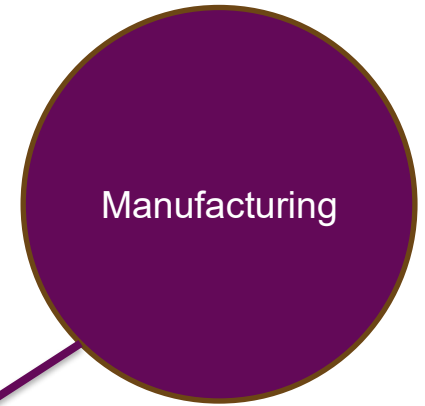
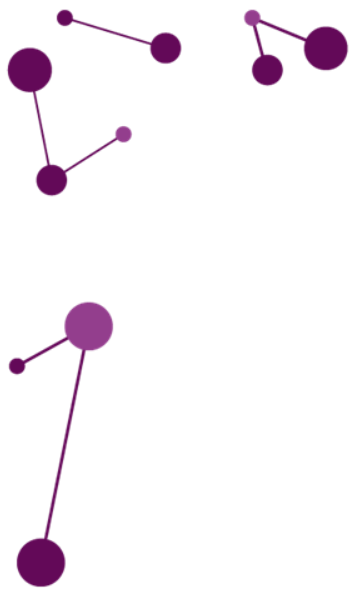


Technologies

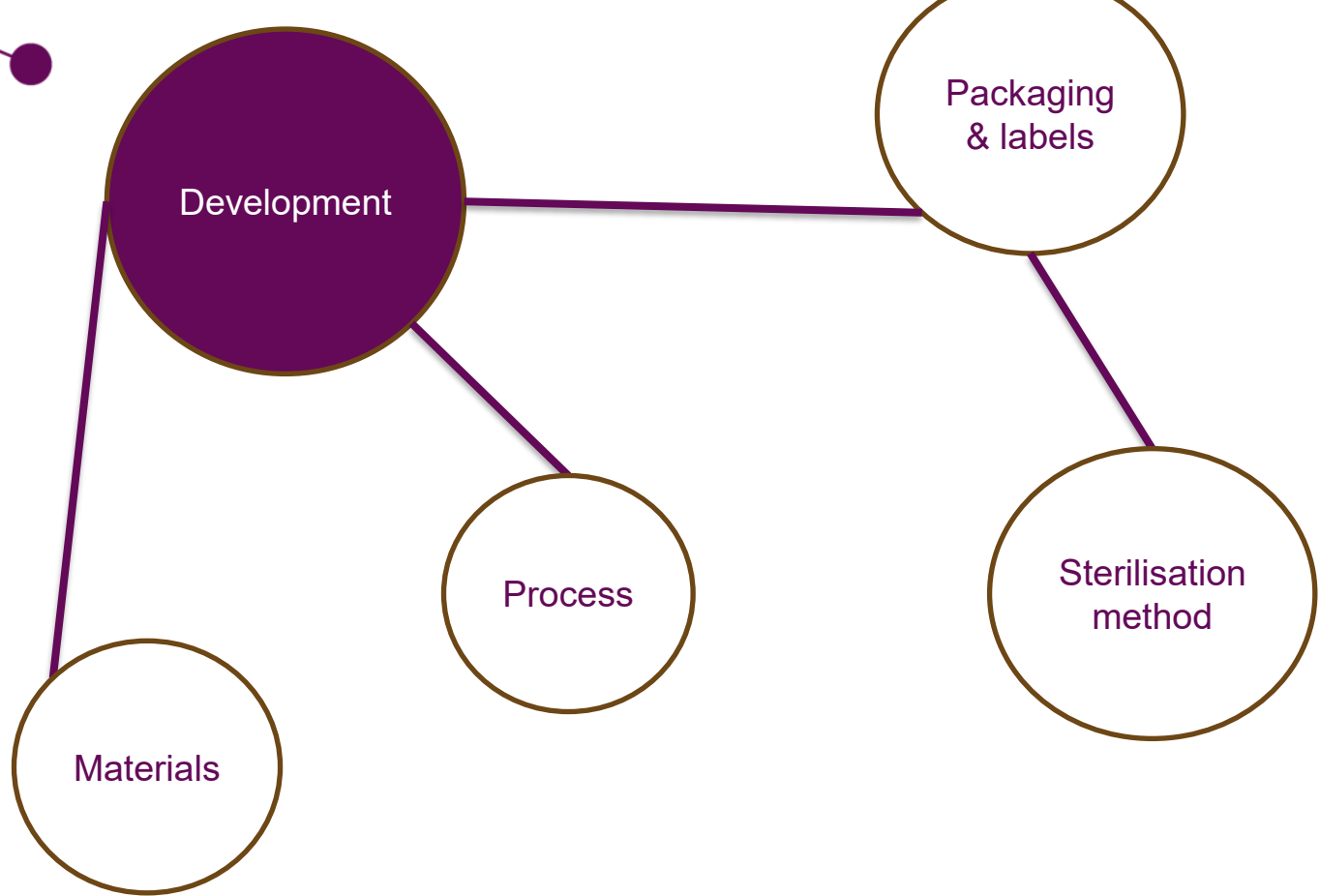


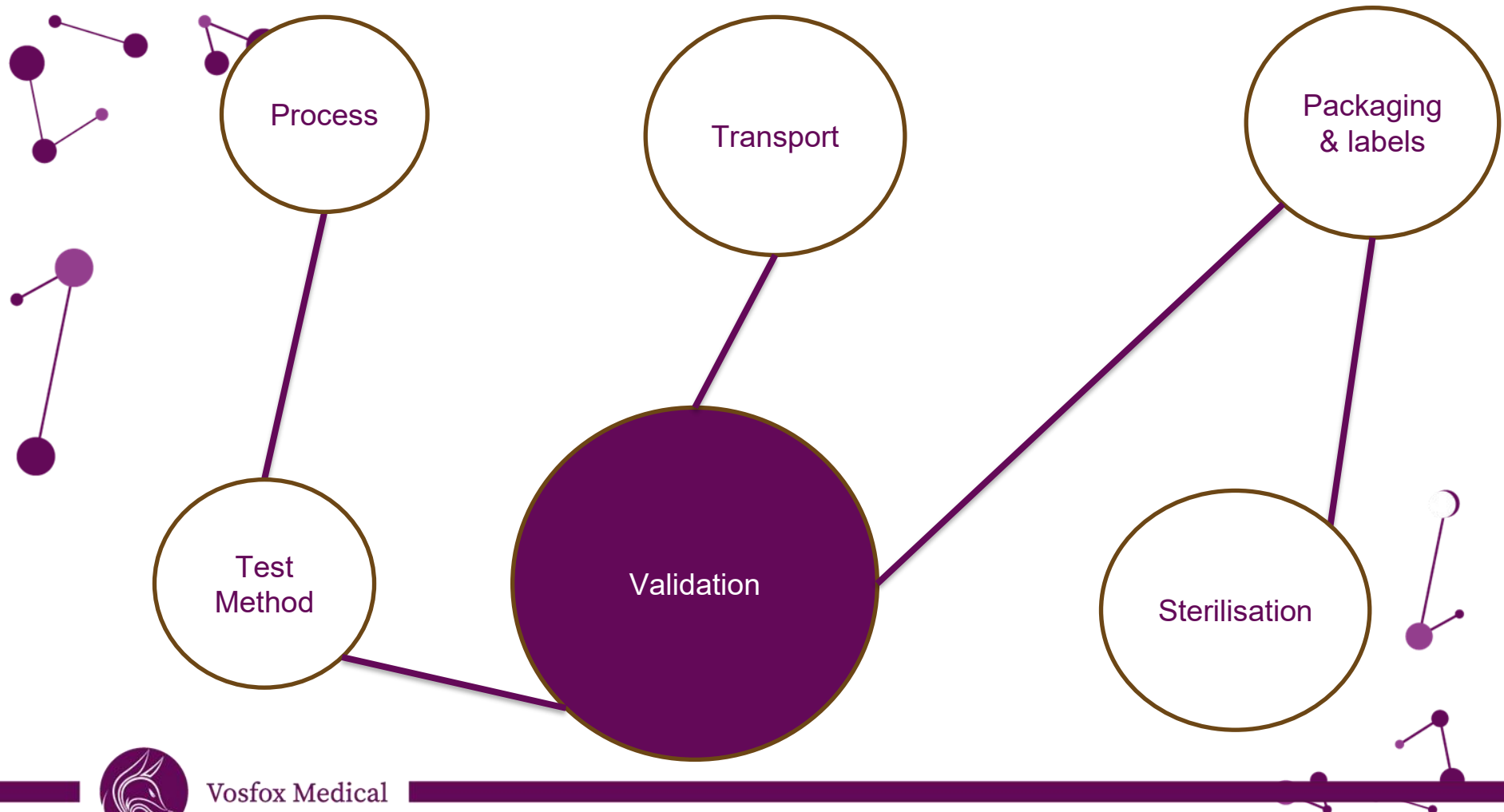
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Thank you

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