



Q3, 2016

In today's medical technology industry, there's too much at stake to rely on guesses and hunches. Read this quarterly newsletter to learn key considerations to more effectively capture the full revenue potential of your medical technology.

News

Navigant acquires Dymedex Consulting

At Dymedex, we believe "knowing is everything". This is why we're excited to now be part of Navigant, to offer our clients access to even more industry knowledge, technology, and services.

Navigant—a specialized, global professional services firm—acquired Dymedex on September 1st. The entire Dymedex team, including founders Joseph Galatowitsch and Ross Meisner, joined the Navigant Life Sciences practice within the company's Healthcare segment.

Our proprietary market development tools and methodologies will expand Navigant's capabilities in the medical technology and life sciences industries. Navigant also plans to make Dymedex tools, methodologies, and expertise available to its healthcare clients.

As part of Navigant, we'll continue to uncover critical market insights to facilitate data-driven decisions. And we'll add a full range of professional services to help clients build, manage, and protect their businesses.

To learn more, [contact us](#).

Insights

CASE STUDY: Quantifying the market landscape

A large med-tech company with two successful, well-established implantable therapies had experienced years of very low procedure growth rates. Do either of the technologies have untapped growth potential? If so, how much? Learn what our rigorous, fact-based market analysis determined.

[Read the case study.](#)

Join Us!

Upcoming Events

We're sponsoring AdvaMed 2016 October 17-19 at the Minneapolis Convention Center. Come join Ross Meisner and a panel of med-tech CEOs at 8:15 AM on Monday morning at the Accel Leadership Seminar and hear how these leaders are creating value and working to communicate it to their stakeholders. More information can be found [here](#).

BLOG: No place for guesstimates in med-tech

In his latest blog, Joe Galatowitsch, Dymedex founder and Navigant managing director, shares why guesstimates make for exciting quotes and tasty news tidbits, but rarely add up to success for a medical technology.

[Read the blog.](#)

Knowing is everything.

As the pioneers of many breakthrough methods and frameworks, we help organizations more effectively assess, plan, and capture the revenue growth potential of a medical technology. Today, our proven approach is actively used and relied upon by both early stage ventures and the largest multinational medical technology companies.

About Navigant

Navigant Consulting, Inc. (NYSE: NCI) is a specialized, global professional services firm that helps clients take control of their future. Navigant's professionals apply deep industry knowledge, substantive technical expertise, and an enterprising approach to help clients build, manage, and/or protect their business interests. With a focus on markets and clients facing transformational change and significant regulatory or legal pressures, the Firm primarily serves clients in the healthcare, energy, and financial services industries. Across a range of advisory, consulting, outsourcing, and technology/analytics services, Navigant's practitioners bring sharp insight that pinpoints opportunities and delivers powerful results. More information can be found at [Navigant.com](#).



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