



Email us:
steph@Faros.Med

Faros MedWorks

By TheraNova®

2026

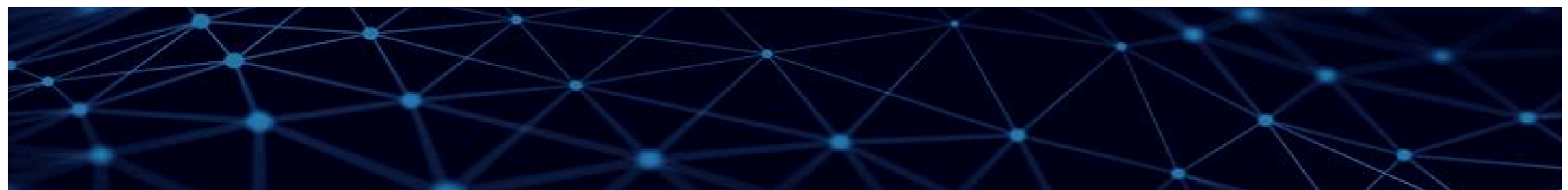
TheraNova.com/Faros

Integrated MedTech Innovation Partners

Who We Are

Faros MedWorks is a spin-out and partner of TheraNova® LLC, a leading Medical Device Venture Studio located in San Francisco, California. TheraNova has built over 20 medical device start-ups since its founding in 2003, developing deep expertise from early concept development through commercialization and M&A.

Faros MedWorks makes this same expertise available externally, partnering with external start-ups to guide their development and commercialization. Our team includes experts in engineering, IP, regulatory strategy, clinical development, go-to-market execution, and more, ensuring a seamless path from concept to commercialization.



THERANOVA IN NUMBERS

Built over

20

medical products, many of which were spun-off into independent, successful companies.

Raised over

\$400M

in VC funding (\$640M w/ M&A).

Secured over

\$35M

in non-dilutive (grant) funding.

Conducted over

30

clinical trials, including 1st-in-Human and Pediatrics. We've worked with 12 Tier-1 University Clinical Trial Sites.

Granted over

120

US patents, with numerous international & pending.

Received

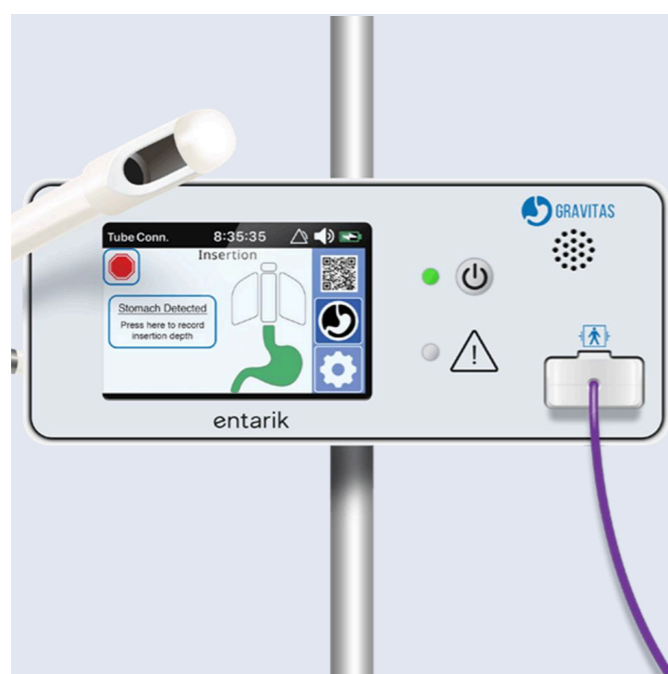
14

FDA Authorizations, including 2-PMA, 1-DeNovo, and 11-510(k). Plus 5 International (CE, MPPA) approvals.

Sample Projects

Our work **spans the full product cycle** from early-stage ideation through prototyping, clinical trials, regulatory approval, and commercialization. Throughout the process, we continuously work on the grants & venture fundraising, as well as patent filing and prosecution.

We **innovate across disciplines**, including wellness, screening, diagnostics, and therapeutics. We have created products across FemTech, Neuromodulation, Oncology, Orthopedics, Neurology, AgeTech, Pediatrics, Urology, and Gastroenterology.



FDA
2x Breakthrough
2x 510(k) Cleared

NIH
Phase II
CRP

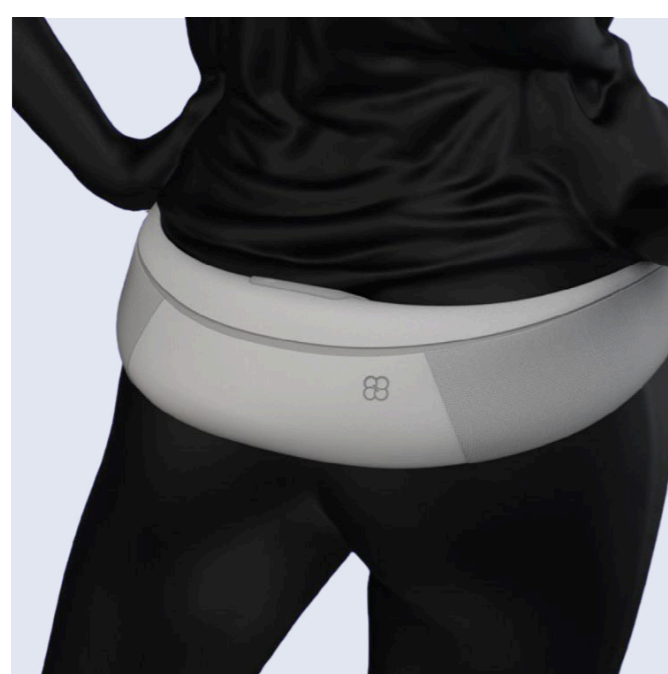
\$
Series B



FDA
510(k) in
progress

NIH
First in
Human

\$
Grant



FDA
Breakthrough
De Novo Granted

NIH
Phase
IIB

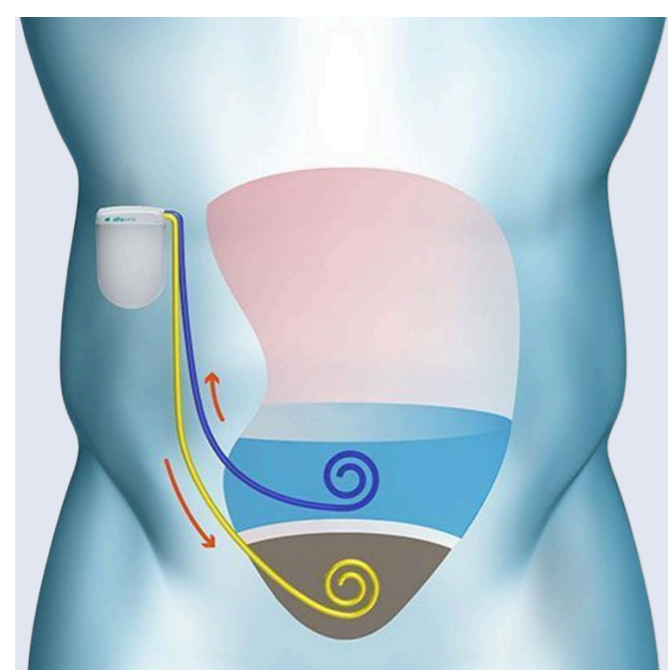
\$
Series A



FDA
De Novo in
progress

NIH
Tested with
100 patients

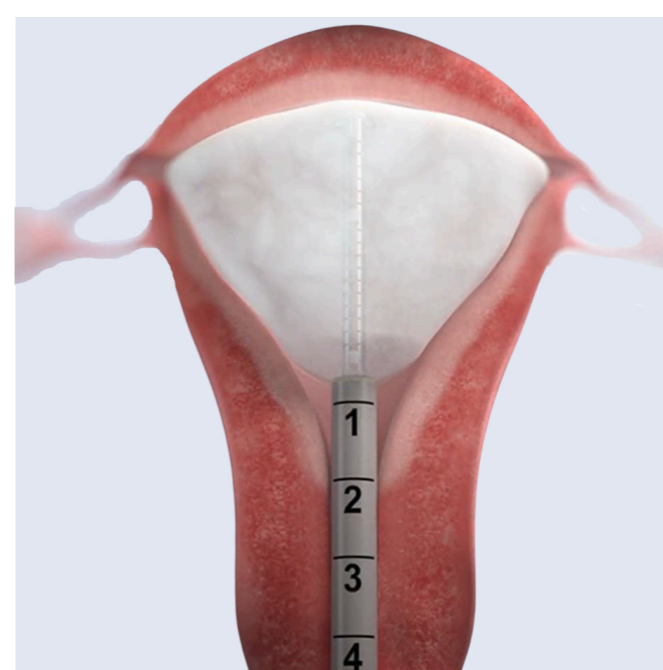
\$
NIH Grant



FDA
Breakthrough
PMA Approved

CE
CE
Mark

\$
IPO

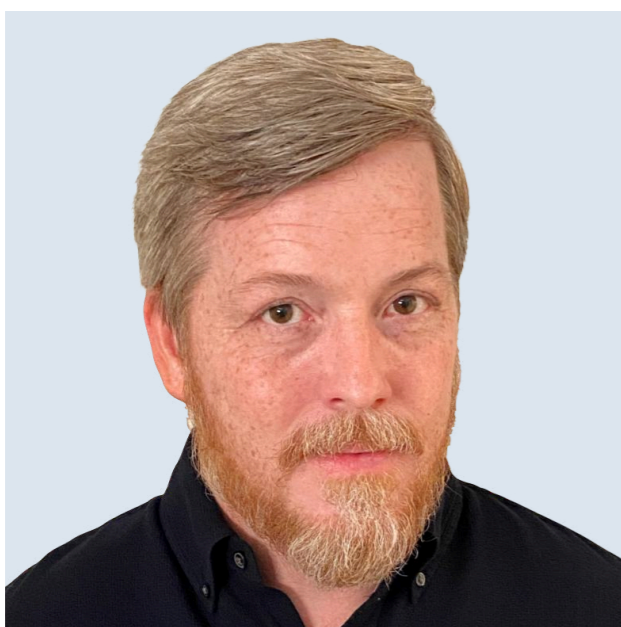


FDA
PMA
Approved

NIH
Phase II
Phase IIB

\$
Exit (M&A)

Program Leaders



Dr. DAN BURNETT | MANAGING PARTNER

Dr. Burnett is the CEO of TheraNova. He received his M.D. from Duke University and concurrently obtained an M.B.A. from Duke's Fuqua School of Business. Since 2006, Dr. Burnett has raised, or helped raise, over \$400M for the TheraNova spinoffs. He is an inventor on ~60 issued patents. He is also an adjunct faculty member in the Bioengineering Department and joined University of California San Francisco as an entrepreneur-in-residence with QB3.



ERAN STEINBERG | MANAGING PARTNER

Eran holds M.Sc. degrees in Imaging and Regulatory Science from RIT and Johns Hopkins. He is a serial founder/CEO with five successful exits, an inventor on ~300 issued patents, and an active investor and board member in early-stage companies. As a licensed USPTO patent agent, he brings deep expertise in regulatory and IP strategy. He is also an adjunct lecturer in Johns Hopkins' Biotech Entrepreneurship Graduate Program and at the Tel Aviv School of Medicine.



STEPH JUMP | PARTNER

Steph received her MSc/MA in Innovation Design Engineering from Imperial College London and the Royal College of Art, as well as dual bachelor's in Biomedical Engineering and Physics from Dartmouth and Vassar Colleges. Her career has spanned biotherapeutic research, healthcare business strategy, and early-stage product development. She has won multiple awards, including scholarships from the Royal Commission for 1851 and the Pokémon Company.

How we Work with Start-Ups

Faros MedWorks is an Integrated Innovation Partner offering two flagship programs for startups: Evaluation and Commercialization.

The aim is for participants to progress through the evaluation program and graduate into the commercialization program.

Evaluation:

For early stage-startups looking for strategic support bolstering their technical and commercial foundation

Commercialization:

For startups looking for more in-depth support building and commercializing MedTech products

Faros provides bespoke support from across the full MedTech lifecycle. We uncover critical gaps early, apply veteran expertise, and work side-by-side with your team to accelerate your growth. We customize the process to align with your unique goals, providing support in as many—or as few—areas as you require.

We have a specialty-agnostic approach, supporting start-ups across MedTech/Biotech, including prevention, screening tools, diagnostics, therapeutics, theranostics, wellness, and software (SAMd, CDSS).

Evaluation Program

We assess early-stage startups across six core areas, identify gaps, and strategize to overcome any barriers to success.

01

TECH VALIDATION

We assess the strength of your scientific foundation and pre-clinical data then provide strategic advice to bolster and validate your innovation.

02

PRODUCT MARKET FIT

We help transform technical breakthroughs into commercial products by validating market need, analyzing the competitive landscape, and attaining product market fit.

03

IP/BARRIERS TO ENTRY

We analyze the strength of your patents and your freedom to operate. Then, we collaborate with you to optimize your patent portfolio and file provisional patents.

04

REGULATORY (FDA)

We determine your product's regulatory classification and then guide you step-by-step through the optimal pathway (i.e., Q-Sub, STEP, Breakthrough, etc.)

05

INSURANCE

A strong reimbursement strategy ensures your product is accessible and financially viable within the U.S. healthcare system. We help you develop a plan to maximize coverage.

06

FUNDING

We help you become investor-ready and lead you through the funding process. We will introduce you to capital, whether non-dilutive grants (NIH, NSF, CDMRP) or dilutive (venture/CVC).

Commercialization Program

The Commercialization Program goes even deeper than the Evaluation Program. We provide hands-on support for anything from engineering to clinical trials and commercialization. The main offerings include:

01

DEVELOPMENT

We offer in-house design, development, and manufacturing support comprising software, electro-mechanical, industrial design, QA, and certification.

02

MARKET LAUNCH

This program moves beyond product market fit. We work with you to design and execute a full product launch campaign.

03

PATENT FILING

We develop a comprehensive patent strategy based on your business needs and draft the appropriate patent applications.

04

TRIALS/REGULATORY

As your CRO, we manage, coordinate, and execute your clinical trials.

We work with you through full regulatory processes (i.e., FDA's 510(k), De Novo, or PMA; CLIA LDT, CDSS, MDDT, Wellness, etc.).

05

INSURANCE

We qualify your device through the appropriate reimbursement code (i.e., CPT, HCPCS, DME) and, if needed, help you qualify for a new code.

06

FUNDING

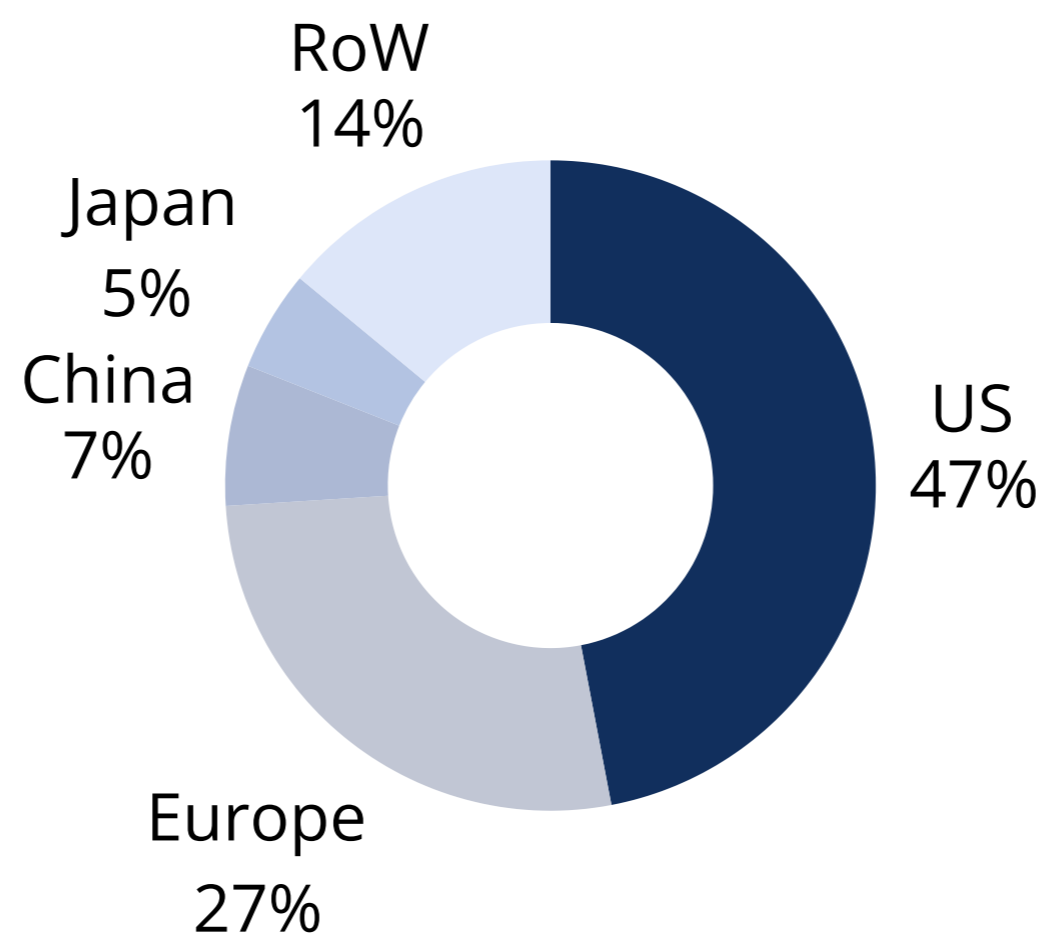
We will provide hands-on fundraising assistance, including: warm introductions, attending pitches, and term sheet negotiations.

A GLOBAL PERSPECTIVE

We specialize in helping foreign companies enter the U.S. market.

10-20X YOUR MARKET

The U.S. MedTech market is 10-20 times larger than the following 20 countries in overall revenue. Having a presence in the U.S. substantially increases the chances of successful entrepreneurship.

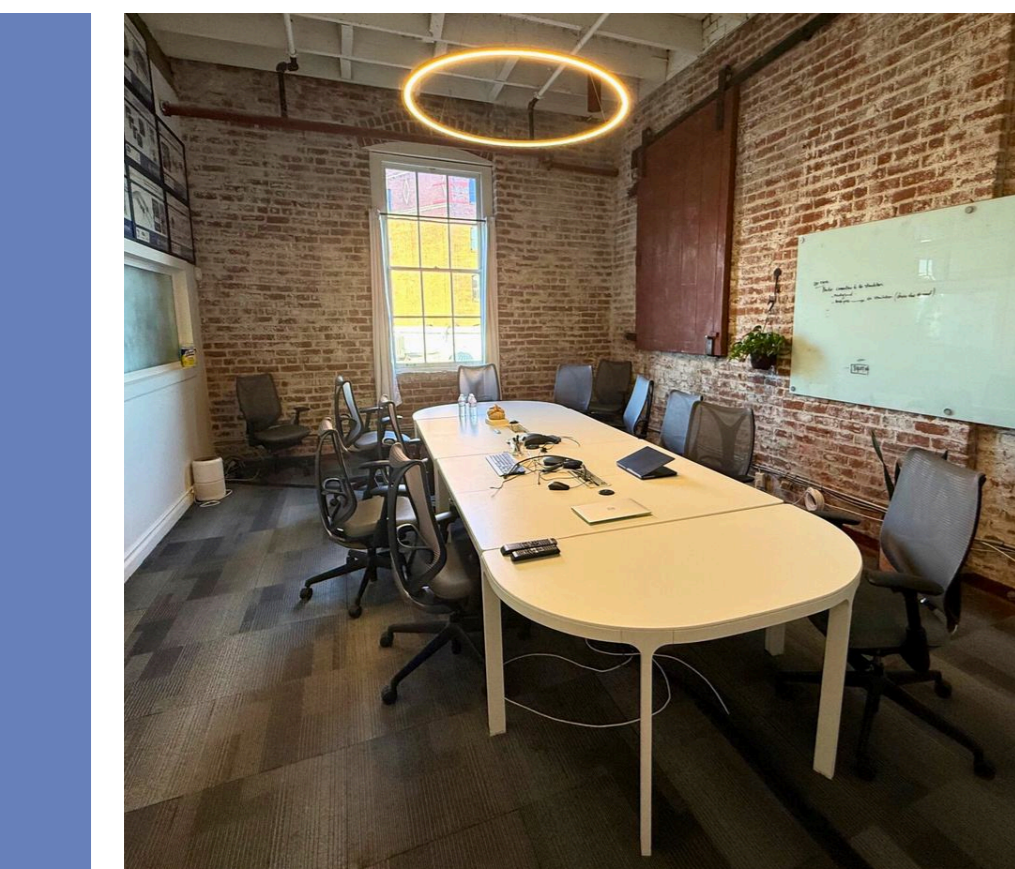
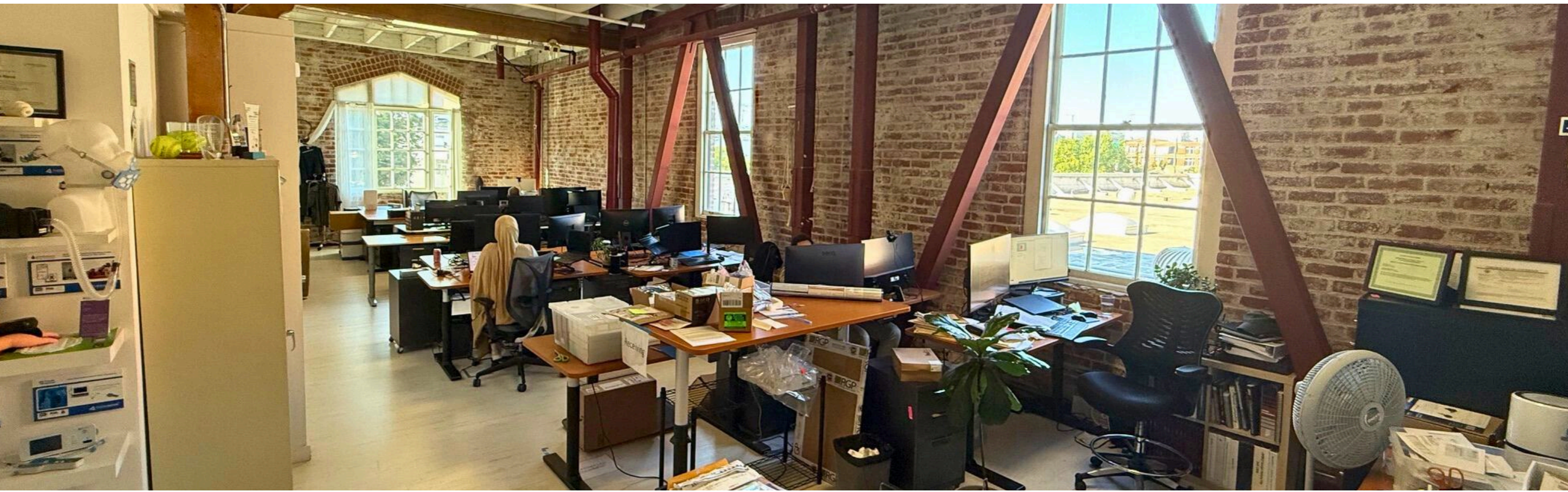


INTERNATIONAL EXPERIENCE

Faros MedWorks has worked with companies all around the world, including Japan, Korea, Taiwan, Singapore, Israel, United Kingdom, Germany, Austria, and Ireland.



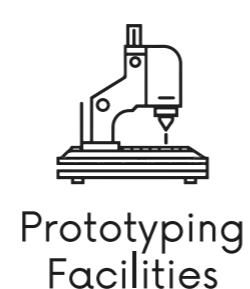
ESTABLISH YOUR U.S. BASE



We offer flexible workspaces in the design district of San Francisco.

Members have access to ergonomic desks with high-speed Wi-Fi, conference rooms with advanced AV, and a physical SF Bay Area business address with front desk services. Amenities include a kitchen, stocked snacks, catered Friday lunches, and a dog-friendly atmosphere. Technical teams can also access our prototyping facilities, including a Level 7 clean room and development tools.

PERKS



For Inquiries:

Email Steph
steph@Faros.Med

AVOID THE PITFALLS. ACCELERATE YOUR WINS.

With Faros MedWorks, there's no one-size-fits-all package. We tailor our programs to match your specific needs and development stage—whether you're looking for comprehensive, hands-on help or just strategic guidance, we meet you where you are and help you move forward.

THANK YOU

Please email us if you have any questions. We look forward to working with you!

ADDRESS

255 Kansas Street, suite 300
San Francisco, CA, 94103, United States

EMAIL STEPH

steph@Faros.Med

WEBSITE

www.TheraNova.com/Faros
