

# Commercial & Investor Readiness



Saabye | Consult

For MedTech companies that need senior business development leadership without hiring full-time

- ✓ MedTech Focus. Deep experience with device companies in regulated markets
- ✓ Flexible engagement. Fractional, project-based, ad-hoc.
- ✓ End-to-end. Pragmatic, fast moving approach anchored in real-world execution.

## Core Services



### Business Planning

Develop clear, compelling cases to secure investor confidence.



### Go-to-Market and Commercialization

Market analysis, partner mapping, and launch strategies that turn technology into traction.



### Strategic Partnerships

Identify, negotiate & implement commercial partner deals, including partner evaluations, term sheet drafting, and contract negotiation.



### Investor Engagement

Investor pitches, soft-funding applications, and due-diligence support that align with investor expectations.



### Board & Investor Deliverables

Well-structured analyses, presentations, and decision materials that strengthen board dialogue and ensure professional communication.

## About Rie Saabye

20+ years in regulated industries and MedTech commercial leadership, spanning global market leaders, fast-growth scale-ups, and investor-backed start-ups. Structured, collaborative, and execution-driven — with a track record of securing partnerships, building investor-ready business cases, and enabling successful market entry.

Experience from e.g.

Philips Healthcare, Ambu, 3Shape, Cystotech, EYE-GO, RSP Systems, Danfoss, Maersk.

### How we work together

- ✓ Fixed hours, or ad-hoc support
- ✓ On-site, or virtual collaboration
- ✓ Scalable engagement as your needs evolve

### Getting started

1. Contact me to discuss your goals
2. Initial meeting for mutual fit
3. Define scope, deliverables & timeline
4. Kick-off and start creating results

# 3 Reasons MedTech Start-ups/Scale-ups Choose Fractional Leadership



## Expertise on Demand

Access senior commercial and strategic capabilities without committing to a full-time hire.



## Faster Execution

Accelerate Business Development, partnerships, and fundraising with immediate, hands-on support.



## Capital-Efficient scaling

Adjust intensity to runway and milestones.  
Pay for impact, not headcount.