



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
<p>Guest Speaker(s):</p> <ul style="list-style-type: none"><li>• Jodi Gilcrest, Research Coordinator Gail Martin, Executive Director The Research Institute of St. Joe's Hamilton</li><li>• [presentation slides used, and are available for download in Health Check-up <a href="#">drobox folder</a>]</li></ul>
<p><i>[the following is a synopsis of the discussion, and has been lightly edited for length and clarity]</i></p> <p><b>Discussion</b></p> <p><u>Introduction</u></p> <p>The <a href="#">Disease Diagnostic Development Group</a> (or <a href="#">D3 Group</a>) is one of our specialist teams embedded in the <a href="#">Research Institute of St. Joe's Hamilton</a>, which is part of <a href="#">St. Joseph's Healthcare</a>. The group is made up of clinician-scientists, research scientists, research associates, technicians, and coordinators with over a decade of experience working together, and 20+ years of research experience in the field of infectious disease and molecular diagnostics.</p> <p>We're here today to make people aware of the skills and expertise that are at the community's disposal. We are interested in expanding the scope and breadth of challenges that we take on, and the type of work that we're doing. As we categorize our activities, we wanted to let the community know how they can access the capabilities and skills we have on offer.</p> <p><u>Presentation</u></p> <p>Who are we – our research family is a group of scientists, researchers, and technicians located within the Research Institute of St. Joe's, with specialized expertise in the area of molecular diagnostics and infectious disease. The group has been working together for over a decade, and has recently come together formally to make the Disease Diagnostic Group – or D3. This brings together our expertise to support external (and internal) research and product development focused around treatment of infectious diseases. Some of our researchers have over 30 years in commercialization and working in this space.</p> <p>While our primary interest is around molecular diagnostics, we have a team of capable scientists who can handle most any task that we throw at them. As a result, we have undertaken projects looking at current technologies – and how to adapt them – but also been involved in designing and developing novel assays for the next generation of care. Our hope is to support efforts, both public and private, who are seeking to move the realm of molecular diagnostics forward; for example, can we reduce the time to get to result, develop better sample types for assays, can we design better assays. While our training and background is in infectious disease (intestinal, respiratory, STIs, infection control), we're capable of exploiting expertise across the hospital, and thus can do a wide range of design and development work.</p> <p>In addition to improving diagnostic approaches and technology (e.g., adaption to new technology, sensitive, accurate, and rapid diagnosis which improves patient care and outcomes), we are also interested in better</p>

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infection control procedures – being able to advise other hospitals on our procedures. We have researchers with a diverse set of backgrounds (e.g., dermatological interest, an area ripe for future development to enable better diagnosis of skin infections).

We are also heavily involved in clinical trials, both as a group and individual investigators. St. Joseph's Healthcare is a frequent recruitment site for pharmaceutical companies looking at investigational product or device – and D3 can help facilitate those connections. In particular, we have wide range of experience in the areas of gastrointestinal (GI) or respiration – with particular interest in CDIFF. For example, we're involved in projects exploring new antibiotics and prevention of occurrence for CDIFF. We are also recently involved in for RSV and influenza, to validate the effectiveness and safety of new treatments.

On the investigational device side, we are eager to help companies that have already developed their platforms and devices. We've aided companies with pre-clinical and 510K studies for their devices. We've also been involved in many head-to-head comparisons of medical devices or platforms, to generate the necessary data to secure approval by Health Canada – comparing currently approved devices with the next generation technology. Such studies may look at issues like sensitivity to one another, based on a particular target, or time to result for all the assays (you can't wait a week to get results). Our team has helped companies with development of new processes and assays, helping to drive down turn-around times, explore implication of work flow. We have also helped technicians who want to incorporate new technology into a lab – thinking through the implications of the entire instrument and all consumables associated with it (e.g., what is the true cost per test).

What are we hoping to accomplish – building on the capabilities across St. Joseph's, we've built a team that is bound together through shared interests to collectively and cohesively advance scientific understanding and improve patient care. We want to develop and grow our team, which is currently made up of 10 core members, including 3 physicians. Through our work, we hope to train others in our methods and inspire new scientists to advance science. Our hope is to expand our current portfolio of research opportunities – especially those in the broader community, including the private sector – leveraging our expertise in support of our ultimate goal: to improve patient care. Through collaboration with new partners, we will continue to expand our own capabilities and enable further advancement in the areas of diagnostics and treatments.

Our capacity – we love to learn and are willing to undertake a wide range of potential projects. Our team is extremely skillful, and has experience doing both small and large investigational projects, including FDA and Health Canada investigations for both drug and device trials. We have capacity to perform diagnostic evaluations and validations of new and established diagnostics platforms (both assays and devices). In addition, if you have a device that is not yet ready for a pre-clinical evaluation, we have a large number of clinical samples that can be used (along with the right ethical approvals to enable speedy access). Further, our microbiology lab is co-located with one of our interim chiefs, allowing for the development of assays with true clinical samples.

In short, D3 can be an extra “set of hands”, given our skill set and huge flexibility. In short, if you have an idea or a protocol we can likely help you out with it. Our team members can do just about anything in a lab - from cell lines and animal modeling.

We are extremely interested in connecting with the Hamilton ecosystem, as well as organizations from across Southern Ontario and around the country. We hope to raise awareness of this resource, available to both private and public sector. We want to offer our services and collaborate with moving research forward, leveraging our expertise to help support and train other companies/institutions to develop assays and other areas of interest. We want to achieve a mutual goal of advancing research and patient care.

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The Research Institute at St. Joe's exists to help companies find and identify potential opportunities, and can help you understand whether there is a good fit. Please reach out to me, Jodi Gilchrist, at [jgilchri@stjosham.on.ca](mailto:jgilchri@stjosham.on.ca) should you want to learn more about the D3 Group.

#### Question & Answers

*Q: Is there something driving your infectious disease lists?*

A: Our background and training – our lead clinical have background in infectious diseases and molecular diagnostics. Everyone else who has joined in the last 15 years have spent time in molecular diagnostics. We also have the Hamilton regional laboratory, which means we do in-house testing for institutions across the region. We are heavily involved in doing in-house diagnostics, to drive down costs for the hospital, but also to provide better diagnostics.

*Q: Who is the best person to contact to start a discussion with D3?*

A: That would be Jodi Gilchrist ([jgilchri@stjosham.on.ca](mailto:jgilchri@stjosham.on.ca)), who can put you in touch with the right people and make sure that the team can engage.

*Q: Is there an equivalent in biochemistry or other areas of lab medicine at St. Joseph's?*

A: I'm not sure, but not at St. Joseph's. However, at McMaster there may be some abilities at HHS. Would suggest reaching out to the McMaster Industry Liaison Office ([MILO](#)) for more information.

*Q: Is your group open to co-op talent?*

A: Yes. As individual investigators, we've taken on many undergrad and graduate students. We want students who are excited about science.

*Q: Does any of your team, or have regulatory accreditation that are necessary to do work?*

A: All the work that we do is appropriately accredited, and the HLP lab is also accredited. Dr. Smieja is the interim chief, and the Research Institute support the D3 group to make sure we're compliant (i.e., quality assurance officer is assigned to support our projects).

*Q: How do you charge for your services?*

A: Contracts are through an agreement between all parties, with accounts housed in the Research Institute. Formal agreements are developed and scoped in concert with the company, and based on their needs. Cost of the work is the cost of performing it.

*Q: Can you speak to your access to clinical patient data?*

A: We work closely with the micro-lab at St. Joseph's. Whenever you're accessing patient data or samples you have to go through an ethics procedures.

We're able to leverage existing relationships we have with all the the MLTs and MLAs and the Chief, and request they set aside positive samples that allow us to efficiently identify and retrieve sample for a particular research project. For example, I'm collecting all CDIFF positive samples from the hospital, using them, and then taking

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them back into the freezer. We also have a long-standing system to biobank our respiratory samples, giving us access to lots of flu samples that are labs can access.

In support of this effort, we're working on a "permission to contact" system that will mean our partners will not have to wait until an individual is in a clinical situation to join a study (i.e., you can proactively reach out to them to see whether they want to participate). Once they've agreed to participate, we then switch back to the normal consent process. This will make the connection between clinical care and getting people to participate in a study easier. We believe it will also lead to a more equitable system – otherwise, what can happen is that patients are only able to join a study if their doctor is participating in the study. This will lead to greater equity for patients wishing to participate in research.

*Q: Can you given an example of your past work?*

A: We worked with a company to develop an RVP assay from the ground up. We also helped a company work with the development of a point-of-care device – developing an understanding of what was the right assay, and then worked with an engineering firm to make sure the assay was properly matched up with the device technology. Indeed, we ended up spending time exploring how we could change the chemistry to work with what engineering thought possible.


*Q: Do you work with MITACs?*

A: yes – we have had two students in the past that have been supported through MITAC grants.

## Hamilton Health Innovation: Calendar Highlights

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

### November

- Oct 30: [Career & Calling: Redeemer College Networking EXPO](#) (Redeemer University)
- Nov 6: [Official grand opening of New Co-Location Space](#) (iF & Forge)
- Nov 7: [Made in York Region: The Future of Tech Event](#) (VentureLab)
- Nov 8-10: [Health Hackathon](#) (Hamilton Hacking Health)
- Nov 10: Application Due: [Synapse Life Science Competition](#) (Innovation Factory)
- Nov 12: [CRISPR and Gene Editing: The New Frontier in Fighting Infectious Diseases?](#) (JLABS)
- Nov 13: [OBIO in KW: Health Science Networking Event](#) (OBIO & Communitech)
- Nov 14: [Workshop: Marketing to Healthcare](#) (VentureLab)
- Nov 14-15: [Latitude44 Tech Conference](#) (Various)
- Nov 15: Applications Due: [Corridor Demo Day](#) (RIC Network)
- Nov 20: [Learning from Failure in Healthcare](#) (Health Leadership Academy)
- Nov 20: [2019 Driving Healthcare Innovation: The Canadian AI Advantage](#) (Health Research Foundation)
- Nov 21: [Creating A Strategic Exit Plan for Tech and Life Science Startups](#) (JLABS)
- Nov 23: [DeGroot Interprofessional Healthcare Leadership Conference](#) (McMaster University)
-  Nov 25: [Hamilton Health Check-up](#) (Synapse Consortium)
- Nov 26: Hi5 Pitch Competition (HalTech)

### December

- Dec 2: Queen's Park Day (LSO)
- Dec 4: [Infosession on Innovative Solutions Canada \(ISC\) program](#) (IDEAWORKS, Mohawk College)
- Dec 4: [Digital Transformations in Life Sciences](#) (LSO)
- Dec 13: [TEDxMcMasterU – Theme: Ambition](#) (McMaster University)
-  NOTE: NO [Hamilton Health Check-up](#) in December (Synapse Consortium)

### January 2020 and Beyond

-  Jan 27: [Hamilton Health Check-up](#) in December (Synapse Consortium)
- Feb 5-7: [3<sup>rd</sup> Annual Niagara Investment Summit](#) (OBIO)
- Feb 13: [Corridor Demo Day](#) (RIC Network)
- Mar 7: HHS Foundation Gala (Hamilton Health Sciences)
- Mar 29: [Synapse Life Science Competition: Pitch Presentation](#) (Innovation Factory)

TIME ALLOTTED | **20 MINUTES**

Topic: **Communicate**

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


Discussion	Presenter
<p><a href="#">Bay Area Health Trust Invests in Hamilton Based Medical Device Company Mariner Endosurgery</a></p> <p>In contributing to the latest round of Mariner Endosurgery, Bay Area Health Trust shows strategic support for local health care businesses and ecosystem.</p> <p>On Oct 17, <a href="#">Bay Area Health Trust</a>, a Hamilton, Ontario based company that operates life science businesses with the goal of returning value to its beneficiaries including Hamilton Health Sciences announced it has signed an agreement to provide an undisclosed amount of capital to <a href="#">Mariner Endosurgery</a>, also based out of Hamilton.</p> <p>In December 2018, Mariner, an innovative Canadian medical device company received FDA clearance for its LaparoGuard™ Augmented Surgical Navigation system for use in US operating rooms. Hospitals and surgical facilities will now be able to incorporate this game-changing surgical navigation system. Mariner will use the proceeds to provide working capital and to build out additional LaparoGuard sites in both Canada and the United States.</p> <p>“We are very pleased with the addition of our strategic investors on board with Mariner. The support from an institutional investor and the Hamilton life sciences community will accelerate our strategic growth plans,” commented Mitch Wilson, President &amp; COO of Mariner Endosurgery.</p> <p>LaparoGuard is currently in a clinical trial at Hamilton Health Sciences’ General Hospital led by Dr. Niv Sne, trauma surgeon proficient in advanced laparoscopic cases and Associate Professor of Surgery at McMaster University.</p> <p>To read the full piece, click <a href="#">here</a> or <a href="#">here</a></p>	<p>John Hands (BAHT)</p>
<p><a href="#">Congratulations Dr. Jack Gaudie: Recipient of 2019 Anne &amp; Neil McArthur Research Award</a></p> <p>For two decades, the McArthur family has supported the pursuit of ground-breaking research at St. Joe’s. Each year, a world-renowned researcher is honoured with the <a href="#">Anne &amp; Neil McArthur Research Award</a>.</p> <p>This year’s recipient is <a href="#">Dr. Jack Gaudie</a>, the Vice President (Research) at St. Joseph’s Healthcare, Hamilton, a Distinguished University Professor at McMaster University and Member of the Order of Canada.</p> <p>Dr. Gaudie has been recognized across the globe for four decades of transformative research in cytokine biology and gene therapy. His discoveries have been published in more than 390 scientific articles and have advanced treatments for patients living with immune-deficiency diseases, pulmonary fibrosis, arthritis and cancer.</p> <p>To read more, click <a href="#">here</a> (subscription required)</p>	<p>Alex Muggah (Synapse)</p>

Discussion	Presenter
<p><u>Thoughts on High Valuation Trends &amp; Angle Networks in Southern Ontario</u></p> <p>David Wright (AngelOne) shared some thoughts around recent trends regarding companies seeking high valuations upon pitching.</p> <p>In particular, based on <a href="#">PitchBook reports</a> which collects data on evaluations across North America, we're seeing that a few years ago the average company valuation was \$4.5M, but this has recently risen to \$9M for pre-revenue stage companies. There doesn't seem to be an inflation story that reflects this appreciation. At AngelOne, there see many companies with high valuations which leads to fewer Angels investing. This will be problematic in a downturn, since that means for a company the next raise will be a downturn raise, which can be problematic.</p> <p>There is an appreciation that without revenues it is hard to evaluate a firm (e.g., value off earnings or costs). But pre-revenue valuations appear to be getting inflated, which may reflect where we are in the current economic cycle. The average economic expansion is 8 years, and this one has lasted 11 years, and things are eventually going to slow down. Late in the cycle there is a lot of money, which may explain the inflation, but that still doesn't mean there isn't trouble ahead.</p> <p>Separately, there are 13 government sponsored angel investor groups in Ontario, with AngleOne still sponsored by FedDev. During the last two years, AngelOne has been in a venture with GTAN and SWO, and 10 days ago they <a href="#">formally launched "Equation Angels"</a>, a cooperative venture across the three groups. However, there will remain local chapters in each municipality. In effect, the angel groups will be standardizing the administration elements of company intake and review – so that any firm that approaches one group will be handled in the same manner, and then the company has the opportunity to do a road show across the three regions.</p> <p>To learn more, please contact David Wright (<a href="mailto:david.wright@angelonenetwork.ca">david.wright@angelonenetwork.ca</a>)</p>	<p>David Wright (AngelOne)</p>
<p><u>Joint Mohawk – Redeemer College Health Science Program</u> (formal announcement soon)</p> <p>Bruce Wilson (Director, Experiential Learning and Careers) shared that the Redeemer University College health science program is strengthening, and will soon be in a position to formally announce a joint-venture with Mohawk on recreational physiotherapy.</p> <p>To learn more about the program, or Redeemer, please contact Bruce at <a href="mailto:BWilson@redeemer.ca">BWilson@redeemer.ca</a></p>	<p>Bruce Wilson (Redeemer)</p>
<p><u>City of Hamilton launches "We Are" promotional video</u></p> <p>Hamilton, Ontario, Canada. The nation's most diversified economy, the fastest growing mid-sized city for tech talent and a fantastic community approach to supporting investment big and small.</p> <p>Today, Hamilton's Economic Development Office released its latest investment video. Entitled "We Are Hamilton", the piece provides a snapshot of some of the businesses big and small that are contributing to Hamilton's booming economy.</p> <p>Click on the link to see the new "<a href="#">We are" video</a> that was launched at the City Manager's breakfast</p>	<p>Carolynn Reid</p>



Discussion	Presenter
<p><a href="#">Mariner Endosurgery Held Investor and Analyst Reception</a></p> <p>On Oct 17, with the Company's recently completed investment round - including welcoming our first institutional investor - our FDA 510(k) clearance and establishment of our first US surgical site, this event offered investors and partners an opportunity to connect with management &amp; surgeons, to learn more about our corporate strategy, and our innovative product pipeline.</p> <p>Also covered were Mariner Endosurgery's exciting clinical results from our novel surgical visualization technology LaparoGuard at the mid-point of its current trial at Hamilton General Hospital. Presentation of the Company's core surgical technologies will be demonstrated at McMaster Innovation Park.</p> <p>Expert speakers included leading voices in laparoscopic surgery and provided a first hand account of their experiences with our innovative LaparoGuard system.</p>	<p>Mitch Wilson (Mariner)</p>
<p><a href="#">AgeRate, Longan Vision and EpiNeuron Accepted into Creative Destruction Lab</a></p> <p>We are proud to announce that AgeRate, Longan Vision and Epineuron have been accepted into the 2019/2020 cohort of the Creative Destruction Lab, where they will attend a nine-month program that will focus on maximizing equity-value creation. The Creative Destruction Lab is a seed-stage program for scalable science-based companies. This is an incredible opportunity for both AgeRate and Longan Vision to continue to grow their successful businesses. <a href="#">Read more.</a></p>	<p>Mariya Leslie (The Forge)</p>
<p><a href="#">NanoPhyll Receives award by Écotech Québec</a></p> <p>Congratulations to our alumnus NanoPhyll for receiving from Écotech Québec a "Eureka! Green and Prosperous Québec Award". Ecotech Québec evaluated pioneering companies who have adopted clean technologies and organizations that have found innovative solutions for their challenges, while improving their competitiveness and environmental performance. <a href="#">Read more.</a></p>	<p>Mariya Leslie (The Forge)</p>
<p><a href="#">VoxNeuro, MedStack and NanoPhyll Inc. Compete in ElevateR Pitch Competition</a></p> <p>The Forge Alumni VoxNeuro, MedStack, and NanoPhyll competed in the annual ElevateR Pitch Competition at the Elevate Tech Fest in Toronto on September 24-25. They were among Canada's top 32 start-ups who competed for \$10,000 in aws credits and entrance into Blake Cassels and Grayden's Nitro Program, presenting in front of world-class investors and celebrity judges. VoxNeuro successfully progressed into the third round of the competition. <a href="#">Read more.</a></p>	<p>Mariya Leslie (The Forge)</p>
<p><a href="#">Farewell to Dr. Monika Yazdanian, Director at The Forge</a></p> <p>On Sept. 27 we bid farewell to Dr. Monika Yazdanian, the Director of The Forge at McMaster University. Dr. Yazdanian accepted a position as the CEO and Co-Founder at ToeFX, a Forge client which is a medical device startup developing a photodynamic therapy for onychomycosis. Dr. Gay Yuyitung, Executive Director at McMaster Industry Liaison Office, will be serving as the interim Director of The Forge. <a href="#">Read more.</a></p>	<p>Mariya Leslie (The Forge)</p>
<p><a href="#">Career &amp; Calling: Redeemer College Networking EXPO</a> (Oct 30<sup>th</sup>)</p> <p>Bruce Wilson shared that Redeemer is sponsoring a career fair (Expo), and so we're calling it a networking fair. They're hoping to make it more accessible, and are showcasing 10 students to allow employers to understand the quality of talent available from Redeemer.</p> <p>Join us on Wednesday, October 30 for Career + Calling, a networking expo presented by Redeemer's Centre for Experiential Learning and Careers (CELC).</p>	<p>Bruce Wilson (Redeemer)</p>

Discussion	Presenter
<p>The event is an opportunity for employers and Redeemer students to discuss co-ops, internships, work-integrated learning and future careers. It is free to students. Employers, please register <a href="#">here</a></p>	
<p><a href="#">Official grand opening of New Forge and Innovation Factory Office</a> (Nov 6)</p> <p>Please join Innovation Factory and The Forge on Wednesday November 6, 2019, as we celebrate the official grand opening of our <a href="#">new co-located office</a>.</p> <p>The collaborative space provides entrepreneurs with access to mentorship, skills-building workshops, meeting rooms, office space, resources, and advanced equipment to design and build innovative new products.</p> <p>When: November 6th, 2019, 9:00 am – 11:00 am Where: 175 Longwood Rd S, Suite B21 Hamilton</p> <p>To learn more, or register, click <a href="#">here</a></p>	<p>Riley Moynes (iF)</p>
<p><a href="#">Second annual Made in York Region: The Future of Tech Event</a> (Nov 7)</p> <p>Join ventureLAB and the Regional Municipality of York for the second annual Made in York Region: The Future of Tech event, taking place on November 7, 2019. York Region is Canada's second-largest tech cluster — and this event highlights just some of the transformative products and solutions being built in our region. Experience the innovative and technological prowess of some of our region's top tech companies, network with the best and brightest of York Region's tech ecosystem, and participate in engaging programming.</p> <p>New this year, Made in York Region: The Future of Tech will feature a guided tour of two globally renowned tech companies in addition to showcasing over 30 start-up and scale-ups. This year's event also features a pitch competition, an engaging panel, and keynote panel challenging attendees to shift perspective on growth in the tech industry.</p> <p>Are you looking to get involved? Applications are currently open for exhibitor showcase spaces, and the pitch competition. <a href="#">Visit the Made in York Region: The Future of Tech page</a> to learn more, or apply:</p> <p>Exhibitor Showcase - Application deadline: October 6, 2019 Pitch Competition - Application deadline: October 14, 2019</p>	<p>Jane Gertner (VentureLab)</p>
<p><a href="#">Hacking Health Hamilton Hackathon</a> (Nov 8 - 10)</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 (<a href="mailto:lokker@mcmaster.ca">lokker@mcmaster.ca</a>)</p>	<p>Cynthia Lokker (Hacking Health)</p>

Discussion	Presenter
<p><a href="#">Call for Applications &amp; Save the Date for the 2020 Synapse Pitch Competition (Nov 10)</a> Pitch Deadline: November 10, 2019   Pitch Showcase: March 25, 2020</p> <p>It is that time of year again! Innovation Factory has opened applications for the 7th Annual Synapse Life Science Pitch Competition.</p> <p>Synapse has helped 65 companies accelerate their commercialization journey with over \$300,000 in cash and in-kind prizes. The competition pairs innovators with students to form teams; provides them with commercialization training, mentorship and the opportunity to grow their networks within the life science community.</p> <p>Check out these videos to learn more: <a href="#">Synapse Competition Summary</a>   <a href="#">Student Testimonial</a></p> <p>Last year they received a record number of applications and <a href="#">you can apply as either</a>:</p> <ul style="list-style-type: none"> <li>Life Science Innovators/Companies: Looking to launch or grow their life science business.</li> </ul> <p>Graduate and upper-year college/university students: Interested in gaining hands-on experience helping an innovative company.</p>	<p>Alex Muggah (Synapse)</p> 
<p><a href="#">Save 20% - CRISPR and Gene Editing: The New Frontier in Fighting Infectious Diseases?</a> (Nov 12)</p> <p>Few technologies have the potential to disrupt and eliminate infectious disease and viral infections— but gene editing, CRISPR in particular, is a latent technology that could change biotech – and we’re just seeing the beginning of what effect it could have on the world.</p> <p>With scientific promise comes interest from investors – a surge of biotech startups are utilizing CRISPR technology for many different applications such as at-home testing, in-clinic uses, and more. “This incredibly powerful repurposing of the bacterial immune system has created an outpouring of financial backing for small companies with revolutionary technological advancement in genome engineering-based ventures.”</p> <p>On November 12th, we will explore this subject with presentations from experts in the field, startup companies innovating in this space, and investors looking to invest in these new applications.</p> <p>To register, click <a href="#">here</a>. Use discount code SYNAPSE to save 20%. For more information, contact Amanda Raponi (<a href="mailto:araponi1@its.jnj.com">araponi1@its.jnj.com</a>)</p>	<p>Alex Muggah (Synapse)</p>
<p><a href="#">OBIO in KW: Health Science Networking Event</a> (Nov 13)</p> <p>Join OBIO for light refreshments and networking with local Kitchener-Waterloo health science industry leaders: entrepreneurs, investors, Communitech, Velocity, Accelerator Centre and more. Hear from OBIO CEO Gail Garland as OBIO celebrates 10 years of building Ontario’s health science industry and how OBIO supports companies through our four innovation programs: MINT, CAAP, H2BB and TEA (coming soon!)</p> <p>Also, hear from two physicians about the impact of KW’s physician advisory network on technology validation and procurement for early stage health science companies. See you on November 13th!</p>	<p>Jacob George (Communitech)</p>

Discussion	Presenter
<p>OBIO Meetings with companies on Nov 13 while in Kitchener. OBIO is interested in meeting with health science companies developing therapeutics, medical devices, diagnostics, digital health products or services. We are looking to engage with health science companies across all stages through our programs: Health MINT, Capital Access Advisory Program (CAAP), Health to Business Bridge (H2BB), and Technology Early Adoption (TEA).</p> <p>Please email <a href="mailto:christinayeh@obio.ca">christinayeh@obio.ca</a> to schedule a meeting and learn more about OBIO.</p>	
<p><a href="#">VentureLab Workshp 2 of 3: Marketing to Healthcare</a> (Nov 14)</p> <p>As the second part of this workshop series, industry expert Colin Hung will inform you on how to raise your brand awareness with healthcare buyers and how to secure meetings with your intended audience. Additionally, he will speak on utilizing social media and conference &amp; content Marketing.</p> <p>Colin Hung, ventureLAB Digital Health Advisor, has designed a three-part workshop series to help individuals better understand how to successfully market within the Digital Healthcare industry in North America. Although you are not required to attend all three workshops, we do encourage those interested to utilize this opportunity to come out to all three to learn from and engage with an industry expert.</p>	<p>Jane Gertner (VentureLAB)</p>
<p><a href="#">Latitude44 Tech Conference</a> (Nov 14-15)</p> <p>Latitude44 is a tech conference featuring Estonian tech, e-Governance and start-ups with support from Latitude59, the flagship Estonian startup and tech event of the world's first digital society. Latitude44 is taking place in conjunction with Estonian Music Week (EMW) both organized by the Estonian Studies Centre/Museum of Estonians Abroad (VEMU).</p> <p>Day 01: Startups and Scale ups: Canada Meets Estonian Opportunities Day 02: The Most Advanced Digital Society in the World: Can we be connected and private?</p> <p>To learn more, or register, click <a href="#">here</a></p>	<p>Alison McConnell (MEDJTC)</p>
<p><a href="#">Corridor Demo Day for Companies Raising Funds</a> (Application due Nov 15, event on Feb 13)</p> <p>Be a part of Canada's largest seed investment event with an audience of qualified investors from across the globe. For companies interested or looking to raise a seed/seed+/A-round, there is an opportunity to apply to participate in Corridor Demo Day.</p> <p>To participate you must:</p> <ul style="list-style-type: none"> <li>Be a registered Canadian company creating original and novel tech</li> <li>Closing a seed round of &gt;\$1M within 8 months of the event</li> <li>Complete this application, including a 3 min video, by November 15th</li> </ul> <p>50 of Ontario's best companies will present to a group of activated and curated investors. Past incidences of CDD have yielded 150+ investors. To learn more, or to register, click <a href="#">here</a></p>	<p>Adrien Cote (Velocity)</p>
<p><a href="#">2019 Driving Healthcare Innovation: The Canadian AI Advantage</a> (Nov 20)</p> <p>The Health Research Foundation (HRF) of Innovative Medicines Canada, is hosting "Driving Healthcare Innovation: The Canadian AI Advantage" with Quebec's Ministry of Economy and Innovation and Montreal International.</p>	<p>Lea Berlinguet (Montreal International)</p>

Discussion	Presenter
<p>Half-day conference will be held on November 20, 2019 at the Château Champlain Hotel in Montreal, Quebec.</p> <p>Emerging technologies in the field of Artificial Intelligence (AI) and machine learning are becoming essential tools in the advancement of research in the healthcare space. From hospital care to clinical research, drug development and insurance, AI applications have the potential to revolutionize how our health systems work to reduce spending and improve patient outcomes. AI systems and platforms, interfacing within the health sector can also help attract more foreign direct investment to Canada.</p> <p>This event will bring together government, researchers, public policy influencers and industry leaders from the pharmaceutical, AI and healthcare communities to discuss the opportunities that AI can bring to support health system sustainability.</p>	
<p><a href="#">Creating A Strategic Exit Plan for Tech and Life Science Start-ups</a> (Nov 21)</p> <p>This half-day workshop is targeted at high-potential early-stage tech and life science companies with deep IP and a team that would be strategically valued by strategic acquirers. This interactive program will cover:</p> <ul style="list-style-type: none"> <li>• The “Exit Strategy Canvas”: A practical and proven tool designed to help founders identify priorities, milestones, and relationships that will unlock the strategic value in their company</li> <li>• Tangible and practical steps that every founder should take to ensure their startup will be exit-ready when the time comes</li> <li>• Strategic planning through the lenses of the three key stakeholders: investors, acquirers, and founders</li> <li>• The value of strategic relationships and partnerships</li> </ul> <p>There will be one-on-one mentoring sessions (30 minutes each) following the workshop, providing tailored advice to ventures, and coaching on strategic planning, exit-readiness preparation, exit strategy, and when exit opportunities are likely to occur. If interested, please fill out the details in the registration form.</p>	JLABS
<p><a href="#">DeGrootte Interprofessional Healthcare Leadership Conference</a> (Nov 23)</p> <p>Tickets are now on sale for the 2019 DeGrootte Interprofessional Healthcare Leadership Conference. The theme will be “The Future of Healthcare: Exploring the Possibilities”. The conference will be at the Ron Joyce Centre in Burlington on Saturday, November 23rd, 2019.</p> <p>Are you passionate about healthcare innovation? Are you interested in the intersections of private and public healthcare initiatives? Are you looking to meet other healthcare professionals and students that share in your passion? If you answered yes to any or all of the above, look no further!</p> <p>The 2019 DeGrootte Interprofessional Healthcare Leadership Conference (DIHLC) aims to bring thought-leaders and passionate learners from across Ontario together with the aim of empowering the leaders of tomorrow to tackle healthcare’s most pressing challenges.</p> <p>To purchase tickets, or for more information, click <a href="#">here</a></p>	Laura Beesley (McMaster)

Discussion	Presenter
<p><u><a href="#">LSO Queen’s Park Day (Dec 2)</a></u></p> <p>Life Sciences Ontario and Medtech Canada are hosting the 4th annual Queen’s Park Day on Monday, December 2nd, 2019.</p> <p>The event gathers senior industry representatives and key decision makers together to have intimate policy discussions on the tremendous potential of Ontario’s life sciences sector and what can be done in order to accelerate its growth. Key messages that will be echoed throughout the meetings:</p> <p>With annual revenues of \$56.8B – directly contributing \$27.4B to Ontario’s GDP, Ontario’s life sciences industry (e.g., medical devices and equipment, drugs and bio-pharmaceuticals, research and medical laboratories, agriculture feedstock and chemicals, medical cannabis, and eHealth/artificial intelligence) is uniquely positioned to help address some of our biggest challenges: the creation of jobs for our highly-educated graduates in a knowledge-based economy, and sustainable and high-quality healthcare. Ontario’s life sciences sector employs 90,000 high-skill workers with salaries 24% higher than the provincial average. The industry contributes \$8.8B annually to government revenues through federal, provincial and municipal tax.</p> <p>Earlier this year, LSO released our 2019 sector report (enclosed), conducted by Deloitte, which provides further insight into the economic opportunity of the life sciences sector that could be achieved through a coordinated life sciences strategy. The report shows that the sector has the potential to add nearly 100,000 new jobs and an additional \$30B to provincial GDP over the next decade.</p> <p>In addition, we invite you to join us in the Legislative Dining room from 5:00 pm – 7:00 pm for a reception and a company showcase. LSO has partnered with Medtech Canada for the company showcase to provide a unique opportunity for elected officials and staff to interact with medical technologies and learn how they are making a difference for patients.</p> <p>To confirm your attendance for the day and/or RSVP for the reception, please contact Charlini Nicholapillai at <a href="mailto:Charlini@lifesciencesontario.ca">Charlini@lifesciencesontario.ca</a></p>	<p>Alex Muggah (Synapse)</p>
<p><u><a href="#">VentureLab Workshop 3 of 3: How to Stand out in the Crowded Healthcare Market (Dec 3)</a></u></p> <p>As the last installment in this workshop series, Colin Hung will host a session on how to leverage guerrilla marketing tactics and other marketing hacks to accelerate growth.</p> <p>Colin Hung, ventureLAB Digital Health Advisor, has designed a three-part workshop series to help individuals better understand how to successfully market within the Digital Healthcare industry in North America. Although you are not required to attend all three workshops, we do encourage those interested to utilize this opportunity to come out to all three to learn from and engage with an industry expert.</p>	<p>Jane Gertner (VentureLAB)</p>
<p><u><a href="#">Info-session on Innovative Solutions Canada (ISC) a Government of Canada program (Dec 4)</a></u></p> <p>On Wednesday, December 4, from 4-5pm, IDEAWORKS @ Mohawk College will be hosting an info session for Innovative Solutions Canada (ISC) a Government of Canada program for innovators.</p>	<p>Andrea Johnson (Mohawk College)</p>

Discussion	Presenter
<p>Innovative Solutions Canada helps Canadian innovators by funding R&amp;D and testing prototypes in real-life settings. They have two streams available with a combined funding of over \$140 million dedicated to Canadian innovators who want to start, grow, and get to market. They facilitate the early development, testing and validation of prototypes, as well as preparing a pathway to commercialization.</p> <p>Registration is open to the public, and to register or learn more, click <a href="#">here</a></p>	
<p><a href="#">Digital Transformations in Life Sciences</a> (December 4th)</p> <p>LSO’s Annual Policy Forum, now entering its 10th year, brings together key stakeholders to strategize how we can accelerate our life sciences sector. The 2019 Policy Forum, “Digital Transformations in Life Sciences” features speakers from a broad spectrum of industry and government as well as robust opportunities for audience engagement.</p> <p>Panel Session Topics Include:</p> <ul style="list-style-type: none"> <li>• Life Sciences Policy Past Federal Election</li> <li>• Big Data- Unlocking the Opportunity</li> <li>• AI, Machine Learning and Automation in the BioEconomy</li> </ul> <p>Confirmed Speakers:</p> <ul style="list-style-type: none"> <li>• Sachin Aggarwal, CEO, Think Research</li> <li>• Cindy Bell, Executive Vice President, Corporate Development, Genome Canada</li> <li>• Abigail Carter-Langford, Vice President, Governance, Risk &amp; Compliance and Chief Privacy Officer, Canada Health Infoway</li> <li>• Bill Dempster, President, 3Sixty Public Affairs</li> <li>• Deborah Gordon-El-Bihbety, President and CEO, Research Canada</li> <li>• Scott MacNair, General Manager, Stryker</li> <li>• Michelle McLean, Senior Vice President, Health and Wellness, Hill+Knowlton Strategies Canada</li> <li>• Seema Nagpal, Vice President, Science, and Policy, Diabetes Canada</li> <li>• Dan Sinai, Senior Innovation Leader - IBM Canada Research and Development Centre</li> <li>• Ryan Wiley, President, Shift Health</li> </ul>	<p>Andy Donovan (LSO)</p>
<p><a href="#">3<sup>rd</sup> Annual 2020 Niagara Investment Summit</a> (Feb 5-7, 2020)</p> <p>OBIO is pleased to announce a <a href="#">national call for applications</a> from health science companies who are seeking Series A or beyond investments to participate in OBIO’s 3rd annual <a href="#">2020 Niagara Investment Summit</a> on February 5-7, 2020.</p> <p>Building on the success of our 2019 Summit, featuring hundreds of company-investor introductions, the 2020 Summit will bring top-ranked global investors to Niagara-on-the-Lake, Ontario to meet with 30 of Canada’s most innovative health science companies. The theme of the 2020 Niagara Investment Summit is the Future of Medicine. In company presentations &amp; one-on-one meetings, the Summit will highlight Canada’s most investable health sciences companies across therapeutic, medical device, diagnostic &amp; digital health sectors.</p>	<p>Grant Burns (OBIO)</p>
<p><a href="#">Hamilton Health Sciences Foundation’s Gala - Returning to LIUNA Station</a> (March 7, 2020)</p>	<p>HHS</p>


Discussion	Presenter
<p>You are invited to join us for another amazing experience as we raise funds for vital research at Hamilton Health Sciences. Secure your sponsorship now for what will be an incredible evening of entertainment!</p> <p>Our 2019 Gala sold out early. As you plan your 2020 budget, avoid disappointment by making your sponsorship commitment today. Contact Tamara Pope (<a href="mailto:popetamara@hhsc.ca">popetamara@hhsc.ca</a>) or Milaina Wright (<a href="mailto:wrightmila@hhsc.ca">wrightmila@hhsc.ca</a>) for full details. View a listing of available <a href="#">sponsorship opportunities</a></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.

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<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: <a href="mailto:Alex.Muggah@SynapseConsortium.com">Alex.Muggah@SynapseConsortium.com</a></p> <p>Recent visits to/from Hamilton:</p> <ul style="list-style-type: none"> <li>• <u>Recent</u>: Ian Stewart, President NRC (Oct 16): Synapse Consortium members (including McMaster, Mohawk, HHS, and St. Joe’s) hosted a visit by NRC President to Hamilton. Mr. Stewart presented at the McMaster Therapeutics Conference, as well as meeting with key stakeholders to identify opportunities to deepen connections and collaboration between firms and scientists in Hamilton with NRC research teams and infrastructure.</li> <li>• <u>Recent</u>: Nordic Companies Site Visit to Hamilton (October 22): Synapse hosted Innovation Norway and their Nordic partners, who brought several Nordic companies to Hamilton, as part of a visit to Ontario. The companies took part in tours and meetings as they explored potential collaboration opportunities. This builds on existing <a href="#">commercialization project</a> between Ably Medical and the GERAS centre.</li> </ul> <p>Upcoming site visits to/from Hamilton</p> <ul style="list-style-type: none"> <li>• <u>Upcoming</u>: EIT Health Go Global Canada 2019 (November 11). Eleven innovative European SMEs will embark on a ten-day immersion roadshow in the fall to British Columbia, Ontario and Quebec. They will see meetings with local life science players – KOLs, cluster, health systems and other stakeholders. Their objective is to increase visibility, understand local innovation trends and healthcare market access. GO GLOBAL aims to provide companies in medtech, biotech and digital health with the competence needed for international expansion.</li> </ul>	<p>Alex Muggah (Synapse)</p> 
<p><u>MedStack Looking to Hire Front-End Developer</u></p> <p>Simon Woodside, co-founder of Medstack, is looking to hire a front-end developer, ideally one based in Hamilton.</p> <p>Medstack is a Hamilton-based firm which helps hospitals and other healthcare enterprises to onboard more digital innovations faster, by helping application developers meet privacy, security expectations up front, before IT diligence even starts.</p> <p>To learn more about the position, or to apply, please contact Simon: <a href="mailto:simon@medstack.co">simon@medstack.co</a></p>	<p>Simon Woodside (MedStack)</p>

Discussion	Presenter
<p><a href="#">Science2Startup in Cambridge, MA</a> (Application due November 1)</p> <p>Please see the attached opportunity to participate in S2S, Science2Startup (science2startup.com), an invitation-only symposium for biotech entrepreneurship co-organized by Atlas Venture, F-Prime Capital, Osage University Partners, and RA Capital that will build connectivity across the academic, tech transfer, venture capital and biotech/pharma communities.</p> <p>This one-day symposium on April 8, 2020 in Cambridge, MA will feature presentations from top therapeutics researchers to a curated audience of experienced biotech venture capitalists, entrepreneurs at leading biotech startups, and senior executives at large pharma companies. Last year, 100 venture capitalists attended the event.</p> <p>Please submit one-page proposals on our website, <a href="http://www.science2startup.com">www.science2startup.com</a> by November 1, 2019. Selected applicants will be requested to submit a small powerpoint presentation from which 10-15 final presenters will be chosen by S2S' senior advisors. Further details regarding submissions and the review process are provided in the attached flyer and on our website.</p> <p>Participating researchers will benefit from a mentorship program that will connect them with experienced investors and startup advisors who will help refine their company strategy and presentation prior to the event. Investigators from 40+ universities have presented their startup ideas at prior events, resulting in 13 companies receiving nearly \$100 million in funding to date.</p> <p>If you have any questions or concerns, please do not hesitate to contact <a href="mailto:info@science2startup.com">info@science2startup.com</a></p>	<p>Mariya Leslie (The Forge)</p>
<p><a href="#">McMaster Engineering Co-Op Program</a></p> <p>Anyone interested in co-op talent, we have computer science to computer engineering and biomedical engineering. The program can do 4-6 month terms. Also have a science co-op terms. If you're looking for biology, chemistry and other majors in these disciplines, please contact us.</p> <p>To learn more, reach out to Nayelli Perez, Career Development &amp; Relationship Manager with the McMaster Engineering Co-op &amp; Career Services at <a href="mailto:Parezn3@Mcmaster.ca">Parezn3@Mcmaster.ca</a></p>	<p>Nayelli Perez (McMaster)</p>
<p><a href="#">Healthbound Shoppers Funding Program</a> (Application deadline Dec 13)</p> <p>THE PROBLEM: Mental illness and addiction affects us all, whether individually or through a family member, friend or colleague. In any given year, 1 in 5 Canadians will experience mental illness or addiction - by the time we reach the age of 40, half of us will have been personally affected.<sup>1</sup> However, affordable, timely and appropriate access to mental health and addictions services is a struggle for the community with far too many individuals falling through the cracks. Now is the time for change.</p> <p>CHALLENGE STATEMENT We are calling on all entrepreneurs, innovators and startups in the community to join us in addressing this year's HealthBound challenge: "A solution to efficiently access, navigate and/or coordinate the care for individuals (and/or caregivers) in</p>	<p>Shannon Graszat (iF)</p>

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<p>the community experiencing mental illness and addition in order to improve overall quality of life.”</p> <p>Award: \$50,000 + residency at the biomedical zone.</p> <p>To learn more, click <a href="#">here</a></p>	
<p><a href="#">CTO launches Trial Site Network</a></p> <p>CTO has launched a new initiative called the Trial Site Network, a growing network of contacts at over 80 academic, community hospitals, and networks across Ontario, who are ready to receive new industry-sponsored trials and pilot studies that align with their core areas of interest.</p> <p>This new network provides a one-stop-shop for companies looking to conduct clinical trials, observational studies or technology pilots in Ontario's Healthcare system. At no cost, they can work with CTO's Industry Concierge to share their opportunity with the participants in the Trial Site Network. The Industry Concierge will then assess whether any of the sites are interested in the study and facilitate introductions to any sites who are. Importantly, it can be these smaller hospitals that are quicker, easier, and more agile than the larger academic institutions, and who can be earlier adopters for medical device and digital health technologies.</p> <p>To learn more, click <a href="#">here</a> or contact Andrew Haller <a href="mailto:andrew.haller@ctontario.ca">andrew.haller@ctontario.ca</a></p>	<p>Andrew Haller (CTO)</p>
<p><a href="#">Employer Partners for Master of Biomedical Discovery and Commercialization (BDC) Internship Program</a></p> <p>BDC Internship program is currently looking for employer partners who would like to hire an intern for a January start. In the BDC program there is a strong focus on how to take discoveries from the lab to the market through commercialization. The graduate program provides a mix of biomedical science courses, MBA business courses (with a focus on pharma/biotech) and an internship placement in the health science industry. The students are available for 4, 8 or 12 month internship placements.</p> <p>High achieving students with work integrated experiences</p> <ul style="list-style-type: none"> <li>• Students are rigorously selected with an incoming “A” cohort grade average</li> <li>• Extensive independent research and business consultation experience in a health sciences start-up company</li> <li>• Innovative curriculum integrating business presentations and case studies</li> </ul> <p>Flexible hiring options</p> <ul style="list-style-type: none"> <li>• Both 4 and 8-month internship terms are available (To suit employer needs, longer terms are possible)</li> <li>• Program support is available every step of the way, from the initial job posting to making offers</li> </ul> <p>Funding opportunities</p>	<p>Jennifer Crane (McMaster)</p>

Discussion	Presenter
<ul style="list-style-type: none"> <li>Hiring a Master’s of Biomedical Discovery and Commercialization intern can be very affordable. There are a number of grants, tax credits, and funding programs that subsidize, and sometimes completely cover, the cost of your hire.</li> <li>Tax credits of \$3,000/student/4-month work term, may be available</li> </ul> <p>If you would like more information, please contact Jennifer Crane at <a href="mailto:cranej1@mcmaster.ca">cranej1@mcmaster.ca</a>.</p>	
<p><u>CityLAB Hamilton challenges available for faculty review later this fall</u></p> <p>Do you teach an experiential or project-based course that you would like to connect with real city challenges? Do you have an idea for a way to solve city problems? Through the Office of Community Engagement, McMaster is a partner in <a href="#">CityLAB Hamilton</a> – an innovation hub that brings together student, academic, and civic leaders to co-create a better Hamilton for all. Later this fall, the CityLAB Hamilton website will feature new challenges identified by city staff seeking to work with interested faculty and their students. Learn more about CityLAB Hamilton via their <a href="#">Fall 2019 newsletter</a>.</p> <p>If you are a McMaster faculty or staff member interested in getting involved or have questions about the CityLAB Hamilton process in connecting city challenges to McMaster instructors, please reach out to Jay Carter, Community-Engaged Education Program Manager, at <a href="mailto:cartej5@mcmaster.ca">cartej5@mcmaster.ca</a></p>	<p>Alex Muggah (Synapse)</p>
<p><u>LSO Success Stories: Call for submissions</u></p> <p>Our stories are powerful. At LSO, we believe that promoting our wins as a sector is a key ingredient in our success. This year, we are assembling a collection of company success stories, if you would like to have your companies story published click here to learn more.</p> <p>Submit stories <a href="#">here</a></p>	<p>LSO</p>
<p><u>Hamilton Innovation Partnership Portal</u></p> <p>Synapse has created the <a href="#">Hamilton Innovation Partnership Portal (HIPP)</a> 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: <a href="http://synapseconsortium.com/partner/">http://synapseconsortium.com/partner/</a></p>	<p>Andrea Lee (HHS)</p>
<p><u>MGDII Educational Webinars &amp; DevTank Meetings</u></p> <p>Operating out of the Michael G. DeGroot School of Medicine at McMaster University, the Michael G. DeGroot Health Innovation, Commercialization &amp; Entrepreneurship (MGDII)</p>	<p>Sarrah Lal (MGDII)</p>

Discussion	Presenter
aims to accelerate the exploration of health innovation opportunities and creation of socioeconomic impact.  Check out the full suite of programming <a href="#">here</a>	
<a href="#">3i Ontario</a> 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.	Alex Muggah (Synapse)