



# Product Launch: Practical Guide to Launching Medical Device Products

*Nikolas F. Kerr, Tony Recupero*

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If a new medical device is to succeed, it must deliver both superior clinical outcomes and economic advantage. A new device must be better for the patient and the physician-and its proven clinical benefits must translate into financial savings for the hospital and the healthcare system. This book, by seasoned veterans of many successful product launches, helps marketing professionals master the eight simple, proven steps that will guarantee a world-class product launch.

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