

RnDDx Solutions is a Pennsylvania-based business and technology consultancy, founded by Gary D. Fletcher, Ph.D., providing clients with problem-solving capabilities in core practice areas:

- Market & Technology Landscaping
- Innovation Management & Technology Scouting
- New Product Development in Medical Devices & Diagnostics
- Patent Litigation Expert Witness & Subject Matter Expert in blood collection and processing for diagnostics and therapeutics

Dr. Fletcher is a strategic innovation and new product development consultant with 20+ years of senior executive experience building new products and new businesses in the healthcare, life sciences, material sciences, medical device, imaging, and diagnostics space. He currently helps companies research and assess new disruptive technologies and build new growth opportunities and capabilities, from both a technical diligence and market perspective. He received his Ph.D. in experimental atomic physics from Yale University.

Examples of business growth opportunities that Dr. Fletcher has led:

- COO for a startup biotech company developing new blood cell separation technology, with both diagnostic and cell therapy applications.
- Subject matter expert in microfluidics-based capillary and venous blood collection and blood separation, guiding multiple companies developing point-of-care diagnostic testing devices.
- Developing global technology scouting and product development roadmap platform.
- R&D in particle beam and UV, visible, and IR laser and x-ray energy delivery and impact on biomedical materials, including tissues.
- Strategic Growth Opportunity Assessment in the point-of-care-testing [POCT] technology landscape for a Fortune 100 healthcare company, conducting diligence on potential partners and recommended acquisition targets. That work included a state-of-the-art assessment of microfluidics, storing and mixing reagents, and reaction chambers for POCT diagnostics.
- Consulting engagement with the PMO of a large data analytics firm to assess their current state of innovation product development, and to develop a Lean Startup innovation training and implementation program for implementation by the PMO across the firm, with strong emphasis on both internal and external customer discovery.
- CEO of U. of Pennsylvania life sciences startup developing super-resolution fluorescent microscopy for cell analysis. Led customer discovery, built business models and case, developed investor presentations, performed due diligence, set up operations, and initiated technology licensing negotiations.

- Strategic Innovation and New Product Development at Fortune 500 Medical Device & Diagnostics Company
- New Product Development and R&D Leadership - Managing, planning, budgeting, financing, recruiting, and leading internal and external research and product development programs in medical device, diagnostics, optical devices, microfluidic point-of-care and blood sample testing; championing technology development and product development stage-gate process implementation.
- New Business and Technology Due Diligence – Lean Startup Coach, Technology Scout, strategic assessment, customer discovery, ideation, product design, usability, technology assessment, business development, and marketing of new products and business opportunities.
- Strategic Innovation – Building and communicating business strategy and technology cases; identifying industry trends, technology trends, market trends, translating into business development, technology roadmaps, implementing product portfolio management.
- IP Assessment & Development – Expert Witness for Medical Device and Diagnostics patent litigation. Experienced defining intellectual property strategy, conducting due diligence, implementing IP portfolio in start-up new technology company, negotiating licensing agreements, co-inventor on 15 granted patents and 25 patent applications.