

Diapason Consulting, a Strategic Expert Partner for Investment in Health Tech Startups

The health tech industry offers tremendous growth potential, but it also presents unique challenges. This whitepaper discusses how early stage investors can de-risk their investments and enhance their decision-making process by leveraging the expertise of a seasoned health tech consultant. This approach offers a strategic advantage in the complex and rapidly evolving landscape where digital technologies and AI offer mind-blowing opportunities but also raise risks hitherto unheard of.

Navigating this landscape requires an in-depth understanding not only of the market dynamics at play, but also of the regulatory environment and the specifics of regulated product development. Building trust in new technologies in spite of these challenges necessitates a thorough due diligence process to ensure sound investment decisions. This requires a comprehensive¹ review of the startup's technology, business model, clinical effectiveness and regulatory strategy.

" Pierre was ideal to help us understand the regulatory environment as we plan to launch a SAMD. He was always courteous and a thoughtful, considerate communicator. His understanding of the SAMD regulatory environment was just what we needed. I would be pleased to provide a reference for Pierre and can recommend him to anyone needing help to plan for strategic regulatory work. "

Pete Lomas, CEO, NotJustAPatch



As a health tech consultant with extensive industry and startup experience, I can play a pivotal role in this process. I can offer unique insights into the feasibility and scalability of the technology these startups are developing, providing a crucial advantage in the investment decision-making process. My expertise lies in several key areas:

Technical Due Diligence

With a solid background in medical devices development built on a multidisciplinary engineering and scientific education, I can evaluate the viability, scalability, and competitive advantage of a startup's technology, whether it is based on hardware, software, systems or processes.

Regulatory Landscape Analysis

Mapping the regulatory landscape can be challenging for digital health startups. Exclusion, exemptions, classifications, jurisdictions, registration...these are not the areas where most entrepreneurs have built their experience. And entrepreneurial drive and successful leadership come with optimistic bias². Unless a solid regulatory strategy has been reviewed - at least - or written by a recognised expert, it is very risky to assume that it is realistic.

" The hardest thing as a founder in the medtech space is putting it all together, and Pierre has been so helpful in showing how, in a practical way, this can be done. Rather than peddling generic technical advice, Pierre really coaches you through to develop the structure that works best for your specific business, device and stage of development. It has put Resonait in a much stronger position to move forward and bring our plans to reality. "

Cameron Higgins, Founder, Resonait Medical Technologies

¹ <https://www.gaits.org/>

² [Kahneman, Daniel, 1934- author. Thinking, Fast and Slow. New York :Farrar, Straus and Giroux, 2011.](#)

Risk Assessment

Having experienced first hand the challenges faced by several startups is a blessing when it comes to identifying and assessing risks. Firemen make the best safety inspectors. I can identify at the earliest the potential failure points in tech and in systems. In these times of heightened attention on technological safety, a health tech startup cannot delay the implementation of a robust risk management process - regulated or not. It is early in its growth that a company can effectively build the culture of methodological rigour required to reach the compliance benchmarks of this space - present or to come³.

" Pierre is a prompt, friendly, connected, and knowledgeable regulatory consultant passionate to enable startups to achieve their regulatory goals. He helped Radiotherapy AI find its feet regarding its Software as a Medical Device requirements and provided clear justification as to why the designated approach was required. "

Simon Biggs, Founder, Radiotherapy AI

" I highly recommend Pierre as a consultant for regulatory classification reports. His report on our Software as a Medical Device was clear, well-referenced, comprehensive, and accurate. Pierre's expertise and attention to detail ensured that our product met all necessary regulatory requirements. Working with Pierre was a great experience, and I confidently endorse his services. "

Serge Lauriou, CTO, My Medic Watch

Executive Team Evaluation

Having experienced various roles, from engineering intern and contract researcher to VP and advisor, in many multicultural teams on three continents and in diverse industries, I can bring a different insight on the dynamics of startup founding teams. Having practised and performed on multiple music instruments gave me a better understanding of music production; similarly, my professional experiences have made me a better advisor for executive teams and their backing investors to develop a harmonious relationship, and keep their delivery on tempo. Besides these specific skills, my work ethics and neurodivergent traits ensure these analytical activities are conducted with depth and rigour⁴.

In a Nutshell

Investors considering early stage startups in health tech, digital or physical, regulated or not, stand to benefit significantly from Diapason Consulting services.

My unique perspective and experience of startup innovations, integrated within a thorough due diligence process, provides investors with the insights needed to map the unique challenges and risks of this space, present and future, build more trust in the technology, and make better evidence-based decisions.



Learn more and contact me:

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³ <https://www.herbertsmithfreehills.com/insight/uncovering-the-future-of-ai-regulation-the-australian-privacy-act-review>

⁴ https://www.ey.com/en_au/forensic-integrity-services/how-to-get-the-benefits-of-a-neurodiverse-workforce