

Lessons from Start-Ups and Spin-Offs

Dawood Parker

Melys AFS Ltd

ENTREPRENEURSHIP FOR SCIENTISTS AND ENGINEERS

Durban, South Africa

May 20-May 24, 2013



Entrepreneurship Workshop
Durban, South Africa
May 20-May 24, 2013



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Catheter-tip Oxygen Sensor.

Prior to 1950, the chance of survival
for a pre-term baby
of less than 1200g was nil.

A hand holding a thin, glowing rod against a dark background. The rod is held between the thumb and index finger, and it glows with a bright, yellowish-white light. The background is dark and textured, possibly a wall or a screen.

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Company Acquired.

Benefits:

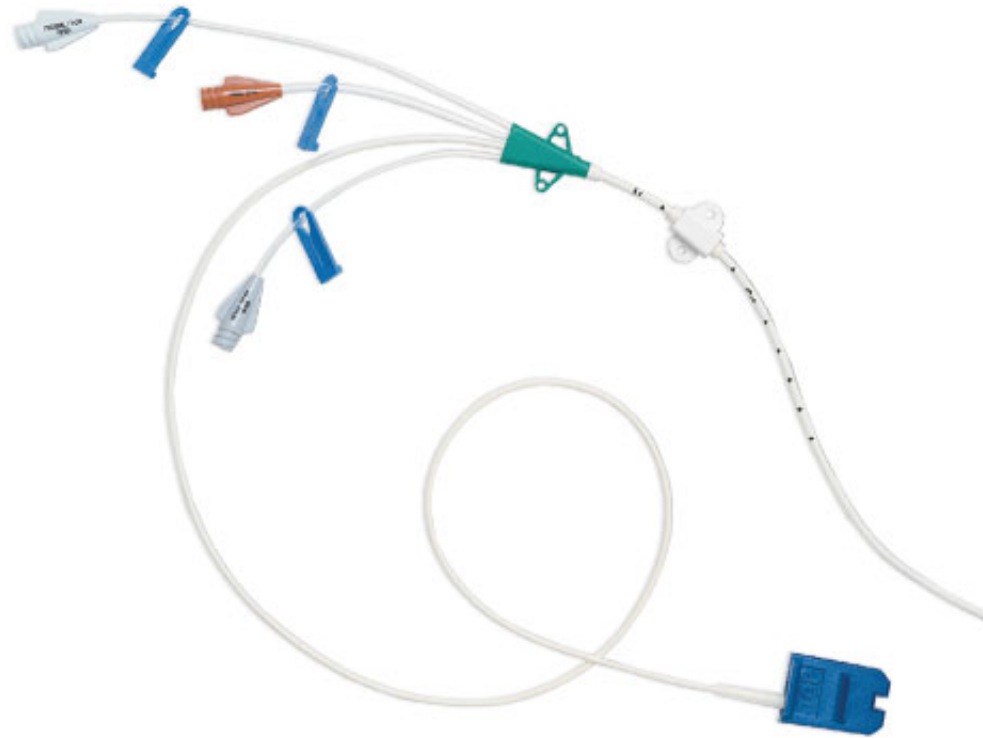
- Company acquired by US healthcare company
- cash payout to shareholders.
- Future of company in the UK assured through this acquisition.
- More than 50 jobs created locally.



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Oxygen Saturation Catheter



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Company Acquired

Benefits:

- Added value to a product which had already achieved a good market penetration.
- Technology acquisition price significant.