

Hamilton Health Innovation Check-up: Meeting Minutes

October 30, 2017

STANDING AGENDA TOPICS:

- **Communicate:** share recent successes, upcoming events, innovation pipeline and new products, health innovation trends, etc.
- **Collaborate:** welcome new members to community, partnership opportunities, discover programming and resources available to the community, etc.
- **Accelerate:** discuss market gaps and challenges, learn about potential funding opportunities, discuss new RFPs issued, etc.
- **Other Business:** as required

Facilitator & Note Taker Alex Muggah, Synapse Consortium

Location McMaster Innovation Park, 175 Longwood Dr, 8:45-10:00am

Please note that minutes for our monthly check-up meetings are not published and are for reference purposes only. We do our best to ensure all information is accurately portrayed, and that no privileged/private information is inappropriately disclosed.

Past meeting minutes can be access through a public Dropbox, using the following link:
<https://www.dropbox.com/sh/wszh8i2jq1sr03g/AACByBs-HmHVBI0ZIX5Hj7zEa?dl=0>

For additional information on any subject, to contact a presenter directly, or should you have an adjustment to make to the notes made here, please contact: Alex.Muggah@SynapseConsortium.com. Updates will be reflected in a new section titled "Amendments from Previous Meeting".

Next Monthly Check-up: November 27th | 8:45 – 10:00am | McMaster Innovation Park

Please contact Alex Muggah at Synapse to be added to the meeting invite list / minutes distribution lists

Time allotted | 20 Minutes

Topic: **Communicate**

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

| Discussion | Presenter |
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| <p>The Synapse Life Sciences Competition application period will open on November 1 for companies from across Canada. The competition supports life science ideas and products to move from the lab into the market, by pairing innovators with business and entrepreneurship students. Teams compete for more than \$70,000 in prizes.</p> <p>Chris Aleong noted that LSO had recently announced its involvement as a sponsor of the competition, and is excited about exploring ways to increase participation in the event by entrepreneurs from across Ontario.</p> <p>For more information about the competition, please contact Elizabeth Thorson (elizabeth.thorsen@innovationfactory.ca)</p> | <p>Alex Muggah (Synapse)</p> |
| <p>Chris Aleong noted several LSO networking and policy events that are coming up including:</p> <ul style="list-style-type: none"> • Nov 7: LSO Network Night – following end of Health Achieve, expect to network with 125-150 entrepreneurs, service providers, academics, and students interested in health innovation • Nov 16: Knowledge and Networking Breakfast Forum, will focus on Procurement, Access and Value of Technologies in Hospitals. Four speakers: Larry Arshoff (Solutions & Results) Jennifer Zelmer (Azimuth Health), Rahim Khalifa (Mackenzie Innovation Institute), Alisha Thawer (Mackenzie Health) • Dec 1: Annual Life Science Policy Forum: full day hearing from different speakers including representative from each of the three main provincial parties will come to speak to, and hear from, the voice of the life science industry <p>Additional information on events can be found at the LSO website</p> | <p>Chris Aleong (LSO)</p> |
| <p>HiNT announced that it has been selected as an Ontario Brain Institute (OBI) 2017 ONTrepreneur</p> <p>HiNT is a Hamilton-based company developing a wearable point-of-care device that monitors high-risk patients, and alerts them if they are having a stroke, enabling immediate medical attention before it's too late.</p> <p>The ONTrepreneurs (Ontario Neurotech Entrepreneurs) Program catalyzes early stage entrepreneurs to commercialize brain-related technologies by</p> | <p>Alex Muggah (Synapse)</p> |

| Discussion | Presenter |
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| <p>accessing funding and support to launch or grow their neurotechnology ventures. The program awards \$50,000 (per individual) in addition to training opportunities and mentorship to help early-stage entrepreneurs to build and grow neurotech companies</p> | |
| <p>Mitch Wilson shared that Mariner Endosurgery may soon enter into a 5-year deal with Hamilton Health Sciences, in part due to its involvement in the Health Ecosphere project. With significant support from the Hamilton Health Sciences chief of surgery, Mariner expects they will begin treating their first patient by early January.</p> <p>Mariner Endosurgery closed a round of financing last January, which means that they have gone from financing, to building a medical device in Hamilton that is treating a Hamilton patient in a Hamilton hospital in the last year. Founded in 2016, Mariner develops and commercializes innovative computer assisted medical devices for future-facing laparoscopic surgeries.</p> | <p>Mitch Wilson (Mariner Endosurgery)</p> |
| <p>Gail Martin provided an update on the recent research showcase hosted by St. Joseph’s Hospital. More than 150 people attended the poster presentation overview and learn more about the hospital’s research and innovation agenda.</p> <p>Anyone interested in accessing a list of research projects that were presented, learning more about the projects, connecting with the researchers, can contact Gail Martin or the Research Administration team at St. Joseph’s Hospital, Hamilton</p> | <p>Gail Martin, St. Joseph</p> |
| <p>Stryker Canada broke new ground on its Hamilton headquarters. The new headquarters will house distribution, regulatory and corporate operations and act as an anchor to a 100-acre business park in the making. Stryker is reportedly making a \$100 million commitment to Hamilton, including this new 120,000 square-foot building which is expected to open in September 2018.</p> <p>Additional news about the ground breaking can be found here and here</p> | <p>Alex Muggah (Synapse)</p> |
| <p>Bernard Lim shared that Advanced Theranostics Inc (ATI) has successful concluded a multi-million dollar round of seed financing. This keeps half of the development team in Hamilton.</p> <p>Started in St. Joseph’s Hospital, ATI is a former winner of the Synapse Competition, and has developed a fully disposable device that can diagnose bacterial or viral infections in 20 minutes.</p> | <p>Bernard Lim (Executive in Residence, iF)</p> |
| <p>Bernard provided an update on recent market penetration by Altus Assessment, a company spun out of McMaster University. Altus provides assessments for academic programs to identify top applicants more easily and defensibly, and now has 70% of all medical school applications in Canada, 50% of all medical school applications in the US, and soon will process all teaching applications in Victoria State (Australia).</p> | <p>Bernard Lim (Executive in Residence, iF)</p> |

| Discussion | Presenter |
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| <p>Jonathan Boulanger shared that the Forge is working on an online tool that will track and profile stories about commercial activity coming out of the McMaster University campus.</p> <p>Meant to be a resource for students, faculty, alumni, entrepreneurs, and the public, this tool will help the community do a better job at highlighting success stories coming out of Hamilton. Effort will be put into surfacing past successes as well as spending time curating relevant news stories about Hamilton innovation.</p> <p>Testing of the website will begin soon, and the Forge will be soliciting input and feedback from the community to ensure that it is useful and providing benefits.</p> | Jonathan Boulanger (Forge) |
| <p>Come out to see the top 35 applicants in the Forge@Mac Problem Pitch Competition (Semi-Finals) will be invited to deliver their 1-min pitch in rapid succession on November 1. The top 10 finalists will be chosen to compete in the finals and be eligible for \$5,000 in prizes</p> <p>For more information, see the Forge@Mac Startup Problem Pitch Competition homepage</p> | Jonathan Boulanger (Forge) |
| <p>Innovation Factory will be hosting an ELEV8 pitch night on November 15th where companies deliver an investment-style pitch presentation. Designed to help connect our partners, volunteer mentors and the broader Hamilton community with some of our up-and-coming startups.</p> | Alex Muggah (Synapse) |
| <p>Future of Clinical Research in Canada (Nov 13th)</p> <p>See the future of health and clinical research at ACRP Canada's annual conference being held in partnership with MaRS EXCITE. Learn from the influencers, innovators, and leading experts who are driving change in clinical trial design, operations and workforce development.</p> | Alex Muggah (Synapse) |
| <p>Reliq Health, with operational headquarters in Hamilton, recently raised \$5 million in private placements. Formally iUGO Health, a Forge / IF client, Reliq is focused on developing innovative mobile health (mHealth) and telemedicine solutions for Community-Based Healthcare. It specializes in low-access rural communities that are underserved, including northern Ontario communities and in the United States along the Texas-Mexico border</p> <p>Separately, Dr. Richard Sztramko, from Hamilton Health Sciences, has joined the company as its Chief Medical Officer.</p> | Jonathan Boulanger (Forge) |

Time allotted | 20 Minutes

Topic: **Collaborate**

Partnership opportunities, programming and resources available to the community, etc.

| Discussion | Presenter |
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| <p>Gail Martin discussed the presence of a quality assurance officer at St. Joseph's Hospital who available to support regulatory reviews for both public and private organizations. He has significant expertise and experience across most health science technologies and innovations.</p> <p>To learn more, please contact Gail Martin or the Research Administration team at St. Joseph's Hospital, Hamilton</p> | <p>Gail Martin (St. Joseph's)</p> |
| <p>CAHO published a list of Critical Problems Requiring Innovation Solutions in June 2017</p> <p>The 13 problem statements are relevant to a critical mass of CAHO members and are intended to provide market intelligence to industry, to better align proposed innovations with the needs of the CAHO hospitals.</p> <p>Companies or innovators who would like to submit a request for a validation test site with CAHO, should complete the Request for Validation template and submit it to innovationbroker@caho-hospitals.com</p> | <p>Alex Muggah (Synapse)</p> |
| <p>On November 1st (10-1pm) the Forge is hosting a regulatory workshop by Ironstone PD for early stage medical device companies who are interested in receiving regulatory advice about their industry.</p> <p>To participate, please reach out to the Forge at info@theforge.mcmaster.ca</p> | <p>Jonathan Boulanger (Forge)</p> |
| <p>Jim Wilson noted ongoing discussion at the Hamilton Health Sciences Foundation, which is exploring ways to engage the life science community through the creation of a marquee event for life science innovation in Canada, including a trade show for innovators, to held at the Hamilton Convention Centre. Dates for the proposed summit is April 2019.</p> <p>For those interested in learning more, or wish to explore ways to engage, should reach out to Jim Wilson</p> | <p>Jim Wilson (CBRE)</p> |

Time allotted | 20 Minutes

Topic: **Accelerate**

Market gaps and challenges, learn about potential funding opportunities, discuss new RFPs issued, etc.

| Discussion | Presenter |
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| <p>Forge Student Startup Competition application period opens up January 7th</p> <p>The Forge@Mac Student Startup Competition will take place on March 22, 2018 this year and awards McMaster student entrepreneurs with \$100,000 in cash prizes and automatic entry into one of The Forge's incubator and Summer Accelerator program.</p> <p>Any current McMaster student or alumni who graduated after March 22, 2017 are eligible to apply. If you have an idea, a targeted audience and potential solution, don't delay and apply now for the chance to turn your startup dream into reality.</p> <p>To participate, please reach out to the Forge at info@theforge.mcmaster.ca</p> | <p>Jonathan Boulanger (Forge)</p> |
| <p>The Canadian Government has launched the Strategic Innovation Fund which allocates repayable and non-repayable contributions to firms of all sizes across all of Canada's industrial and technology sectors.</p> <p>The program has a budget of \$1.26 billion over five years and has four Streams, each with its own precise objective:</p> <ul style="list-style-type: none"> • Stream 1: Encourage R&D that will accelerate technology transfer and commercialization of innovative products, processes and services; • Stream 2: Facilitate the growth and expansion of firms in Canada; • Stream 3: Attract and retain large scale investments to Canada; and • Stream 4: Advance industrial research, development and technology demonstration through collaboration between academia, non-profit organizations and the private sector. <p>There are no submission deadlines for streams 1-3; applications can be submitted online</p> | <p>Alex Muggah (Synapse)</p> |
| <p>CDMN Soft Landing program offers qualified, mature startups and SMEs up to \$4,000 in reimbursable expenses to offset transportation and accommodation costs in support of increasing exposure to business opportunities outside of Canada.</p> <p>Companies can utilize this program to open new markets, close international sales, secure investment and connect with new partners abroad. Companies</p> | <p>Alex Muggah (Synapse)</p> |

| Discussion | Presenter |
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| <p>landing at a co-working space, accelerator or incubator may also have the costs associated with workspace covered for up to three months</p> | |
| <p>New opportunities posted under the 3iOntario program by Azimuth Health, one of OCHIS Innovation Brokers:</p> <p>Royal Bank of Canada (RBC) Innovation Post-Doctoral & Graduate Fellowships University of Toronto (November 3) Support emerging leaders who "are establishing a record of research, scholarship and impact, and exhibit the potential to make significant contributions to the body of research in the field of entrepreneurship and innovation." Focus areas include machine learning and advanced data analytics, as well as security.</p> <p>Agile Change Management Facilitator Services, eHealth Ontario (November 6) Support recommending and documenting Agile framework for eHealth Ontario, developing a change management plan, and specifying information requirements. RFP # RFP2017-P00348.</p> <p>EMHSeed, University of Toronto (December 8) Up to \$60,000/year for 2 years to seed collaborative projects that bring together co-principal investigators from Engineering and Medicine/Hospital. High-impact projects enable innovative tools to advance the health sciences.</p> <p>2018 CADTH Symposium Travel Award Program, Canadian Agency for Drugs and Technology in Health (December 8) Eligible students and patient representatives who wish to attend the 2018 CADTH Symposium can apply for up to \$2,000 to offset registration, travel, food, accommodation, and other attendance-related expenses.</p> | <p>Alex Muggah (Synapse)</p> |
| <p>November 1 deadline to apply for the third cohort of the TechAlliance BURST Innovation Incubation program for high-potential med tech start-ups and scale-ups in London.</p> <p>Ten companies per cohort with a focus on life sciences, medical devices, or health information technology can receive \$30,000 in funding, plus \$10,000 for professional development from TechAlliance. Approved life science companies will also receive \$30,000 from the London Medical Network, for a total of \$70,000.</p> | <p>Alex Muggah (Synapse)</p> |
| <p>Application period closes on November 4 for the Velocity Fund Finals pitch competition for startup, which is a grant program for startups that offers equity-free funding through its Velocity Fund \$5K and \$25K programs. A University of Waterloo student or faculty must be involved in the pitch.</p> | <p>Alex Muggah (Synapse)</p> |

Hamilton Health Innovation: Calendar Highlights

November

- November 2nd: [Partnerships & Service Agreements](#) (hosted by Small Business Centre)
- November 2nd: [TECHNA2017 Symposium](#) (hosted by MaRS)
- November 3rd: [Entrepreneur's Toolkit Workshops](#): Value Proposition, Session 1 (hosted by iF)
- November 6 - 7: Health Achieve 2017 (<http://www.healthachieve.com/>)
 - Meet the best and brightest minds including CEOs, trustees, administrators and clinicians at one of the most significant networking event in Canadian health care
- November 6th: Connect and Network (hosted by HLA)
 - DeGroot alumni and current students in the health industry are cordially invited to join us at a special networking reception.
- November 7th: [From Across the Pond: Expert Insight on Life Science Start-ups](#) (hosted by JLABS)
- November 7th: [LSO Health Achieve Networking Night](#) (hosted by LSO)
- November 9th: Illumina Showcase Presentation, Hamilton (hosted by MILO)
- November 9th: [Holiday Mix & Mingle](#) (hosted by McMaster Health Leadership Academy)
- November 10th: [Illumina Immuno-Oncology Seminar](#), Toronto
- November 13th: [Future of Clinical Research in Canada](#) (hosted by MaRS EXCITE)
- November 13th – 19th: [Global Entrepreneurship Week](#)
- November 14th: [Accelerating Success for Women Entrepreneurs](#) (hosted by Innovation Factory)
- November 15th: Forge@MAC [Problem Pitch Competition Finals](#) (hosted by Forge@Mac)
- November 15th: [Pharmed Manufacturing & Outsourcing 2017](#)
- November 16th: [Start-up Crawl](#) (Mohawk SURGE & The Forge@Mac)
- November 16th: [Knowledge and Networking Breakfast Forum](#) (hosted by LSO)
- November 16th: [Investor Spotlight: Bloom Burton & Co.](#) (hosted by JLABS)
- November 22nd: [Between Two Benches: From Raw Startup to Industry Veteran](#) (hosted by JLABS)
- November 23rd: [Research H.E.L.P.](#) (hosted by St. Joseph's)
 - Research H.E.L.P. is a series of lunch-and-learn sessions researchers who have a research question they would like to explore
- November 23rd: [Investor Spotlight: Debiopharm](#) (hosted by JLABS)

December

- December 1st: [2017 Annual Life Sciences Policy Forum](#) (hosted by LSO)
- December 5th: Interdisciplinary Projects in Medicine with Dr. Robert Whyte (hosted by HLA)
- December 7th: [Investor Spotlight: Polaris Partners](#) (hosted by JLABS)
- December 12th: [Artificial Intelligence for Drug Discovery](#) (hosted by JLABS)

January

- January 7th: Forge [Student Startup Competition](#) application period opens
- January 11th: [Use of Cost-Effectiveness Analysis in Surgical Clinical Research](#) (hosted by HLA)
- January (date TBD): Innovation Open Mic @ Mohawk College (presented by Synapse & HHS)

- Come hear stories about the leading edge of health innovation and collaboration at the 2nd Innovation Open Mic, hosted by Mohawk College

February (and beyond)

- March 27-30, [annual e-Health Conference and Tradeshow](#)
- MARCH 5-9, 2018 [HiMSS Annual Conference & Exhibition 2018](#)
- March 27-28: [CTO 2018 Clinical Trials Conference](#) (hosted by Clinical Trials Ontario)
- June 19: [MedEdge Summit 2018](#)