

J. Scott Adams

Principal

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Scott is a highly experienced senior healthcare executive with over 40 years of business leadership experience. His diverse background in healthcare includes general management, marketing, sales, business development, early stage ventures, acquisitions and joint ventures in the fields of medical: hospital supplies, disposables and devices; sleep apnea, emergency medical transportation services, and dental services.

Scott began his career in 1967 at American Hospital Supply Corporation in sales. After 2 years in the field he was recruited to be one of three people to be in a new corporate business development department. In the first 18 months he developed a business plan to build a Dental Laboratory Business, purchased a cornerstone dental laboratory with strong management and directed the purchase of 18 more dental labs. In 1974, he was promoted to President of the Dental Division.

In 1976 Scott was recruited by Abbott Labs to develop, grow and manage three Business Units: Anesthesia, IV Pump and IV Administration. Over the next 4 years he developed 3 generations of pumps and dedicated disposables and became the 2nd largest IV Pump manufacturer in the US. Scott identified Sorenson Laboratories as an acquisition candidate and directed its acquisition. In 1980 Scott became President of General Medical, a \$425M per year health care distribution company. In 1990 Scott relocated to California as President of ParaMed Technologies in Mt. View. Two years later, 1992, he joined Innerdyne as President and CEO. The company began as Interventional Thermodynamics to ablate the gallbladder. Scott was instrumental in the Company's exit to Tyco.

In 1995 Scott became President of Careline, the second largest EMS Provider in the United States. Scott helped to grow Careline to \$250 million in revenue, with the company operating in 22 states through the acquisitions of over 30 EMS providers. Careline went public in 1995 and exited to Laidlaw Corporation 1996 for an estimated value of \$350 million.

In 1997, Scott started Sleep-Solutions as CEO. Through his leadership the Company developed a complete testing system to diagnose sleep apnea in a home setting. Sleep-Solutions was the first company to get FDA approval for this indication. Scott holds patents on the base technology and the MediTrack data analysis system. In June 2001, Scott joined Thomas Fogarty, MD as the General Manager of Fogarty Engineering, which developed AAA grafts, heart valves, breast biopsies and anti restenosis drug delivery catheters.

Scott holds a Bachelors of Science degree in Marketing from Indiana University and serves as a board member of three companies: Revivant Corporation in Sunnyvale, CA, Starion Instruments in Saratoga, CA, and Endobionics in Hayward, CA. Scott was instrumental in the founding of both Revivant and Starion as along with their exit in 2009.