

## TODD KRUEGER

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### EXPERIENCE

- 2002-Present **RTK Group** San Francisco, CA  
*Principal, Co-Founder*  
Founder of strategy/business development consulting firm.
- Analyzed life science tools market for Pequot Ventures for investment opportunities. Identified investment opportunities and facilitated meetings with target companies. Company negotiations are ongoing.
  - Performed market, management and technical due diligence for Pequot Ventures for various prospective life science investments. Recommended not investing in target companies.
  - Analyzed cell imaging market for Bio-Rad for the purposes of market entry.
  - Developed strategy and wrote business plan for ultrasonic hair removal company. Facilitated meetings with prospective VC's. Company has chosen to progress technology internally until proof of concept is met.
  - Served as Interim Chief Executive Officer for obesity device company. Developed business and product development plan. Intellectual Property problems have put company progress on hold.
  - Wrote business and financial plan for microwave prostate shrinkage service company (TUMT). Analyzed doctor economics, reimbursement issues, and patient demographics. Company is under development.
  - Developed life science strategy for Intel Corporation.
  - Led evaluation of proteomics and biomarker service opportunity for Surromed. Studied competitors, customers and costs associated with the business. Created marketing message for biomarker service business.
  - Identified and facilitated business development and investor meetings for French oncology company.
  - Developed life science licensing to start-ups strategy for University of Minnesota tech transfer/business development office. Analysis included deal terms and marketing efforts; Strategy is being implemented.
- 1999 - 2002 **Fluidigm Corporation (formerly Mycometrix Corporation)** South San Francisco, CA  
*Co-Founder, Chief Financial Officer (5/01), Vice President of Business Development (5/99)*  
One of three founders of microfluidic chip manufacturer. Company raised \$55M dollars from Versant Ventures, Interwest Partners, Lehman Brothers, Glaxo SmithKline, Singapore EDB, GE Capital, Piper Jaffray, Lilly Bioventures and Technogen (Zaffaroni's fund). In 2002, company had 75 employees and generated revenue.
- Responsible for, or involved in, all non-technical areas of company: strategy, business development, fundraising, finance, real estate, operations, human resources, marketing, and public relations.
  - Created strategy during initial phases of company formulation and first round Angel investment. Scripted first three business plans. Responsible for on-going strategy that enabled company to raise venture capital.
  - Analyzed implantable drug delivery, fuel cell, genomic, proteomic and cell based assay markets for potential product opportunities.
  - Responsible for technical presentation to potential partners and negotiating deal terms. Negotiated and closed company's first partnership.
  - Responsible for all aspects of finance, including establishing infrastructure, board presentations, budgets, and forecasts; P&L, financial audits, treasury, negotiating and closing \$4M in equipment loans and \$3M in facility leases, establishing financial policies and procedures.
  - Presented to 10 Venture Capital firms of which 3 are current investors.
  - Responsible for corporate naming, logo, public relations, and branding.
- 1996-1999 **TKS Consulting Group** San Francisco, CA  
*Founder, Principal*  
Founder of strategy/business development consulting firm. Company closed 5/99 in order to start Fluidigm.
- Led operational cost reduction project for \$300M property and casualty insurance company. Managed 6 teams and 30 team members across all operational and functional departments. Restructured sales, claims, and marketing departments. \$20M in cost taken out in first year.
  - Analyzed health insurance providers to identify opportunities to grow Medicare business. Wrote business plan for healthcare teleservicing business. Modeled all aspects of business to determine capital requirements, cash flows and EPS. Call center currently has 100 seats.
  - Developed and wrote business plan for Kanisa, a knowledge management software company. Analyzed market opportunities and created product entry strategies. Company received funding from Sierra Partners.

- 1995-1996      **The Boston Consulting Group**      San Francisco, CA  
*Consultant*  
  - Performed strategic and operational analysis for Visa, Consolidated Freightways, NEC and Packard Bell.
- 1994      **McKinsey and Company**      Los Angeles, CA  
*Summer Associate*  
  - Directed taskforce focused on increasing product sales of Amgen's EPO through increased patient longevity. Interviewed Nephrologists to determine best clinical care practices. Practices later rolled out nationally.
- 1990-1993      **Bain and Company**      Boston, MA  
*Consultant, promoted from Associate Consultant, 1992*  
  - Healthcare engagements:
  - Screened medical device acquisition candidates for Biogen. Advised company not to do acquisition.
  - Analyzed heart valve market for replacement of Bjork-Shiley heart valves.
  - Identified surgical procedures with favorable outcome, reimbursement and doctor adoption for potential Baxter/Pharmaceutical kits. Worked with health insurers and doctors to determine best candidates.
  - Created concept of modular surgical kits for Baxter Healthcare. Product is currently part of company portfolio with over \$10M in sales in first year.
  - Other engagements: Employee retention and productivity for Iowa Beef Processors, marketing for Anheuser Busch, cost reduction and overseas outsourcing for Zenith Data Systems, relative cost analysis for Canadian Pacific Express and Transport, salesforce productivity for Schwan's, trade marketing strategy and implementation for Philip Morris.

## EDUCATION

- 1993-1995      **J.L. Kellogg Graduate School of Management, Northwestern University**      Evanston, IL  
*Master of Management in finance and strategic decision making, June 1995.*
- 1986-1990      **Northwestern University**      Evanston, IL  
*Bachelor of Arts in economics, June 1990.*  
  - Graduated Highest Distinction, Congressional Scholar and Phi Beta Kappa.
  - Pitcher, Varsity Baseball Team.

## OTHER

Co-founder of TWIST, a Bay Area network for Biotech, MedTech and Healthcare professionals spanning entrepreneurs, venture capitalists, scientists and service providers.

Advisor to Former Mayor of San Francisco Willie Brown's economic development office. Advisor to Mayor-Elect Gavin Newsom's biotech campaign platform.

Board of Director, National Marfan Foundation. Co-founder of Heart of the Bay Charities, which has raised over \$50,000 for the Have-A-Heart Emergency Room campaigns.

Junior Member of Tenex Medical, healthcare focused angel investment group.

Speaker at Kellogg's Business of Healthcare and Biotech conferences and NanoSIG conference.

## PERSONAL

Avid San Francisco Giants fan. Enjoy guitar, color photography, skiing, barbecuing, coaching Little League and '65 Convertible Mustangs. Traveled to 58 countries, 48 states, and 7 continents.