

Scott Kramer MD

3950 Arrowwood Ct. • Pleasanton, CA 94588 • 925.699.9000 • GynSurgeon@Gmail.com • [LinkedIn](#)

Summary

For over 24 years I have been a passionate leader in the evolution of minimally invasive gynecologic surgery, foremost by introducing new procedures to patients in Northern California, as well as teaching doctors throughout the western United States.

Building on this extensive clinical experience, I have served as a consultant to over seventeen medical device companies and venture capitalists, guiding the development of technology to empower the next generation of surgeons. I provide pragmatic advice based on real-world experience to business executives on the development of medical devices from pre-clinical through launch. Most importantly, I then orchestrate successful physician adoption, addressing clinical, economic and marketing concerns.

Open to opportunities to serve as Chief Medical Officer, Director of Physician Education, and board positions.

Recommendations

- *“As a Marketing Executive, I have worked with Dr. Kramer for over 10 years. He is often the first physician I call when I am trying to understand the business / value proposition and clinical utility of a new product. Dr. Kramer possesses a unique combination of expert medical knowledge and business savvy. He is a leader in his community and is extremely well respected by colleagues and peers. Scott has served on numerous advisory boards for me and his insights and feedback are incredibly valuable. Personally, I respect Scott’s integrity, honesty and warmth. I highly recommend Dr. Kramer as a clinician, expert in his field, advisor or consultant.”*

— Christine Cunningham, VP Marketing & Business Development, Aragon Surgical

- *“I value Dr. Kramer’s real world experience in a private practice setting. All too often, a company will rely on only academic medical centers for advice and input, when it is the private practice doctors who will primarily perform the procedure. Dr Kramer truly understands how a product should look, feel and perform as well as how it should fit into the physician’s practice, both clinically and economically.”*

— Debra Reisenhel, Founding CEO, Novasys Medical

Awards

- Best Doctors in America (2011—2012)
 - Patient Choice Award (annually 2008—2013)
 - Most Compassionate Doctor Award (annually 2010—2012)
 - Alpha Omega Alpha Honor Medical Society (1980)
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Skills

- Clinical development & implementation of medical devices
- Physician education
- Medical practice economics & business development
- Development of training materials & programs
- Health care organizational leadership
- Clinical affairs
- Team leadership & project management
- Patient education (marketing) materials & programs
- Strategic planning

Employment

- Sep 2012—Present **California Cardiology Consultants & Medical Associates**—Gynecologic Surgeon
Fremont, CA
- Gynecologic surgeon with emphasis on minimally invasive surgery (Laparoscopy & Hysteroscopy), office-based procedures, anti-incontinence and vaginal reconstructive procedures
- 1998—Present **Hill Physicians Medical Group**—Chief OB/Gyn Medical Management Team (2010—Present)
San Ramon, CA
- Liaison between physicians and IPA administration. Provide guidance & leadership with initiatives to improve consistency and cost effectiveness of care, elevating practice standards, such as minimally invasive surgery, among the physician network spanning Northern California.
- Jul 2011—Aug 2012 **Washington Township Medical Group**—Gynecologic Surgeon
Fremont, CA
- Gynecologic surgeon with emphasis on minimally invasive surgery (Laparoscopy & Hysteroscopy), office-based procedures, anti-incontinence and vaginal reconstructive procedures
- Jan 2002—Sep 2013 **Rēnu Age-Defying LaserSpa**—Vice-President, Founder, & Medical Director
Dublin, CA
- Launched one of 1st medical spas in Northern California delivering non-invasive Cosmetic Medicine. Create treatment protocols. Marketing & advertising campaign management; business operations including HR, sales training, customer service & communications
 - Clinical trials, device R&D, & business development for medical device companies
 - Consultant to medical device companies, venture capitalists
- May 1990—Jul 2011 **Women's Health Specialists**—Vice-President, Founder
Fremont, CA
- Gynecologic surgeon with emphasis on minimally invasive surgery, obstetrics through 2003; founded *Women's Incontinence Center* 1994
 - Managing partner (Health plan contract negotiations, business operations, professional and patient communications & marketing)
 - Negotiated sale of business to Washington Township Medical Group (2011)
- Jul 1989—Apr 1990 **Palo Alto Medical Foundation**—Obstetrician & Gynecologist

Medical Device Experience

Pelvalon—Consultant
Sunnyvale, CA
October 2013

- Provide clinical insight for their innovative vaginal appliance to help women suffering with fecal incontinence and bowel control problems.

Terumo Medical—Consultant
Memphis, TN
August 2012

- Development of improved medical device for minimally invasive surgery for female urinary incontinence

Halt Medical—Consultant

Livermore, CA

2010—2011

- Pragmatic feedback on pre-clinical development of the Halt Fibroid System™, a Laparoscopic RF Device for treatment of uterine fibroids that cause heavy bleeding

Aegea Medical—Consultant

Redwood City, CA

September 2010—Present

- Guide clinical development of a novel, minimally invasive treatment for abnormal uterine bleeding

Viveve—Clinical Advisory Board

Sunnyvale, CA

2009

- Pre-Clinical development of novel Monopolar RF device employed as office procedure for Vaginal Laxity, improves sexual satisfaction for couples

Hologic—Consultant, Scientific Advisory Board, & Physician Instructor

Boston, MA

2007—Present

- Physician education (lectures & hands-on training) for NovaSure® RF Endometrial Ablation device treatment for heavy menstrual periods.
- Advisor on medical practice & business development opportunities for in-office procedure, thereby increasing patient acceptance and utilization. Credited with significantly enhancing revenue and efficiency for physicians.
- Member of Scientific Advisory Board for Adiana® Hysteroscopic Sterilization

Conceptus—Consultant, Clinical Investigator, & Clinical Instructor

Mountain View, MA

2007—2011

- Principal investigator Essure® hysteroscopic sterilization device modification study
- Consultant & Clinical Instructor: Emphasis on training and adoption by gynecologists to offer permanent birth control treatment in their offices. This expanded market beyond operating room increasing acceptance and, consequently, utilization by patients. Significantly enhanced revenue and efficiency for physicians.

Aragon Surgical—Consultant, Clinical Investigator, & Scientific Advisory Board

Palo Alto, CA

2007—September 2011

- Preclinical & clinical development consultant for Lektrafuse® Vessel Sealing Devices for open and minimally invasive surgery.
- Principal investigator Lap Cap® study

Novasys Medical—Consultant & Physician Advisory Board

Newark, CA

2003—July 2011

- Preclinical & clinical development consultant for Renessa® in-office treatment RF for Stress Urinary Incontinence
- Extensive consultation with R&D engineers on design of first generation device and controller unit

Solta Medical—Consultant & Clinical Investigator

Hayward, CA

2006—June 2011

- Principal investigator in Cellulite study with Thermage® monopolar RF device
- Principal investigator clinical trial of light based treatment for photo-aged skin
- Consultant and physician lecturer for clinical practice development. Expanded market beyond core physician group (Dermatology & Plastic Surgery) into gynecology & family practice physicians

Cutera—Clinical Investigator

Brisbane, CA

2009—December 2010

- Principal investigator of Truform® body contouring device

Diamics—Clinical Investigator

Novato, CA

2007—2008

- Principal investigator molecular based cervical cancer screening study

Zeltiq Aesthetics—Consultant & Clinical Investigator

Pleasanton, CA

2006—2008

- Principal investigator clinical studies cryogenic device for trans-cutaneous fat & cellulite reduction

Allergan Pharmaceuticals—Clinical Investigator

Irvine, CA

2006—2007

- Clinical Investigator for post approval study for Juvederm® hyaluronic acid injectable filler treatment for Facial Wrinkles

Microsulis Medical Limited—Consultant & Physician Trainer

Boston, MA

2005—2007

- Created and presented a half-day symposium for gynecologists to educate them on Endometrial Ablation. The presentation included information beyond typical technical aspects of microwave device procedural protocol and clinical effectiveness; encompassing benefits of in-office procedure including economics, marketing, and safety. At the conclusion of this program, attending physicians were fully empowered to successfully introduce this procedure into their daily medical practices.
- Extensive consultation with R&D engineers on design of next generation device and controller unit

Syneron—Clinical Investigator

Irvine, CA

2006

- Clinical Investigator for post-approval clinical study VelasMOOTH® Cellulite treatment

Gynesonics —Consultant

Redwood City, CA

2004—2005

- Early stage consultancy regarding clinical application for gynecologist use of medical device development of VizAblate®, an alternative to hysterectomy. It treats individual fibroids with radiofrequency (RF) energy while conserving the uterus.

Guidant —Consultant & Physician Instructor
Menlo Park, CA
1996—1999

- Clinical Instructor Laparoscopic Burch Surgery for Stress Urinary Incontinence

Johnson & Johnson Endoscopy—Consultant & Physician Instructor
Cincinnati, Ohio
1994—1996

- Clinical Instructor Laparoscopic Burch Surgery for Stress Urinary Incontinence

Education

Undergraduate: University of California Davis, BS, Biochemistry; High Honors, 1976-80

Medical School: University of California Davis, Medical School; 1981-85

Residency/Internship: UCSF Hospitals, Department of Obstetrics & Gynecology, 1985-88

Chief Resident: UCSF Hospitals, Department of Obstetrics & Gynecology, 1988-89

Board Certified: American Board of Obstetrics & Gynecology, 1991; Recertified 2011

Memberships

- American Board of Obstetrics & Gynecology
- American College of Obstetrics & Gynecology
- American Association of Gynecologic Laparoscopists
- American College of Surgeons (Former Fellow)
- California Medical Association
- Alameda/Contra Costa Medical Association