

MICHAEL RABIN

M.D. / M.B.A.

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EXECUTIVE PROFILE

High Tech / Biomedical

Business strategist, entrepreneur, executive manager, and investor with a unique combination of experience that facilitates all aspects of enterprise start-up or growth of established businesses. Background includes 8+ years of experience as **CEO, Founder / Co-Founder** and **Angel Investor** driving the start-up and leadership of high tech and biomedical companies. Earlier healthcare industry experience as a practicing M.D. and senior executive for a large medical practice.

In-depth experience in:

- ✓ **Identifying and evaluating new business and new product opportunities** as a veteran Angel Investor in biomedical and information technology deals.
- ✓ **Developing strategy and building the necessary teams and infrastructures to commercialize innovative products.** Assembled management teams and created business plans for several high tech products. Guided new products from concept through commercialization, including design, prototype development, testing, regulatory approvals, fund raising, and marketing.
- ✓ **Maintaining excellent relations and credibility** with lenders, investors, Boards, contractors and other stakeholders. Skilled at taking over stalled deals and moving projects forward where others have failed.

Key executive leadership and entrepreneurial skills include:

- Business Plan Development
 - Start-Up and Interim Executive Leadership
 - Opportunity Assessment
 - Board Relations
 - New Product Development
 - Prototype Development
 - Regulatory Approvals
 - Patent Process
 - Capital Raising / Investor Presentations
 - VC and Angel Funding
 - Negotiations
 - Marketing and Business Development
 - Management Recruitment
 - Technology, Computer Programming, Systems Analysis and Architecture
 - Web Design
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NEW VENTURE / PRODUCT COMMERCIALIZATION / DEAL EXPERIENCE

- Set and drive business strategy, create and execute business plans, and continually refine business concept for multiple start-up companies with a focus on information technology and medical technology as Founder, Co-Founder and CEO.
- Manage products from concept through commercialization. Design technologies and prototypes, complete testing and/or clinical trials, acquire FDA approval where needed, obtain patents, and secure funding. Designed an internet technology (patent #20060031899) and medical technologies (patent #6603464; Transdermal Cap - patent pending)
- Market new products and concepts. Created concept for Prepaid Content, Inc., invented the technology, designed sales/marketing collateral, and orchestrated product debut in Las Vegas at the 2005 InterNext Expo, the largest internet content tradeshow of its kind in the world; acquired 10,000+ sign ups for the product in first introduction.
- Negotiate employee contracts, advisory agreements and independent contractor agreements. Maintain relationships with key business partners, including financial institutions, investors, attorneys, industry experts, sales forces and operating groups.
- Recruit executive management teams and oversee companies with one to 50 employees. Assemble teams of internationally recognized medical experts, biomedical and engineering Ph.D.s, attorneys and top sales/marketing veterans as needed.

CEO – Transdermal Cap, Inc. – Cleveland, Ohio2006 to Present
Start-up medical device company with a transformational technology

Interim CEO – Prepaid Content, Inc. – Los Altos Hills, California2003 to Present
Early-stage company leveraging an internet technology that will allow online consumers to anonymously access subscription websites

Co-Founder – PathDX – Sacramento, California1999 to Present
An administrative and clinical pathology web-based ASP

Founder – Advanced Healthcare Technologies, Inc. – Cleveland, Ohio1998 to Present
Medical technology developer and medical management services provider

Founder – EKGVISION, Inc. – Cleveland, Ohio2002 to 2003
Company created to commercialize a medical technology from the former Soviet Union

HEALTHCARE / MEDICAL INDUSTRY EXPERIENCE

BAYLESS-PATHMARK, INC. – Cleveland, Ohio 1989 to 1998
(Hospital-based pathology group)

Chief Administrative Officer

Directed all administrative and corporate development functions as company grew from \$500,000 to \$15 million in annual revenue and from one to 11 locations. Drove rapid growth through acquisition of other physician groups and launch of a specialty lab in skin pathology. Provided leadership and guidance to 25 members and supervised 6 direct reports.

- ✓ Grew the Group from 2 pathologists at a single facility to one of the largest private practice groups of its kind in the country with 25 pathologists covering 11 facilities.
- ✓ Became a recognized expert in pathology practice management. Frequent speaker at national pathology meetings on the topic of pathology roll ups. Interviewed for *The Dark Report*, the leading information source for the clinical laboratory industry and the field of pathology.
- ✓ Positioned company for profitable sale and negotiated a mid eight-figure deal with a public company.

General Medical Practitioner – Various Clinics – Cleveland, Ohio 1989 to 1990

Medical Intern – The Cleveland Clinic Foundation – Cleveland, Ohio 1988 to 1989

Earlier technology experience:

Programmer / Systems Analyst – The College of Wooster – Wooster, Ohio 1982 to 1984

EDUCATION

CASE WESTERN RESERVE UNIVERSITY – Cleveland, Ohio

- **Master of Business Administration, Healthcare Management (1995)**
- **M.D. (1988)**

COLLEGE OF WOOSTER – Wooster, Ohio

- **Bachelor of Arts, Computer Science / Mathematics (1983)**

ADDITIONAL

President – International Angel Investor Institute-Ohio (www.neoangels.net) – Cleveland, Ohio ...2000 to Present

- Established an Ohio chapter of a Silicon Valley-based non-profit to network and mentor accredited investors on angel investing in high tech start-ups