

# Larry S. Grossman

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Larry is an accomplished serial entrepreneur who has successfully launched and funded five companies, served as a General Partner in a venture capital fund and overseen the operations of a five-state region of a national non-profit which works with aspiring and growth-minded entrepreneurs.

Grossman co-founded and then became Chairman and CEO of Trans Leasing International, Inc., a Northbrook, IL-based company which specialized in leasing medical equipment to doctors, hospitals and surgery centers. The company grew to become a public-traded entity on the NASDAQ National Market.

He built on that success by subsequently co-founding HealthMate, Inc., which marketed and sold Mini C-Arm X-ray Imaging technology – a unique product which utilized Low Intensity X-Ray Imaging (LIXI) technology developed by NASA. Grossman obtained an exclusive license to the patented technology and, working with three astrophysicists and an electrical engineer from NASA, developed it into a product which would prove practical in the medical marketplace. He guided the company through the R&D stage, navigated FDA and UL compliance and successfully achieved manufacturing and distribution. HealthMate went to IPO in 1985 on the NASDAQ National Market.

Grossman's third IPO revolved around FluoroScan Imaging Systems, Inc., a company which he co-founded to build on the original Mini C-Arm technology. He guided the company through compliance in the US, Europe and Australia and managed a successful IPO just three years from launch. FluoroScan was sold to Hologic, Inc. and Grossman served as a Senior VP and Director of that company during the transition.

He would capitalize on that technology – and his expertise – yet again when he co-founded OrthoScan, Inc, which re-developed the Mini C-Arm into a product to be sold to orthopedic offices, clinics and surgery centers across the U.S. Grossman grew the new venture through three successful venture capital rounds before retiring as Chairman and CEO and selling the company to Aton, GmGH in 2011.

He similarly returned to Trans Leasing International to more than double the stock of what was now a publicly-traded medical equipment leasing company before subsequently selling it to GE Capital.

His background includes work in sales, operations and finance in the leasing, medical equipment and pain management sectors; refining technologies for market; pre-venture due diligence for angel, venture and private investment opportunities; and IPO and private investment capitalization.

Grossman has served as Regional Vice President of SCORE's five-state Western Region, where he oversaw six Districts, 25 Chapters and more than 1,100 Certified Mentors in Arizona, California, Hawaii, Nevada and Utah. Prior to assuming that significant leadership role, he served in various capacities as a District Director, Chapter Chair, Marketing Chair and Finance Chair for the SBA's longest-running technical assistance resource partner.

Grossman currently serves as a co-founder of Business Growth Resource LLC, a management consulting firm which helps growth-minded companies source capital.

Grossman holds a Bachelor of Science degree in Business Administration from Drake University, where he majored in Management and Finance.

He has served on various advisory boards and on the Board of Trustees for community groups including the Flagstaff Arboretum and Arizona Broadway Theater.