



**MEDICAL  
INDUSTRY  
LEADERSHIP  
INSTITUTE**

**CARLSON SCHOOL**  
OF MANAGEMENT

UNIVERSITY OF MINNESOTA

**The Medical Industry  
Valuation Lab**  
*Accelerating Innovation*



The Medical Industry Leadership Institute's Valuation Laboratory provides top-to-bottom analysis of medical technologies and their prospects in the market. The lab connects industry innovators with faculty and graduate students from the Carlson School of Management, the College of Liberal Arts, the College of Science and Engineering, the Law School, and the Academic Health Center who have both the academic credentials and practical industry experience to evaluate emerging technologies.

## A Wealth of Experience

Over 400 completed projects including: devices, software, biologics, methods, drugs, combinations, and business innovations.

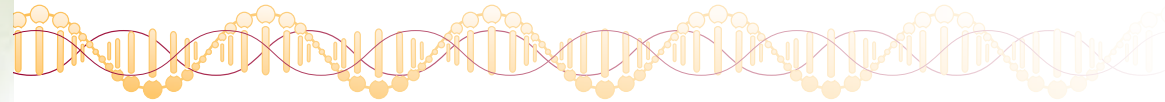
### Valuation Process



### Valuation Components

- ✓ Technology
- ✓ Market Size/Potential
- ✓ Competition
- ✓ Intellectual Property
- ✓ Regulatory Analysis
- ✓ Technical Evaluation
- ✓ User Evaluation
- ✓ Finance/Reimbursement
- ✓ Recommendation

*The Star Tribune says the Medical Industry Valuation Lab can “shine a bright light on the strengths and flaws of every invention.” Entrepreneurship.org reports the Lab addresses a key problem: “many technologies ... are not being commercialized fast enough.”*  
**With the Valuation Lab’s quick, concise, and professionally vetted advice, innovators can make informed decisions.**



In this secure environment, technology developers get unbiased market assessment of their emerging technology. MILI Valuation Lab clients receive a market analysis of their medical technologies and services to help determine potential for success in the marketplace.

The MILI Valuation Lab obtains a broad scope of high quality perspectives, distilling these into a market assessment white paper and in-person presentation that examines issues such as intellectual property, market size, regulatory approvals, reimbursement requirements, and financial return.

The MILI Valuation Lab has helped organizations and individuals from throughout Minnesota, across the nation, and around the globe. Let us help you in creating the medical industry’s next big thing.

### Trusted by Healthcare Leaders

Previous Valuation Lab clients include:

- Hospitals and clinics
- Medical device manufacturers
- Universities throughout the United States and across the globe
- Fortune 500 companies
- Healthcare start-ups
- Non-profit organizations

## How can I become a lab client?

Complete and submit intake and non-disclosure forms to get started today.

 [carlsonschool.umn.edu/miliValLab](http://carlsonschool.umn.edu/miliValLab)

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