

Time allotted | 20 Minutes

Topic: **Guest Speaker Discussion**

Insights around the experience and expertise of an invited speaker, focusing on a subject that may be of interest to the broader community

Guest Speaker Discussion

Guest Speaker(s):

- Grant Burns
VP Public Affairs and Communication Partnerships and GR, OBIO
- Sean Penn
Director Program Development, OBIO
- Topic: Building Ontario's Health Science Industry
[presentation slides used, and are available for download in Health Check-up [drobox folder](#)]

[the following is a synopsis of the discussion, and has been lightly edited for length and clarity]

Introduction

Good morning to everyone! As I mentioned at the start, it's been about a year since [OBIO](#) (Ontario Bioscience Innovation Organization) was last in Hamilton, and as we were leaving, we said "we need to get down here more frequently – as we were reminded about the integrated sense of community in the life sciences sector." We are excited to be back.

Today, I'll talk a little bit about [OBIO's programs](#) and what we offer, and will also talk about an event that is coming up on July 8th with the launch of an investor portal with Buffalo Capital Partners titled: [Cross Border Investing Opportunities for Ontario Health Science Companies featuring Varia Ventures and Buffalo Capital Partners](#)

What does OBIO do?

Put simply, we help build Ontario's life science sector. We are a membership-based non-profit industry association representing health science companies across Ontario. OBIO advances its goals through collaborative partnerships with industry, the investment community, academia, patients and government. We have [three thematic areas of focus](#): advocacy, access, and action.

- Access: access to our programming. Access to capital ([CAAP](#), [Pre-CAAP](#) and Health MINT), to talent ([H2BB](#)), and markets (early adopter).
- [Advocacy](#): Our thought leadership reports and engagement with multiple levels of government, but often with the provincial government.
- Action: events that we host, we have had 15 events already this year – probably about 40 by the end of the year – engaging hundreds of companies

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Access to Capital

We have two primary programs: Health MINT and CAAP. Both programs have the same goal, to improve the investability of companies at the seed stage, Series A stage and beyond. As companies start to engage with investors, there is a need for due diligence to be done. OBIO supports companies that are coming into the seed or series A stage, so that they are able to meet the more stringent requirements of these investors (as compared to angels). In particular, MINT is aimed at companies emerging from incubators.

Both programs have a focus on coaching related to key elements that drive improved investability. In many cases, the gap is connecting people to the right experts – OBIO has experience engaging with investors and a network of other experts we can draw upon – in areas that entrepreneurs may lack, to complement their deep understanding of their technology. For example, they may need to connect to regulatory/IP industry experts for advice. We provide resources to support companies to help determine what valuation to expect or those funds/investors that have invested in their technology space (e.g., pitch book, a database of deals that have been done that are publicly disclosed). OBIO can play a role in building relationships with investors – especially cross-border investors.

OBIO Health to Bridge Business Program (H2BB)

Through H2BB we support companies who recruit recent grads and interns in business. The focus is on companies looking to bring in early career talent (both current and new hires). For a lot of early stage companies, you want someone to be able to do everything – but that may not be realistic. Our partner companies provide us with an indication of the capabilities and background that they're looking for and we provide pre-screened candidates to companies – making sure we understand the students capabilities and personality – to see where there might be a match for the types of jobs our companies are looking to fill.

OBIO provides intensive workshops and training programs, with a focus on developing business of science knowledge, as well learning around technical and operational roles, as our experience shows that what some students learn in the lab may not be directly applicable in a corporate setting. We then match each intern with a subject matter expert as an advisor – this takes some of the burden off the company, but allows them a little bit more flexibility. From the interns perspective, they can then have a second person to talk to, to help them deal with being overwhelmed in the job. We have also put together a series of talent guides – to help the employer, mentor and student.

Since its inception, we've had over 400 candidates in our pool, and placed 105 candidates across 61 companies. We draw from a spectrum of school programs – mostly MBAs at this point, but also increasingly those with specific expertise (e.g., regulatory). You can look at our [Bridging the Talent Gap](#) reports, which outline our key learnings from our experience to date.

OBIO's Advocacy and Reports

In 2017, we tried to think about what does it take to produce anchor companies in Ontario – those that will go on to spawn additional companies. We brought together industry experts, government, and others to talk about this challenge and produced a report: "[Tackling the Anchor Company Challenge](#)". There were several recommendations – but one was to “establish a roster of early adopter/innovation health service providers in Ontario to accelerate the assessment, refinement and adoption of novel health technologies.” This can be tough when the validator is in a hospital, and they can't be accessed easily.

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An example of the access to markets work that OBIO has been working on – and building on the outcomes of our work in 2017 and following consultation with stakeholders in Ontario – is the report we published 6 weeks ago called “[Achieving Impact through Adoption of Innovation Health Technologies](#)”. We developed a model through our conversations with hospital leaders, government and company CEOs, based around a vision of Early Adopter Health Organizations (EAHN). The goal, described in the report, is to facilitate the adoption of innovations that could benefit human health and wellbeing through their use in the Ontario healthcare system.

There are many hospitals that are interested in participating, and the network includes hospitals outside of Toronto. At this point, the primary point of contact in the Hospitals have been the VPs in Research and Innovation. There is still opportunity to engage, and those who wish to participate should reach out to Grant Burns at OBIO. We have had adherents to the process have been shared services organizations (SSOs) and GPOs. As we know, things are in flux right now, in terms of what procurement will look like in the future

OBIO Events

The other things that we do, and the reason we’re in Hamilton, is that we engage with the community through events – workshops, investor introductions, etc. We’ve had 15 events this year to date, including an [Investor Event in Niagara](#) with 33 companies which led to deals being struck. We have most of these events by webinars, and many of these are recorded and available to members to view if they’re interested. Most recently we’ve had our [Queen’s Park Advocacy Day](#), where we launched our early adopter health initiative.

Coming up – July 8th, we’ve got an event that everyone should come out to. “[Cross-Border Investing Opportunities for Ontario Health Science Companies](#)”. Scott Friedman will be launching Varia Ventures in Canada. We have partnered with the Forge (McMaster’s campus-based accelerator) to invite companies to meet with Scott and his team. We would like everyone to come – the focus is on getting companies accessing capital. If you’re interested in learning more about this. The registration is open. If you have any suggestions about who should attend, please let us know.

Another upcoming OBIO event is a pricing workshop that Sean has organized. If you can’t make it to Toronto, you can attend by webinar. We’ve got +60 people attending “[Pricing your Innovative Healthcare Product](#)”. Amy Siegel who is presenting has done a lot of work in terms of pricing across of digital health, healthIT, medical devices and pharma. She’ll be addressing thing like bundled care, and the process companies need to consider regarding the types of models that they need to consider. For those who miss it, we can provide access to a copy of the webinar after.

The [2020 Niagara Investment Summit](#) is coming up in February. If you believe that your company is a good fit – we’re in the process of accepting companies now. It is a really targeted process – so if you are investors or companies that want to invest. The cost is all inclusive, and was \$2500 for a three-day event (meals and accommodations). We’re looking primarily for Series A seeking companies, though we had several who were early-stage. We may also have some series B companies. The investors are primarily drawn from the United States – mostly VCs, but also a few strategics participate.

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Question & Answers

Question: With regards to the talent program – do you work with HR specialists, to ensure there isn't any discrimination?

We do monitor who is coming into the program. 56% of the participants in the program were women which we felt was positive given they are participating in STEM internship opportunities. We don't have a dedicated HR person running the program, but we draw from recognized HR guidelines. Our focus and consideration is thinking through what the companies need to address their talent gap.

Question: Can you explain how you're similar or different from LSO and OBIO?

The work that OBIO does is different in the kind of traditional advocacy that LSO does. We are quite specifically named an innovation organization – though structured like an industry organization. We are focused on different type of programmatic offering that includes embedding into companies in a way that allows us to have a different perspective on what companies need. We do advocacy work, but it's a different nature. For example, we organize an Ontario MPP life science caucus, and we maintain relationship with legislatures on an all-party basis.

Question: You mentioned students with regulatory background, where do they come from?

This is a post-graduate program at Humber College. Often they are foreign trained students who are coming to Canada to gain experience and connections while here. Humber also has a 2-year clinical trial program that we draw students from.

Question: Can you expand on the impact on your programs on start-ups and the broader industry? How do you differ from MARS?

Since we've launched our signature program, CAAP, our partner companies have raised almost \$180 million. When OBIO was first put together, the first issue that was identified was access to capital. Our focus has been on addressing the challenge of securing funding between the seed stage and getting to series A. CAAP was developed to address this gap. We feel it has been successful, and from this success all the rest of our programming has been developed to provide greater access to commercialization.

We work closely with MARS, and tell companies we engage with to become members of MARS. We're trying to provide additional context and support for these companies. Many members of the OBIO team were entrepreneurs, so we understand that environment and what these young companies are struggling with. We want to make sure we make they get the right connections and introductions. That said, our focus is on a little later-stage companies, so we're often a hand-off for those companies who have dealt with MARS but are going to the next stage.


Question: What's your best success story?

An example is [Conavai Medical](#). They came out of Sunnybrook with an image guided technology in the surgical space. A surgeon created the company and developed connections through our CAAP program –they've now raised over \$20M and are continuing to grow. They have built a manufacturing facility in Toronto since they became involved in CAAP in 2016 and are hoping to have +100 employees by the end of this year.


Hamilton Health Innovation: Calendar Highlights

Check out Synapse's [online calendar](#)

July

- July 8: [Cross Border Investing Opportunities for Ontario Health Science Companies](#) (OBIO)
- July 11: [Midsummer Mixer @ St. Joseph's Carlton Campus](#) (St. Joseph's Healthcare)
- July 17: [The Future of Aging: Smart Technologies](#) (McMaster University)
- July 18: [Future of Medicine Lecture: Advances in Precision Medicine](#) (Jacobs Institute, Buffalo)
-  July 29: [Hamilton Health Check-up](#) (Synapse Consortium)

August

- Aug 1: [Early Prevention to Improved Treatment: Changing the Trajectory of Lung Cancer](#) (JLABS)
-  Aug 26: [Hamilton Health Check-up](#) (Synapse Consortium)

Fall 2019 and Beyond

- Sept 22-25: [AdvaMed MedTech Conference](#) (Boston)
- Sept 24: [JLABs Workshop in Hamilton: Let's Talk Legal](#) (Innovation Factory)
- Sept 26: [LiONs LAIR](#) (Innovation Factory)
- Oct 1: [Waterloo Innovation Summit](#) (University of Waterloo)
- Oct 4-6: [Body Peace 2019](#) (Body Brave & NIED)
- Oct 16: Therapeutics Summit (McMaster University)
- Oct 16-17: [CIX 2019 Summit](#) (CIX Summit)
- Nov 8: [Health Hackathon](#) (Hamilton Hacking Health)
- Fall: Apps for Health (Mohawk College)
- Feb: Niagara Investment Summit (OBIO)

TIME ALLOTTED | **20 MINUTES**

Topic: **Communicate**

Recent successes, upcoming events, innovation pipeline, new products, health innovation trends, etc.

Discussion	Presenter
<p>St. Joseph’s Health System’s pioneering Integrated Comprehensive Care model for COPD/CHF patients could free up 13,502 hospital days annually across the province: Health System Performance Research Network (HSPRN)</p> <p>A program pioneered by St. Joseph’s Healthcare Hamilton and St. Joseph’s Home Care, members of St. Joseph’s Health System (SJHS), has the potential to free up more than 13,000 hospital days and save \$24.1M in health care if it were spread across the province, according to a new research report.</p> <p>This is done by integrating care for patients through one team, one number to call 24/7 and one electronic record to support their care and save healthcare dollars – the key principles outlined in the government’s vision for Ontario Health Teams</p> <p>St. Joseph’s Health System pioneered this model of care when it developed Integrated Comprehensive Care (ICC) in 2012. The MOHLTC later expanded the model to other sites throughout the Province, and SJHS partnered to expand ICC across 12 acute centres in the Hamilton Niagara Haldimand Brant (HNHB) Local Health Integration Network (LHIN) for all Chronic Obstructive Pulmonary Disease (COPD) and Congestive Heart Failure (CHF) patients. SJHS was also brought on board by the MOHLTC to support the provincial roll out. The HSPRN report evaluates this expansion.</p> <p>The evaluation found that all six programs are having a positive effect on reducing hallway medicine. In particular, the total number of days patients spent in the hospital was reduced by more than 20%, readmissions were also reduced up to 37%, and there was an overall 20% relative reduction in Emergency Department visits. In addition, the report highlights that if the SJHS’ COPD/CHF ICC model was spread provincially to all 18,538 patients in Ontario, estimated annual savings of 13,502 hospital days and \$24.1M dollars could be achieved.</p>	<p>Alex Muggah (Synapse Consortium)</p>
<p>Hamilton’s VoxNeuro listed on 2019 Branham300</p> <p>VoxNeuro recently announced it has made the Branham300 “25 Up and Coming ICT Companies”. Branham Group’s ranking of technology companies in Canada celebrated its 26th year, and are done to provide valuable insight into Canada’s ICT sector. VoxNeuro, a Hamilton-based company, is empowering clinicians with objective data on a patient’s brain health for customized cognitive rehabilitation.</p> <p>To learn more about VoxNeuro, click here</p>	<p>James Connolly (VoxNeuro)</p>
<p>Garage@MIP: New Home for Innovation Factory and The Forge Opens in July</p> <p>By mid-July, the Forge and Innovation Factory will be in their new home, the Garage@MIP, a 10,000 square foot facility with lots of dedicated space for innovative start-up companies, lounge areas for meetings, and traditional incubator space – including a maker lab.</p>	<p>Mariya Leslie (The Forge)</p>

Discussion	Presenter
<p>Come and check out the new space, which was supported in part by the federal government, through FedDev Ontario, which provided +\$1 million to support the expansion of our Hamilton’s innovation ecosystem.</p>	
<p>Canadian Biotech Company Teams Up with Hamilton Lung Researchers</p> <p>A State-of-the-Art 3D Bioprinter will be used to investigate novel disease mechanisms, enabling the discovery of therapies for patients with chronic lung diseases.</p> <p>Researchers at the Firestone Institute for Respiratory Health are collaborating with Aspect Biosystems, a Canadian biotech company that is pioneering 3D bioprinting of human tissues. Dr. Jeremy Hirota, Canada Research Chair in Respiratory Mucosal Immunology, is leading the collaboration through his Tissue Engineering for Advanced Medicine (TEAM) Lab located within the Firestone Institute for Respiratory Health at St. Joseph’s Healthcare Hamilton.</p> <p>The TEAM Lab will use Aspect’s RX1 3D Bioprinter, along with a unique biobank of patient-derived samples, to develop lung models that will be used to identify novel disease mechanisms and help drug development. This state-of-the-art technology will help researchers study new therapeutic strategies for management of chronic lung diseases such as idiopathic pulmonary fibrosis (IPF), chronic obstructive pulmonary disorder (COPD), asthma, and cystic fibrosis.</p> <p>Read more about this project here</p>	<p>Alex Muggah (Synapse)</p>
<p>CPDC – Launching Investigating Sponsored Research Program</p> <p>Hamilton-based Centre for Probe Discovery and Commercialization (CPDC), the radiopharmaceutical-focused CERC that recently spun out Fusion Pharmaceuticals announced that it will be launching a new investigative sponsored research program shortly. CPDC is looking for researchers with expertise in radiopharmaceuticals or who would like to integrate their capabilities and expertise into an existing research program.</p> <p>For more information, please click here or contact Bruno Paquin (paquin@imagingprobes.ca) or Kevin Owusu-Baah (owusubaah@imagingprobes.ca)</p>	<p>Bruno Paquin (CPDC)</p>
<p>Op-Ed: Summit will focus on taking innovation to market</p> <p>World attention was focused on Toronto last month as the city hosted Collision, North America's fastest-growing tech conference. The event provided a platform for Canada's top startups and entrepreneurs to showcase their talents before an audience of over 25,000 delegates representing more than 125 countries. Among those in the spotlight were leading technology firms from Hamilton that are flourishing in the digital economy.</p> <p>This event drove home two important truths relevant to our local community — Toronto has arrived as an international tech hub and Hamilton is a vital element of our region's overall value proposition. That's why the Hamilton Chamber of Commerce is working hard to strengthen connectivity and encourage co-operation among neighbouring communities.</p> <p>This priority drives our Chamber's participation as a founding member of Canada's Innovation Corridor, a dynamic region that spans Southern Ontario. It's the nexus of key industrial sectors — including advanced manufacturing, life sciences and goods movement — enabled by new and emerging technologies in areas such as robotics, AI and biotech. We've joined more than a</p>	<p>Keanin Loomis (Hamilton Chamber of Commerce)</p>

Discussion	Presenter
<p>dozen other Chambers of Commerce and Boards of Trade that extend from the Greater Toronto and Hamilton Area through to the Kitchener-Waterloo Region to accelerate teamwork needed to amplify our region's presence on the world stage.</p> <p>To read the full article in the Hamilton Spectator, click here</p>	
<p>Karen Scraba introduced herself to the community, having come from a medical device background, having done work in sales, marketing and bringing diverse aspects of clinical marketing into companies.</p> <p>Having recently stepped down as the Associate Director, Global Alliances at BD, Karen is interested in working with emerging companies, whether it be marketing, sales, or the better understanding the competitive landscape in which they operate.</p> <p>Please feel free to reach out to Karen Scraba at (scraba.k@gmail.com)</p>	<p>Alex Muggah (Synapse)</p>
<p>Waterloo Opens new MedTech Accelerator</p> <p>Waterloo Region now has created Canada's first industry-led medical technology hub dedicated to helping Canadian start-ups scale globally.</p> <p>Intellijoint Surgical, a Waterloo Region-based medical device company manufacturing and commercializing smart navigation for total joint replacements, leads the creation of Canada's first industry-led hub dedicated to supporting southern Ontario medtech start-ups achieve global scale while keeping their headquarters in Waterloo Region.</p> <p>Opening this month, Medical Innovation Xchange (MIX) will occupy 30,000 square feet. Intellijoint Surgical is the anchor tenant and will be joined by Penta Medical, Vena Medical, and Bloom Care Solutions; together, they currently employ nearly 100 people. Integrated, community workspace for local health care professionals and smaller medtech companies will also be created. At full capacity, this hub will house 200 people of the local medtech industry.</p> <p>To read the full article, click here</p>	<p>Alex Muggah (Synapse)</p>
<p>Cross Border Investing Opportunities for Ontario Health Science Companies (July 8)</p> <p>The event will feature a presentation, followed by networking, on the Canadian launch of Varia Ventures, a new digital investment platform established to connect companies to US investors and other critical resources including industry expertise, and strategic relationships.</p> <p>OBIO will also present upcoming cross-border investing initiatives, including the 2020 Niagara Investment Summit. After the presentations, there will be a networking session where you will have an opportunity to connect with a number of local investors and entrepreneurs from across Southwestern Ontario.</p> <p>To register click here. For more information, contact Grant Burns (grantburns@obio.ca)</p>	<p>Grant Burns (OBIO)</p>
<p>Midsummer Mixer @ St. Joseph's (July 11)</p> <p>As part of St. Joseph's way of saying thank you to the community of researchers, we will be hosting a mixer on the Charlton Campus for everyone who is interested in coming out to share good company.</p>	<p>Gail Martin (St. Joseph's Healthcare)</p>

Discussion	Presenter
<p>The event will be held in the Spiritual Garden of the Charlton Campus (outside the main entrance) from 11:00am to 1:30pm. Everyone in the St. Joe's community is welcome to attend - there will be board games, over-sized novelty games, frozen treats, music, and more. Come out to this free event to enjoy the summer sun, greet fellow staff members, and cool down with a frozen snack.</p> <p>Everyone is welcome – so hope to see you there.</p> <p>For more information, contact Gail Martin (gmartin@stjoes.ca)</p>	
<p>The Future of Aging: Smart Technologies (July 17)</p> <p>All members of the community are invited to an interactive research showcase that will explore new research and technologies that will enable older adults to live more independently. Hosted by McMaster's Institute for Research on Aging (MIRA), and the Faculties of Engineering, Health Sciences and Science.</p> <p>Agenda (L.R. Wilson Hall, McMaster University):</p> <ul style="list-style-type: none"> • 9:00 - 9:30: Registration • 9:30 - 11:00: Welcome, research snapshot presentations • 11:00 - 12:30: Poster exhibit, refreshments, networking & collaboration session • 11:30 - 12:30: Tours of facilities: LiveLAB, PACE & Westdale Smart Home • 12:30 - 1:30: Lunch & Learn: Keynote speaker • 1:30 – 2:30: Poster exhibits, networking & collaboration session • 2:00 - 2:30: Tours of facilities: LiveLAB, PACE & Westdale Smart Home 	<p>Gay Yuyitung (MILO)</p>
<p>Future of Medicine Lecture: Advances in Precision Medicine (July 18)</p> <p>The Jacobs Institute (Buffalo, NY) invites you to journey into The Future of Medicine lecture: Advances in Precision Medicine.</p> <p>This exciting lecture is the first in our Future of Medicine series. David Spetzler, MS, PhD, MBA, president and chief scientific officer of Caris Life Sciences, will share his deep knowledge of next-generation DNA sequencing, exosome biology, bioinformatics, and broad-based molecular profiling. Caris was the first company to offer comprehensive tumor molecular profiling services to help cancer patients by better informing their course of treatment by understanding their unique tumor biology.</p> <p>Dr. Spetzler is an adjunct faculty member of the molecular cellular biology program at Arizona State University. He has been a scientific and commercial reviewer for SBIR/STTR grants for the National Science Foundation (NSF) and is an author on more than twenty patents. In June, he testified before a Senate subcommittee regarding patent eligibility.</p> <p>Lecture will start promptly at 4:00pm. Following the lecture, we invite you to join us for a cocktail reception 5-7pm in the Jacobs School of Medicine atrium.</p>	<p>Bill Maggio (Jacobs Institute)</p>


Discussion	Presenter
<p>JLABs Workshop in Hamilton: Let's Talk Legal (Sept 24)</p> <p>Join us at McMaster Innovation Park for "Let's Talk Legal - How to... Navigate the Legal Landscape: A workshop for early stage ventures." This workshop is designed to help entrepreneurs demystify the legal landscape and fill in the blanks. It is organized in partnership with Blakes, one of Canada's leading law firms.</p> <p>This interactive workshop is dedicated to giving you the keys to a successful business, from creation to exit. The lawyers presenting these workshops have extensive experience working with life sciences companies ranging from very early-stage ventures through to multi-national public companies. There will be two sessions in this half-day event:</p> <ul style="list-style-type: none"> • Session 1 Introduction to Legal Basics for Start-ups and Protecting your Intellectual Property • Session 2 Venture Financing: What to Expect and Strategies for Success 	<p>Brigitte Huard (Innovation Factory)</p>
<p>Waterloo Innovation Summit (October 1, 2019)</p> <p>Reimagining health with technology: Global and individual health care continues to be deeply disrupted by technology. Quantum sensors improving cancer treatment, health informatics prioritizing patient care and computational models predicting better surgical outcomes are all examples of how HealthTech is transforming individual health and the delivery of medical care.</p> <p>Join global thought leaders and change agents on October 1 as we take a deep-dive into the burgeoning HealthTech boom.</p> <p>Meet the disruptors: Witness for yourself the medical devices, pharma care solutions, digital technologies and data systems that will shift your perspective on health and make the delivery of care faster, cost effective and more accurate.</p> <p>See the future of HealthTech: Hear from HealthTech startups and scale-ups on how to successfully navigate growth. Discover the secrets of world-class innovators who have transformed original ideas into real-world solutions. And see what's on the horizon.</p> <p>Build connections: The day will include opportunities to network with industry leaders, policymakers and influential inventors in Engineering 7, our new state-of-the art training ground for engineers of the future. Share and hear thought-provoking ideas that anticipate trends and transform the world and find partners for your future.</p> <p>Experience a pitch competition: You will get a chance to participate alongside investors as they judge HealthTech startups from the University of Waterloo's Velocity, Canada's most productive startup incubator, as they complete in a real-time pitch competition for cash prizes.</p>	<p>Adrien Cote (Velocity)</p>
<p>McMaster University: Symposium on Therapeutics (October 16)</p> <p>McMaster University's Industry Liaison Office (MILO) is planning to hold a symposium on therapeutics on October 16 to showcase McMaster-affiliated startups in this space (e.g., Fusion, Adapsyn, Turnstone, Triumvira, Empirica, etc.).</p>	<p>Gay Yuyitung (MILO)</p>

Discussion	Presenter
<p>Agenda is still being created, but MILO except to have keynote speakers in the morning from pharmaceutical and venture capital firms, as well as Iain Stewart, President of the National Research Council, presenting the capabilities and resources NRC makes available to companies across the region.</p>	
<p>CIX 2019 Summit (Oct 16-17)</p> <p>CIX is Canada's largest curated startup investment conference. Invited attendees are founders of Canada's most innovative early and growth-stage tech companies and global investors and corporates. Invited attendees are founders of Canada's most innovative early and growth-stage tech companies and global investors and corporates.</p> <p>NEW for 2019 - CIX has added a curated program for growth and later stage companies, CIX TOP 10 GROWTH. The original CIX TOP 20 EARLY will still focus on early stage companies. The deadline to apply is July 15, 2019.</p> <p>Save an extra \$50 off the current rate with VentureLab's partner code. You may register online and use the promo code CIX19PARTNERKICK, or reach out to Ben Soldinger at bsoldinger@brunico.com for further registration inquiries.</p>	<p>Alex Muggah (Synapse)</p>
<p>Hacking Health Hamilton Hackathon (Nov 8)</p> <p>Hacking health is an organization that brings together organizations to hack through a problem over the course of the week. The theme is going to be open – we're looking for companies to come with problems that are of interest to them.</p> <p>We've already had discussion with Hamilton Health Sciences (HHS) about pitch points to help build a team around. Reliq Health was an example of a company that came out of a hackathon.</p> <p>For more information, please contact Cynthia Lokker (lokker@mcmaster.ca)</p>	<p>Cynthia Lokker (Hacking Health)</p>

Time allotted | 20 Minutes

Topic: **Collaborate & Accelerate**

Partnership opportunities, programming and resources available to the community, market gaps and challenges, learn about potential funding opportunities, discuss new RFPs issued, etc.

Discussion	Presenter
<p>Synapse engages companies and organizations from outside the region that may be interested in engaging with the Hamilton ecosystem – including those that are seeking to establish a presence in Hamilton or that wish to partner with Hamilton resources and capabilities.</p> <p>For more information about upcoming engagement, or for assistance in hosting inbound visits that may be of interest to the broader community, please contact Alex Muggah: Alex.Muggah@SynapseConsortium.com</p> <p>Recent visits to/from Hamilton:</p> <ul style="list-style-type: none"> • <u>Recent</u>: Charles River Laboratories (June 13): full-day of meetings between Hamilton-based companies and two representatives from Charles Rivier (Sr. Director, Business Development, NA and Director Scientific Advisory Services). Also engaged with McMaster, Mohawk, HHS and St. Joseph’s contacts regarding partnership opportunities. • <u>Recent</u>: Jiangsu Provincial Government Science and Tech department (June 17-18, MILO lead) visit, following attending the SAPA 2019 Healthcare Investment Forum and Roadshow. Had asked to visit McMaster University, the Innovation Park, and Innovation Factory with particular interest in setting up subsidiaries in Ontario. • <u>Recent</u>: Switzerland - Neuchâtel region site visit (June 19): visit by companies and representatives from the Neuchâtel health cluster as part of a pan-Ontario tour. Engaged in discussions with several companies and organizations regarding potential collaboration opportunities. <p>Upcoming site visits to/from Hamilton</p> <ul style="list-style-type: none"> • <u>Upcoming</u>: City of Mississauga life science consultant visit (July 15). Two members of Mississauga’s economic development team will be coming to Hamilton to learn about Innovation Factory and our life science community and ecosystem. Opportunity to share what is happening in Hamilton and the success of our Consortium and to learn more. • <u>Upcoming</u>: Visit to Buffalo (July 18). Several Synapse Consortium members will be down in Buffalo to continue dialogue with potential partners, as well as to attend “Future of Medicine Lecture: Advances in Precision Medicine”, an event hosted by the Jacobs Institute • <u>Upcoming</u>: Nordic Companies Site Visit to Hamilton (Summer): Innovation Norway and their Nordic partners are expected to bring 6-12 Nordic companies, as part of a visit to Ontario, looking to explore potential collaboration opportunities. This builds on existing commercialization project between Ably Medical and the GERAS centre 	<p>Alex Muggah (Synapse)</p> 

Discussion	Presenter
<p>The Forge Business Incubator is accepting applications!</p> <p>This incubator is targeted at pre-revenue startups with a minimum viable product or post-revenue startups who are newly in market. The Forge accepts and works with a small cohort of tech startups to help them launch and grow. This incubator provides a wealth of resources described below; it is a free, limited-enrollment program and they do not take any equity.</p> <p>Deadline to apply is July 31, 2019: Next incubator cohort moves in September 2019 and graduates April 2020.</p> <p>Services include:</p> <ul style="list-style-type: none"> • 8 months of incubation with opportunity to extend to 18 months • Seed funding to grow your business • Dedicated office space for your team • Access to Makerspace including advanced prototyping equipment • Access to 10+ meeting rooms inside McMaster Innovation Park • One-on-one mentorship from Entrepreneurs-in-Residence • Advisory from 50+ Volunteer Mentors • Access to Professional Service Providers for IP, legal, accounting, finance, tech advisory • Connections to government funding programs including OCE, NRC-IRAP, NSERC, Mitacs, etc • Access to talent and recruitment support • One-on-one Investor Pitch Practice • Introductions to an active network angel investors and venture capital groups • Weekly Startup Peer2Peers and Monthly Founder Socials • Entrepreneurship workshops, seminars, and networking events • PR/media exposure via social media mentions • Business address and mailbox service <p>For more info, please contact: Mariya Leslie (mariya@theforge.mcmaster.ca)</p>	<p>Mariya Leslie (The Forge)</p>
<p>Health Canada new e-Learning tool: premarket regulatory requirements for medical devices</p> <p>Under the Regulatory Review of Drugs and Devices initiative, Health Canada is increasing the efficiency of the regulatory system and supporting timely access to therapeutic products. As part of this initiative, Health Canada is pleased to announce the launch of the e-Learning tool, Understanding How Medical Devices are Regulated in Canada – Premarket Regulation.</p> <p>This web-based tool, designed as an interactive learning platform, offers an overview of Health Canada’s premarket regulatory requirements for medical devices. It also provides targeted guidance to enable greater consistency in the understanding, interpretation and application of the Food and Drugs Act, the Medical Devices Regulations and their related policies and guidelines.</p> <p>The tool serves as a valuable, comprehensive, and organized source of premarket regulatory information for various medical device stakeholder groups, including manufacturers, importers, distributors, consultants, healthcare groups, and academia. By providing e-Learning content to manufacturers and other relevant stakeholders, it is expected that the</p>	<p>Joon Kim (NRC-IRAP)</p>

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<p>completeness and quality of Medical Device Licence applications will improve, thereby resulting in more positive, and more timely, regulatory decisions.</p> <p>Health Canada encourages and invites stakeholders to utilize and benefit from this new educational tool.</p> <p>Questions or concerns regarding this notice or the e-Learning tool should be directed to the Medical Devices Bureau at hc.mdb.enquiries-enquetes.bmm.sc@canada.ca</p>	
<p><u>MedTech Canada Support to attend AdvaMed MedTech Conference in Boston</u> (Sept 22-25th)</p> <p>Medtech Canada (formerly MEDEC) received support from Global Affairs Canada (via the Global Opportunities for Associations Initiative) to provide an opportunity for Canadian medtech companies to participate at the</p> <p>Ten (10) Canadian medtech companies can receive financial support from Medtech Canada (up to 75% of eligible expenses) to attend the conference. Please forward this information to any Canadian medtech companies that could benefit from this opportunity. Thank you.</p> <p>If you have questions, please contact Stephen Dibert: stephen@dibert.ca</p>	<p>Stephen Dibert (MedTech Canada)</p>
<p><u>Hamilton Innovation Partnership Portal</u></p> <p>Synapse has created the Hamilton Innovation Partnership Portal (HIPP) to make the process simpler and more streamlined to find new partners within Canada’s leading health research and educational ecosystem.</p> <p>It is a way for companies to interact with the Hamilton community. A streamlined approach, to have Synapse represent everyone. We’ve set up an intake form, and have asked companies to direct them to the portal. Synapse is working with HHS to test it out with companies right now, including getting the approach/questions right. This will be a sense of who wants to interact with the community, and then triage companies to relevant stakeholders within Hamilton.</p> <p>Portal is online through the Synapse website: http://synapseconsortium.com/partner/</p>	<p>Andrea Lee (HHS)</p>
<p><u>MGDII Educational Webinars & DevTank Meetings</u></p> <p>Operating out of the Michael G. DeGroote School of Medicine at McMaster University, the Michael G. DeGroote Health Innovation, Commercialization & Entrepreneurship (MGDII) aims to accelerate the exploration of health innovation opportunities and creation of socioeconomic impact. Some of the upcoming webinars include:</p> <p><u>DevTank Meetings</u></p> <ul style="list-style-type: none"> Upcoming DevTank Meeting: Emergency Care Drive-Thru; Increasing the Efficiency and Performance of Emergency Care on July 9 Register here <p><u>Webinars</u></p> <ul style="list-style-type: none"> Hospital Customers - Procurement & Co-Development Processes July 4 12:00 PM - 1:00 PM Register here 	<p>Sarrah Lal (MGDII)</p>

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<ul style="list-style-type: none"> • Go-To-Market Strategies - Therapeutics & Medical Devices July 18 12:00 PM - 1:00 PM Register here • Go-To-Market Strategies - Data Applications & Platforms July 25 12:00 PM - 1:00 PM Register here • Go-To-Market Strategies - Research Tools & Health System Programs August 1 12:00 PM - 1:00 PM Register here 	
<p>FedDev Ontario Supports Growing Advanced Electronics Hub at VentureLab</p> <p>Investment by FedDev Ontario will create a new incubator and lab that supports southern Ontario silicon and hardware-focused companies</p> <p>Today, the Honourable Mary Ng, Minister of Small Business and Export Promotion and MP for Markham-Thornhill, announced at ventureLAB’s AGM, a \$5 million investment by FedDev Ontario, to create a new incubator and lab that supports southern Ontario silicon and hardware-focused companies to scale locally and compete globally.</p> <p>The Hardware Catalyst Initiative (HCI) will be Canada’s first hardware and silicon-focused lab, designed to help accelerate development cycles and close gaps faced by SMEs.</p> <p>Silicon and hardware are the building blocks of transformational technologies like artificial intelligence, quantum computing, autonomous vehicles, and more. Many companies rely on hardware advancements to enhance product service delivery that impact Canadians, like remote care services and smart energy. The HCI will enable technology companies to accelerate the development of hardware and technology platforms to power the software and app companies being developed in southern Ontario, for national and global scale.</p> <p>Canada — and in particular, York Region — has a rich history in silicon pioneering. From ATI Technologies to Nortel, the HCI will build on the region’s existing hardware and deep technology expertise to expand capacity for the sector and strengthen Canada’s position as a global leader in transformational technologies.</p> <p>The HCI will support up to 40 companies in key sectors including Digital Media & ICT, Advanced Manufacturing, Health, and Environment, create 200 jobs, and increase access to capital for hardware and silicon SMEs.</p>	<p>Jane Gernter (VentureLab)</p>
<p>BioTalent Canada and Life Sciences Ontario expand partnership with the release of The PetriDish™ Life Sciences Ontario job board</p> <p>BioTalent Canada and Life Sciences Ontario (LSO) announced the launch of The PetriDish™ Life Sciences Ontario job board, providing companies in one of Canada’s largest biotech hubs with a platform to attract talent. The launch of an Ontario bio-economy job board comes at a time when talent and skills have been put at the forefront of Canadian innovation.</p> <p>According to BioTalent Canada’s labour market report Mapping Potential, Ontario hosts over 42,000 Science, Technology, Engineering and Math (STEM) graduates a year, and over 5,600 bio-economy companies, making it a vital province for growing the Canadian bio-economy. In addition, LSO’s recent sector report, Accelerating Prosperity, conducted by Deloitte found that the life sciences sector in Ontario produces \$27 billion of economic output and directly</p>	<p>Life Sciences Ontario (LSO)</p>

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<p>contributes close to 90,000 jobs, making Ontario among the top five jurisdictions in North America for employment in the sector.</p> <p>Visit biotalent.ca/ThePetriDishLSO for current openings. Read the full release here.</p>	
<p>Trade Commission Services Providing Discount Pass to BioJapan 2019 World Business Forum</p> <p>Canada Trade Commission providing access to program including the Online Partnering System Offered by BioJapan 2019 and Meeting Space for Canadian Companies.</p> <p>BioJapan is one of the largest biotechnology related forums in East Asia. This forum features the latest developments in bio-related industries and is a great place for promoting your company / research institution globally according to the organizer. BioJapan 2019 will be held at Pacifico Yokohama, from October 9 (Wed) to October 11 (Fri).</p> <p>Last year, BioJapan attracted 16,000+ visitors from 34 countries in the exhibition and the partnering system, which resulted in 10,075 BtoB meetings facilitated by its Online Partnering System. Major Japanese pharmaceutical companies and healthcare companies are participating in BioJapan 2019, which offers considerable opportunity in light of Japan's role as the world's third largest pharmaceutical market and rapidly expanding its biotech industry.</p> <p>This show would be useful for biotech companies developing therapeutic compounds, drug development technologies, and drug delivery technologies and open innovation organizations. This year at BioJapan 2019, in addition to the regular floor space for the pharmaceutical industry, there will be a digital zone (AI, robot, etc) and healthcare zone (preventive healthcare, functional foods, elderly care) as well.</p> <p>Please note that the travel, food, accommodation, and other costs are the responsibility of the participant(s). Please also note the programs offered by BioJapan organizer may be changed without notice.</p> <p>For more information, please contact Petia Tchoukaleyska (Petia.Tchoukaleyska@international.gc.ca)</p>	<p>Petia Tchoukaleyska (Canada Trade Commission Service)</p>
<p>3i Ontario</p> <p>Looking for resources to support your great idea for improving health and healthcare? This page lists a range of opportunities available to Ontario innovators and innovation champions, as well as recently published information and thinking related to health innovation. We focus on health technology, including digital health solutions, innovative medical devices, and more.</p>	<p>Alex Muggah (Synapse)</p>