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Blue Slate's Consulting Service Focuses on Asian Dental Market
Current Client, Simpact Virginia, has Sights Set on Distribution in China

Aug 01, 2013, Parsippany, New Jersey – Blue Slate, LLC, a leading business development company focused on high-growth medical markets, announced today it is providing consulting services to Simpact Virginia, a dental implant company focused on distributing its U.S.-manufactured line of products in a rapidly growing Chinese market. Blue Slate will leverage its experience taking devices to market—including established network of industry professionals and resources—to support the dental company's work towards distribution.

Blue Slate's consulting services provides guidance in a number of areas, including, but not limited to, financial breakeven planning; operational system analysis and management; international registrations and regulatory assistance; and design and manufacturing analysis. Through its contract with Simpact Virginia, Blue Slate will be providing regulatory, engineering, and business development support, including help in submitting documentation to the SFDA for device clearance.

According to Michael Lyons, President of Blue Slate, recent changes in China's healthcare system and the growth of the middle class have driven up the demand for elective surgeries, including dental work. Blue Slate's consulting service will leverage the team's experience to provide Simpact Virginia with direction in specific area to help the company navigate the Chinese market. "Both established and startup companies need varying degrees of assistance from time to time," Lyons said. "In this instance, a U.S.-based company looking to distribute a U.S.-designed and -manufactured product in a foreign country. While this is unfamiliar ground to them, we have experience in the Chinese market and our insights will help Simpact Virginia adjust and be successful."

To learn more about Blue Slate's consultation service, or its portfolio businesses, please contact Matthew Lyons at (973) 316-9900.

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Founded in 2009, Blue Slate is a leading investor in companies focused on the growth of novel medical implants and technologies in the healthcare industry. The company has played an instrumental role in the start-up of several medical and orthopedic device companies, all focused on bringing novel products—from concept to completion—to market.