CURRICULUM VITAE

Ulrich Gerhard Michel

Residence: Meerbusch, Germany
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Birthdate: 1961 in Germany
Education: Biomedical Engineering

Profile & Key Accomplishments:

Senior executive leader who thinks strategically and globally and who has keen judgment and decision-making ability honed by broad cross-functional, general management and international experience.

- *Builds high Performance Teams*
- *Leading through Vision & Values (Advocate for change to ensure profitable growth; successful integration of acquisitions)*
- *Strategic Thinking & Decision Making (validation and/or change of existing business models like key account management, inside sales programs & marketing structures)*
- *Inspire others through Leadership Presence, Communication Skills & Passion (excellent track record with consistently increased roles & responsibilities)*
- *Pioneer and Ambassador for new Breakthrough Therapies in the field of Cardiology (ICD, Heart Failure, Drug Eluted Stents, Structural Heart Disease)*
- *Associate Membership Heart Rhythm Society*
- *Co-author in more than 50 publications.*

Professional Career:

Michel Healthcare Consulting – Owner ***03/2013 – Present***

The Michel Healthcare Consulting firm is dedicated to medical devices and works with healthcare companies to develop better value for patients and providing innovative solutions to achieve their business objectives.

Boston Scientific – VP and General Manager Germany Group ***05/2010 – 02/2013***

Responsible for all operations, revenue growth and profitability of Germany Group. Planned, directed and led the execution of the country business strategies and achievement of key performance indicators that drove the growth of the overall business within the named countries across the matrix of functional areas including Marketing, Finance, Regulatory, Customer Services and Human Resources. Initially responsible for up to 20 countries (Germany, Austria, Switzerland, Eastern Europe and Israel). Turnover responsibilities amounted to 400 m€ (direct sales & distributors) for the sales areas Cardiology, Endoscopy, Urology, Gynaecology, Neurovascular and Neuromodulation. From 2011 forward new country hub segmentation and from there on 300+ employees with full P&L responsibility (turnover more than 300 m€).

Boston Scientific – VP Safety & International Clinical Operations ***02/2007 – 04/2010***

Key responsibilities: strategy development and proper execution of clinical research activities for the international geography. Including: Driving the use of medical, technical and scientific expertise in certain therapeutic areas to bring high quality and efficiency to the clinical trial development process for devices and/or therapies in the development pipeline. In addition, this function guided the efforts of post marketing trial and medical communication to support the analysis and communication of study data to health care providers and reimbursement agencies. Ensured full compliance to geographical and local policies and full clinical research delineation from any sales activity. Oversaw the Technical Service, Patient Management Operations and the Brussels Regulatory affairs for review of product experiences, product per-

formance report criteria and CRM/EP field action coordination to insure highest compliance for all regulatory and quality aspects in all the different EMEA geographies. Volume of the management responsibility was around 120 headcounts and a 35 m$ budget. Acted as head of the entire Brussels Facility, which also annually hosted 6.000+ internal and external training and meeting attendees.

Boston Scientific – Director Clinical Research EMEAC – CRM/CS ***05/2006 – 01/2007***
Position managed the EMEAC Clinical Research Group and was in charge of all aspects of clinical research studies in international (all geographies outside the United States) namely protocol generation, interactions with all geographies in order to determine agency requirements and data integration, study management and monitoring, publications, technical training of field force, ISO 14155 compliance, selection of investigators, reporting of results to the various regulatory agencies and to the headquarters, management of product flow during the course of the clinical investigation and all other aspects of clinical investigations. Post marketing surveillance and product performance was also part of the clinical group function.

Guidant EMEAC – Director Clinical Research EMEAC ***08/2004 – 04/2006***
This function oversaw designing, planning, developing and monitoring of clinical research evaluation projects for new indications, new products, product enhancements, and product process changes to ensure adherence to any and all applicable regulations, company policies, and any other applicable procedures for all CRM, VI (DES stent CE-approval Spirit I+II trials for Xience product), ES (Endovascular) and CS (Cardiac Surgery) businesses.

Guidant Europe EMEAC – Director CRM Clinical Research EMEAC ***04/2003 – 08/2004***
Integration of the clinical & research activities into one functional group
Add. Assignment MONT BLANC – Project Leader and Head of Program Office Team ***05/2001 – 12/2003***
Identifying operational and organizational opportunities in order to free up resources to fund the future growth of the organisation and defining the most attractive strategic growth options for Guidant EMEAC
Guidant/CPI Europe – Director Clinical Programs CRM Europe ***01/2000 – 04/2003***
Guidant/CPI Europe – CHF & Research Manager, Europe ***08/1996 – 12/1999***
Initiator & Coordinator of the first Heart Failure pivotal studies worldwide (PATH CHF I & II)
Guidant/CPI Europe – CPI European Research Coordinator Tachy and Brady ***07/1994 – 08/1998***
Guidant/CPI Europe – CPI European Clinical Specialist AICD ***05/1993 – 06/1993***
Guidant/CPI Giessen – CPI Sales Representative AICD Germany ***03/1990 – 04/1993***
Lilly MDD Germany for IVAC and Physio Control – Field Service Engineer ***04/1989 – 02/1990***

Patents:

German Patent: IPC: A61M 25/00
Vorrichtung zur transvenösen Kardioversion von Vorhofflimmern oder Vorhofflattern
United States Patent: Patent Number: 5.913.887
Device for the transvenous cardioversion of atrial fibrillation or atrial flutter including three coil electrode

Awards:

Circle of Champions *– Success Through People; outstanding performance in the areas of coaching and employee development in support of organizational excellence* ***2005 & 2004***
Certificate of Expertise in ICD *for demonstrating proficiency in ICD Implanting Techniques* ***1995***
Go Beyond the Expected *– QC-Customer Expectations* ***1994***
MDD Excellence Award *– Best Sales Representative* ***1992 & 1990***