

Company Profile



Schulhauser Associates LLC was formed by Randal and his wife Lynn in June 2024 when Randal decided to conclude his full-time employment at Medtronic and accept a part-time contract focusing on the Medtronic Neurosciences. This also opened the door to business development, strategy, innovation, intellectual property, product development, entrepreneurship, and education consulting opportunities primarily in the MedTech Industry segment.

With 40+ years of experience working in the MedTech Industry (~40 years at Medtronic) and 20+ years residing in Arizona, Randal has unique skills and perspectives that will prove valuable to your MedTech organization. My job description for the past 10 years at Medtronic has been succinctly stated as; *“Figure out how medicine will be practiced 5 to 10 years from now and help Medtronic make decisions today to be relevant 5 to 10 years from now”*. To execute this job description, an assortment of skills has been honed over the years including:

- Developing strategic business plans and making recommendations on organic, inorganic, or hybrid investment(s) to implement the strategy.
 - Organic investment plans include cost modeling to deliver specific opportunities to the local and/or global market. Most recent examples: Vital NIM, Implantable Neuromonitoring.
 - Inorganic investment plans including strategic investments and/or acquisition. Most recent example: Sophono, Endotronix, Avertto.
 - Hybrid investment plans. Internal with 3rd party partnerships (trisensor). Intentional spinouts partnered with Fogarty Institute (Ryme Medical www.rymemedical.com , Boomerang Medical www.boomerangmedical.com)
- These plans were developed using a 3-step methodology I frequently had responsibility facilitating; i) futuring (what will be the future drivers over the time horizon of the strategic plan?), ii) strategy distillation (stratifying elements starting with hi-impact, hi-probability and triage appropriately), iii) wargaming (stress-test the strategy given the competitive environment to include scenario planning).
- Competitive landscapes
- IP landscapes
 - 50+ patents have been issued to Randal C Schulhauser
 - Additional 25+ patent applications filed at USPTO
 - 760+ citations
- As a physiologist, an electrical engineer, and a businessperson, I can interface competently with the 3 macro elements that make the MedTech Industry unlike any other – it’s a comingling of 3 essential strands of DNA – i) clinical/HC delivery component, ii) technology component, iii) business component.