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The UCSD Program in Technology and Entrepreneurship

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From: Barbara Bry, Director of Programs, CONNECT 552-0649

CONNECT would like to invite you to participate in **Springboard**, an exciting new CONNECT program whose goal is to help very early stage entrepreneurs with their business plan. At least once a month, CONNECT is inviting an entrepreneur to make a presentation to a select group of CONNECT sponsors who will provide feedback and suggestions on the next steps the entrepreneur should take.

Our next meeting is set for Thursday, November 18 from 7:30-9 a.m. in CONNECT's new conference room. The presenter will be Dr. Kurt Gehlsen, president of Trauma Products, which specializes in the development and commercialization of new proprietary products for trauma and emergency care. The lead product is a plasma volume expander blood substitute that has completed phase three human testing clinical trials.

At the meeting, Dr. Gehlsen will make a 20-minute presentation which will be followed by your comments and recommendations. We ask that you be candid in your assessment of his business plan. Please call me at 534-6330 if you have any questions and to let me know if you can attend.

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*Just to say
- 11/18/93
DFJ*

OGGEL, CRAMER, JAY, PROCTOR & BAGLEY

A PROFESSIONAL CORPORATION
ONE ELEVEN ELM STREET, SUITE 400
SAN DIEGO, CALIFORNIA 92101-2683

TELEPHONE (619) 236-1125
TELECOPIER (619) 232-1042

D. FREDERICK JAY
STEPHEN P. OGGEL
HARRY J. PROCTOR
JONATHAN R. ZEKO

KEVIN M. BAGLEY*
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November 19, 1993

Kurt R. Gehlsen, Ph.D.
President, CEO
TRAUMA PRODUCTS, INC.
c/o CBIR
11099 North Torrey Pines Road, Suite 300
La Jolla, California 92037

Re: CONNECT
Springboard Presentation of 11/18/93

Dear Kurt:

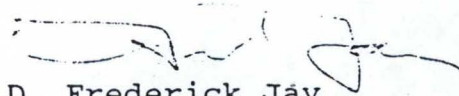
It was a pleasure meeting with you yesterday and participating in the Springboard round table discussion of your company. I hope you found the meeting as useful as we found it informative.

I believe one of the long term benefits of Springboard (beyond any benefits and insight gained at the meeting) is to provide companies with access over time to other professional contacts of the participants. The simplicity of your technology combined with a large market (that can only increase), represents an excellent business opportunity. As a result, I will keep your company in mind and will let you know if other clients or contacts could be of benefit to you.

Due to the limited time yesterday I somehow neglected to ask you about the status of your business plan and projections. If they are current I would be most interested in reviewing them.

Again, it was most informative meeting with you and I hope CONNECT can assist you in the growth of your company.

Very truly yours,



D. Frederick Jay

DFJ:jk
dfj1119b.vpw

Kurt Gehlsen Trauma Products 11/18/93

Gary Kloehn Barney & Barney

Cole Owen

Bob Shanley

Scott Fassett

Fred Jay

Resuscitation therapy products

-major issue-

one product company? Licensing company

Suggestions for Kurt's Bd or mgt -

How much money do you need?
Time frame -

he's not focused enough in his presentation

Timing issues 1) Licenses

→ 2) FDA - major risk
3) corp partnerships

Board - retired mil officer
retired pharm executive

Cemgen analogy