



Henry Hoffman, MS, OTR/L

President / Co-Inventor

Expertise / Experience

Business Start-Up
International Expansion
Fast-Track Entrepreneurship
From Business to Branding
From Idea to Patent
From Practitioner to President
Raising Venture Capital

Background

- 2008** President, Saebo, Inc. since 2001.
- 2007** Traveled 250 days out of 365 training and educating nationally and internationally on Saebo programs and rehabilitation innovations.
- 2004** Directed expansion and rebranding of company to new name, Saebo, Inc.
- 2003** Co-launched the education training program for therapists.
- 2002** Co-invented SaeboFlex (formerly known as FTM Orthosis) and launched arm training program.
- 2001** Established Affordable Therapy Equipment, Inc. with brother, John Farrell, to distribute and market the HemiGlide.
- 2001** Inspired to create the HemiGlide while working with a 13-year-old cerebral palsy patient.
- 2000** Began working with stroke patients and was frustrated with the lack of treatment options available for this population.
- 1997-2002** Worked in a variety of clinical settings including home health, acute and sub-acute, outpatient rehabilitation, orthopedic/sports medicine and manual therapy.
- 1997** Graduated M.S. and B.S. in Occupational Therapy.

Medical Device Sales
Neuro-Rehabilitation
Occupational Therapy
Product Distribution Channels
Product Research & Development
Sports Medicine
Stroke Rehabilitation

Education / Certifications

- M.S. Occupational Therapy, D'Youville College, Buffalo, NY
- B.S. Occupational Therapy, D'Youville College, Buffalo, NY
- National Certification, National Board for Certification in Occupational Therapy
- NC Certification, North Carolina Board of Occupational Therapy
- Has personally trained over 75% of the 2,800 SaeboFlex trained clinics around the world.

Feature Articles/Speaking

- OT's First, Saebo's Founders Maintain Their Roots, OT Advance* (January 21, 2008)
- Saebo Arm Training Program*, Presenter, Wisconsin State Occupational Therapy Association (2008)
- Improving Motor Recovery Following Stroke*, Presenter, South Carolina Association of Physical Therapy (2008)
- Adventures in Venture Capital*, Entrepreneurial Resource Column, *OT Practice* (November 21, 2005)
- Charlotte's Emerging Role in Biotechnology*, Presenter, University of North Carolina, Charlotte (2005)
- Innovative Stroke Rehab Technology*, Presenter, 3 Step Conference, Salt Lake City, UT (2005)
- Saebo Explores New Frontier*, Health Business, Charlotte Observer (December 31, 2004)
- Nothing Ventured, Nothing Gained*, by-line with John Harrell, *OT Practice* (January 27, 2003)



In His Own Words

Neurorehabilitation was a frustrating field ten years ago due to this common belief by many health professionals that patients have "reached a plateau" or "no further gains can be made". It was my belief that it was not the patient that had plateaued, but rather the treatment options. Our slogan, "No Plateau in Sight," was inspired by this mentality as we believed further functional gains can be made with innovative and revolutionary concepts.

Since the birth of Saebo, we have witnessed therapists' excitement with offering new treatment options to their patients. In addition, patients who were 20 years post-stroke have realized progress and have gained the ability to do everyday tasks they had not been able to do for decades. We take pride in re-inspiring a profession and giving patients real tangible results and hope.

To be an inventor on the forefront of an industry, you must develop products that are revolutionary, not just evolutionary. Taking an industry, especially healthcare and medical treatment, to another level requires getting the industry to change behaviors and mindsets.

Saebo also believes that treatment can and should be affordable. We are pleased to offer the healthcare industry affordable products that are reimbursed by most insurance companies including Medicare. By allowing neurological patients easy access to our innovative products, further functional gains can be made impacting his or her overall quality of life.