Jack M. Saladow 6 Sea Street Laguna Niguel, CA 92677 949/300-2862

SUMMARY:

Senior sales and marketing executive with over 33 years of experience in the healthcare industry. Experience has included corporate sales and marketing positions with large international organizations and executive level positions with healthcare start-up companies. Proven leader, recognized in the healthcare industry, with a wide range of experience identifying market and business opportunities, solving problems and implementing appropriate business strategies to maximize performance and profitability.

EXPERIENCE:

1988-Present Jack Saladow & Associates, Laguna Niguel, CA

President

I-Flow Corporation, Irvine, CA (1991-1992)*

Vice President of Sales and Marketing

TRIAD Medical, Inc., Laguna Hills, CA (1997-1998)*

Vice President of Marketing and Technology Managing Director, TRIAD Consulting Group

1987-1988 ICU Medical, Mission Viejo, CA

Vice President of Sales and Marketing

1983-1987 Omni-Flow, Wilmington, MA

Vice President of Sales and Marketing

1980-1983 Cutter Medical, Emeryville, CA

Marketing Manager, Infusion Systems

1974-1979 McGaw Laboratories, Irvine, CA

National Sales Training Manager 1978-1979
Territory Sales Manager 1974-1978
Customer Service Manager 1974
Sales Administration Manager 1974

PROFESSIONAL ACTIVITIES:

Article: "Improving the Continuity of Care: New Infusion Pump Technologies", Home Infusion Continuum, August 2007 (co-authored with Barbara Prosser, RPh)

Article: "Ambulatory Infusion Pump Technologies: New Developments and How They Might Affect Alternate Site Care". *INFUSION*, July/August 2007

Presentation: "Infusion Pump Technologies: Update and Future Outlook" National Home Infusion Association Annual Meeting, Houston, TX, March 2005

Article: "Trends in Ambulatory Infusion Pumps" INFUSION, July/August 2004

Article: "The Use of Vascular Access Devices with Needle Safety Features" Journal of Vascular Access Devices, Fall 2002

Article: "Delivery Device Update" INFUSION" September/October 2002

Article: "Infusion Device Technologies: Consolidation & Change" INFUSION, June 2000

^{*} For a short period I joined client's staff on a full time basis, following completion of that activity I resumed my consulting business activities on a full time basis.

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Presentation: "Technologies Role in Alternate Site Infusion Therapy" Association for Advancement of Medical Instrumentation Annual Meeting, San Jose, CA, June 2000

Presentation: "Infusion Technology Update: Devices and Drug Delivery Options" American Society of Health-System Pharmacists, Home, Hospice and Long-Term Care Meeting, Chicago, IL, August 1999

Article: "History in the Making" INFUSION, June 1999

Presentation: "Asset and Inventory Management", Eighth Annual National Home Infusion Conference, Ft. Lauderdale, Florida, May 1999

Article: "Where do we go from here" INFUSION, June 1998

Presentation: "Technology and Its Future Impact on Infusion Therapy", Eleventh Annual NAVAN Meeting, Philadelphia, Pennsylvania, September 1997

Presentation: "Technology and Its Future Impact on Alternate Site Healthcare Delivery", Eighteenth Annual Ross Roundtable on Medical Issues: "Nutrition Intervention in Home Care: New Paradigms for Quality Patient Care", Del Mar, California, June 1997

Presentation: "The Future Applications and Impact of Technology in Home Infusion", California Society of Health-System Pharmacists, Spring Symposium: "Focus 97", Los Angeles, California, April 1997

Article: "Technology Trends in Pain Management", INFUSION, December 1996

Article: "Welcome to the Twenty-First Century: Technology and Telecommunications are Poised to Change American Health Care", *INFUSION*, September 1996

Article: "Infusion Devices: The Newest Products and Features", INFUSION, June 1996

Presentation: "The Future Role of Technology in the Delivery of Infusions", National Home Infusion Association Annual Meeting, Philadelphia, Pennsylvania, May 1996

Presentation: "Future Role of Technology in the Delivery of Infusion Therapy" Annual Clinical Update Meeting, Vital Care, Inc., Destin, Florida, March 1996

Presentation: "Selecting a Nutrient Delivery Device for the Alternate Site Setting", 20th Clinical Congress American Society of Enteral and Parenteral Nutrition, Washington, D.C., January 1996

Article: "Making Sense Of The Options - Enteral Infusion Pumps", INFUSION, December 1995

Presentation: "The Future Role of Technology in the Delivery of Infusions", 30th Annual American Society of Health-System Pharmacists Midyear Clinical Meeting, Las Vegas, Nevada, December 1995

Article: "Making Sense Of The Options - Stationary Infusion Pumps for Use in the Home", *INFUSION*, September 1995

Article: "Making Sense Of The Options - Ambulatory Electronic Infusion Systems", INFUSION, July 1995

Presentation: "Selecting A Drug Delivery Device: What You Need to Know", National Home Infusion Association Annual Meeting, Dallas, TX, May 1995

Article: "Making Sense Of The Options - Antibiotic Delivery Systems", INFUSION, April 1995

Article: "Managed Care and Technology - A Critical Partnership Under Scrutiny", *The Remington Report*, March 1995

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Article: "The Future Role of Technology in the Home Infusion Therapy Market", *The Remington Report*, January 1995

Presentation: "Home Infusion Therapy Industry: Keys to Success in a Managed Care Environment", HITCO/ASPEN Southern California Regional Meeting, Anaheim, CA, November 1994

Article: "Home/Alternate Site Drug Infusion Market Update", MedPro Month, October 1994

Presentation: "Healthcare Worker Protection - A New Challenge For The Healthcare System", Biomedical Business International Conference on High Growth Infection Control Markets, May 1988

Member: U.S. Healthcare Delegation to the People's Republic of China, September 1986

Presentation: "An Overview of Flow Control Systems", People's Republic of China, September 1986

Presentation: "IV Flow Control Systems: Challenge, Change and Future", American Society of Hospital Pharmacists Mid-Year Clinical Meeting, Dallas, Texas, December 1985

Presentation: "The Challenge of Multiple Medication Therapy", National Intravenous Therapy Association Annual Meeting, May 1984

Member: AAMI Standards Committee for the development of safety and testing requirements for infusion pumps and controllers, 1982 - 1986.