



EARLY EXIT ASSESSMENT

A Buyer-Informed Decision Brief for Early-Stage MedTech Companies



◆ The Question This Assessment Is Designed to Answer

Is an early M&A exit viable for this company, and if so, under what conditions and timing constraints?

The Early Exit Assessment provides an independent, buyer-informed perspective to support strategic decision-making before additional capital, time, or development resources are committed.

◆ What We Evaluate

*Each factor is assessed through strategic acquirers' evaluation lens of early-stage medical device targets

- Buyer-side risk perception
- Regulatory and clinical credibility
- IP posture and defensibility
- Commercial relevance & strategic fit
- Capital structure
- Exit timing and window sensitivity

◆ Who This Assessment is For

- Founder-led and physician-invented medtech companies
- Boards evaluating strategic direction or capital efficiency
- Investors reviewing portfolio companies or exit optionality

◆ Assessment Deliverables

Suitable for internal board/investor discussion

- Clear go /conditional /no-go assessment
- Identification of buyer categories
- Key risk and credibility gaps from a buyer perspective
- Explicit next steps recommendation

◆ How the Assessment Fits Into Broader Exit Strategy

- The Early Exit Assessment determines whether an early exit should be pursued
- The Early Exit Roadmap defines how to position the company if an early exit is viable

Engagement Terms

- Flat fee: \$3,750
- Duration: 2–3 weeks
- 100% credit toward the Early Exit Roadmap if engaged within 60 days

This assessment does not include buyer outreach, valuation, or transaction execution.

Contact

Principal: Amanda Cooper,
AE Cooper Medtech Ventures

Email: acooper@aecmv.com

Website: medtechmanda.com