



Supporting Medical Devices

Turning Healthcare Strategy Into Action

SILVANA FISCHMAN, FOUNDER

About Chai Class Consulting ———

We help medical device startups translate product innovation into real-world adoption. By bridging the gap between technology and healthcare operations, we guide startups through pilots, integration, and commercialization in ways that resonate with providers and health systems.

Chai Class Consulting ensures that groundbreaking technology is not only developed but also successfully adopted—by aligning innovation with the operational realities of healthcare delivery.

About the Founder ———

Silvana Fischman, DDS (Intl), MHA, CRC, brings 20+ years of healthcare leadership experience, including launching new service lines, building clinical programs, and driving large-scale operational change. She also has nearly a decade of direct experience in the medical device industry, working with GPOs and hospitals nationwide to support adoption, contracting, and implementation of new technologies. This dual perspective—healthcare operations and medical devices—enables her to help startups navigate the complexities of both providers and purchasing organizations.



Medical Devices

How We Help

We provide medical device companies with the strategies and structures needed to gain traction and scale.

Our support includes:

- Designing pilot programs with provider groups, MSOs, or health systems.
- Building workflows that integrate new technology into care delivery.
- Advising on payer, quality, and value-based alignment to strengthen adoption.
- Supporting the development of Key Opinion Leaders (KOLs) to build credibility and influence.
- Strengthening organizational culture and enhancing both provider and patient engagement.
- Partnering with leaders in analytics, compliance, EMR, AI, and more to deliver comprehensive solutions.

Impact:

By working with us, medical device startups accelerate adoption and scale more effectively. The results you can expect:

- Stronger provider partnerships and system integration.
- Clear pathways to payer and quality alignment.
- Increased credibility through KOL development and advocacy.
- Sustainable workflows that drive long-term technology adoption.
- Measurable progress from pilot to commercialization.

How we work - “Our Engagement Model”

Project-Based Engagements

We take on both short- and long-term projects that solve complex problems or drive sustained transformation.

What this means for you:

- Fast-turn workflow redesigns or audit preparation.
- Multi-month rollouts of care delivery models or operational systems.
- Initiatives focused on measurable outcomes and lasting impact.
- Flexible support whether your timeline is weeks or months.

Retainer-Based Support

When you need consistent access to expert guidance and support, we offer flexible retainer arrangements.

What this means for you:

- Ongoing access to senior consulting, coaching, and problem-solving.
- Immediate help without starting a new engagement each time.
- Cost-effective way to stay aligned with strategic goals.
- Ideal for organizations navigating change or scaling operations.

Fractional Leadership

When you need experienced leadership without a full-time commitment, we can step in as a fractional COO or senior operations advisor.

What this means for you:

- Executive-level direction and decision-making expertise.
- Hands-on leadership to drive performance and results.
- Flexible involvement that adapts as your business evolves.
- Strategic expertise to align teams and deliver measurable outcomes.

Let's Connect

Book a 30 Min Complimentary Consultation - <https://calendly.com/silvana-chaiclassconsulting/30min>

✉ silvana@chaiclassconsulting.com | 🌐 www.chaiclassconsulting.com |

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