



Boosting Innovation

## LabToMarket:

A one-stop-shop to bring innovation into the marketplace.

- The company, based in Portugal but with international reach, aims through its services at creating and building an ecosystem that promotes and facilitates innovation and entrepreneurship in healthcare and beyond.
- Our mission is to make sure the scientific knowledge from researchers and early start-ups reaches patients, by engaging all stakeholders and guaranteeing full and high-level quality support in each step of the way of the innovation cycle.
- LabToMarket is the right solution to take your product or service to consumers and business partners, making you a successful sciencepreneur.

TECHNOLOGY TRANSFER:

IP – REGULATORY – MARKET VALIDATION – LEGAL

BUSINESS CONSULTANCY:

PROOF OF CONCEPT – STRATEGY – BUSINESS & FINANCIAL  
MODELS – MARKETING & COMMUNICATION – MARKET ANALYSIS -  
INTERNATIONALISATION

ACCESS TO FUNDING:

EU/PUBLIC GRANTS – VCs – BUSINESS ANGELS – SPECIALISED  
INVESTORS – PITCH PREPARATION

THE NETWORK





**David Magboulé**

After completing his degree in **Biology from the University of Nottingham** (UK, 2004), David developed his Sales and Business Development skills in the Pharma, Medical Devices and Biotech industries, quickly growing into managerial positions.

After a short experience at **Italfarmaco as a Pharma Sales Rep**, and an internship as **International Biz Dev in Imbiosis**, a Spanish Biotech, David fell for **Marketing via Allegoria**, a qualitative marketing consultancy company based in Paris.

In 2008, he became Marketing Manager for Spain and Portugal of Kodak's Health Division - the leading Medical Imaging company **Carestream**. In 2013 he moved to FUJIFILM's ultrasound company, **SonoSite**, leading markets such as Portugal, Spain and Italy. When he returned to Portugal, in 2014, he worked as a healthcare consultant for the think tank **Hospital do Futuro**.

Later, in 2015 he joined **BACK Communication as Head of Strategy**, defining strategies for local and multinational companies acting in Portugal, Mozambique, Angola and South Africa. David also implemented the agency's Digital department. As of May 2017, David joined **Torke CC as a Strategic Ideator** to take the agency's efficient and collaborative co-creation methodology to new markets and businesses.

With over 10 years experience across the full scope of the health sector (Biotech, Pharma, Medical Devices) and a global network of contacts, David's primary goal today is to push health sciences innovation forward, by promoting entrepreneurial and go-to-market strategies amongst the young and talented researchers in Portugal and abroad.

And to accomplish this he has been a mentor for several health start ups and recently **founded LabToMarket**, in November 2017.

## Programs:

## Start-Ups:







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