

Finding capital to fund your (Companion) diagnostics SME: The VC perspective

The Interreg NWE project [Codex4SMEs](#) is proud to be able to organise this webinar with Tom Miller, founder of [Greybird Ventures](#), who is dedicated to invest in companies that can help to eliminate “trial and error” medicine with high-specificity diagnostics and generate value for patients, providers, developers of therapies, and those who pay for healthcare.

Agenda

Date: May 28th, 2019

14:00 – 14:05 Words of welcome and short project introduction

14:05 – 14:50 Finding capital to fund your (Companion) diagnostics SME: The VC perspective
by Tom Miller, Funder, GreyBird Ventures

Principles about what (companion) diagnostic SME’s need to do in order to make them attractive for VC’s

- How far does your technology need to be?
- What do you need to know about your market(s) / clients before going to a VC?
- How much VC money is available in the diagnostics area?
- How much do diagnostics SME’s normally ask for (and what do they need)?
- How do you approach a VC? Does this differ between countries / regions?
- How do you select “the right VC for your SME”?

14:50 – 15:15 Q&A

Speaker



Tom Miller

Tom Miller graduated from the University of Massachusetts at Lowell and then received a Master's degree in Medical Physics from Harvard University/MIT Health Sciences and Technology Program. Tom Miller then joined **Siemens Medical Systems**, where he became the first non-German CEO of a German factory and business unit. After 15 years, he left Siemens to take over the management of medical business of **Carl Zeiss**. After completing a successful turnaround, he joined **Analogic Corporation** as CEO. Tom Miller left the company to help establish and become CEO of **LightLab Imaging**, a leader in the field of cardiovascular optical coherence tomography. Subsequently, after a profitable sale of LightLab to a Japanese company, Tom Miller returned to Siemens, where he became a member of the operating board and CEO of Customer Solutions Division of **Siemens Healthcare**.

Tom Miller is a frequent speaker on healthcare technology and business at such venues as the National Press Club, the National Library of Medicine, the National Institute of Health, and the American Hospital Association. Sponsored by the American Hospital Association, Tom gave the **keynote speech on Sustainable Healthcare and Precision Medicine** at the Health Executive Forum in Arizona in 2013.

In 2013 Tom Miller founded **GreyBird Ventures, LLC** which is the world's first venture firm focused exclusively on solving the most critical diagnostic problems to accelerate the trend toward precision medicine.