

Hamilton Health Innovation Check-up: Meeting Minutes September 24th, 2018

STANDING AGENDA TOPICS:

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

Facilitator & Note Taker Alex Muggah, Synapse Consortium

Location McMaster Innovation Park,

175 Longwood Dr, 9:00-10:00am

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-HmHVBl0ZIX5Hj7zEa?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: October 29th | 9:00 – 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
On November 15/16, Dr. Michael Ackerman will be visiting Hamilton. Dr. Ackerman is the Director of Innovation at Ohio State, and a PhD in clinical care nursing and US expert in sepsis. His primary reason for coming is to create stronger ties with Hamilton and Ohio State.	Niall Wallace (Gabriel Scientific)
While here, our plan is to offer a mini-conference around sepsis on November 15 th (building on the success of the recent World Sepsis Day events held at HHS and other venues on Sept 13). In the United States, sepsis is the considered to be one of the most expensive types of hospital visits, and the 3 rd most frequently billing code, costing the system \$27 billion annually. It is also extremely deadly, killing up to a third of people who get it. In the US (and Canada) tackling sepsis is a rising priority given the impetus around patient health and system costs.	
In addition, our hope is to have Dr. Ackerman also deliver a talk on evidence vs. innovation based practice, given his expertise in health technology innovation. We thought this would be of interest to the Hamilton community, given the role McMaster had as the founder of evidence-based medicine. However, Dr. Ackerman has observed that the focus on evidence-based has created elevated risk tolerances that can lead to dissuading the adoption of novel and innovative technology.	
If anyone does want to connect with Dr. Ackerman, please reach out to Niall Wallace: nwallace@infonaut.ca	
ISED Strategic Innovation Fund – Stream Four proposal update)	Alex Muggah (Synapse)
An update from Synapse on the efforts of consortium members (including among others - Hamilton Health Sciences, St. Joseph's Healthcare, McMaster University and Mohawk College) to work collaboratively on a statement of intent (SOI) submission on behalf of a network of companies and organizations from across Canada. Members of the Consortium recently briefed Minister Filomena Tassi and Mr. Bob Bratina, MP regarding the statement of interest. The Consortium expects to hear about whether they've advanced to the next round sometime in mid-to-end-October.	
Our proposal is to create the Virtual Care Commercialization (VCC) Network, which will focus on developing, testing and deploying sensors and AI algorithms to enable continuous remote monitoring of patients outside of the hospital. Leveraging private and public-sector funding, this Network will catalyze and accelerate made-in-Canada solutions that can then be exported around the world, improve health outcomes for patients (and seniors), as well as driving down the cost of delivering care.	



	Discussion	Presenter
OCE upo	date on the Health Technologies Fund (HTF)	Nicole DeLong
down ar	posals for the HTF are coming in on Thursday, so companies have their heads and are putting the finishing touches on them. The proposals will be presented to selection panel in October, with the results expected to be disseminated by per.	(OCE)
able to	ne exact number (and nature) of the HTF proposals are not yet public, OCE was share that the Golden Horseshoe region has a number of applications in, nting an increase from the last round.	
evaluati program Strategis to strens between setting. better e capacity	ports the development of made-in-Ontario health technologies by accelerating on, procurement, adoption and diffusion in the Ontario health system. HTF is an of the Government of Ontario's Office of the Chief Health Innovation st (OCHIS), administered by Ontario Centres of Excellence. OCHIS' mandate is gthen Ontario's health innovation ecosystem. Successful proposals can secure in \$500k - \$1M in funding to demonstrate their technology in a health care Through the HTF, OCHIS is seeking to leverage our health infrastructure to nable people to age well in their homes, as well as giving hospitals greater to deal with acute issues.	
	launched the IBM Innovation Incubator Project	Nicole
IBM's te	the program, businesses can leverage programs and infrastructure including echnical, design and business resources to lower the cost of introducing ag and enabling technologies to the global marketplace. There are three main:	DeLong (OCE)
	Customer demonstration program – OCE will match up to \$50k fund for start-ups to help deliver a demonstration to their "ideal customer" (e.g., a staffing agency tool that places candidates into jobs faster, showcasing product at a large recruiting company), especially large potential buyers. The program will help companies identify bugs in their technology, and help with the demonstration. Using IBM technology is not a prerequisite, but if may be an advantage given the number of expected applicants for this program. Attention may also be given to technologies using AI, blockchain or machine learning.	
	TalentEdge Data Analytics Internships – if companies are hiring people or get a student dedicated to a research project. Focused is on data analytics expertise, and the subsidy is \$10k over a four month term, leveraging a \$5k from the company which all goes to the salary. TalentEdge Post-Doctoral Fellowship Program will deliver resources for companies and/or post-secondary institutions to hire postdoctoral fellows where they will gain advanced computing tools and infrastructure as part of smart computing R&D projects.	
3-	IBM Credits & Foreign Market Launchpad – if you'd like to develop a new tool or platform, and can make use of IBM off-the-shelf tools, OCE can make IBM credits available that can be spent towards development. IBM also has a foreign market	



Discussion	Presenter
launch pad, which start-ups can leverage to enter into a new markets that have an IBM presence.	
If you're interested in any of this, especially the IBM credits, please reach out to Nicole DeLong (Nicole.DeLong@oce-ontario.org) or the HHS-IBM Innovation Exchange, a collaborative hospital-IBM partnership located in Hamilton	
McMaster Biomedical Discovery and Commercialization (BDC) Company Internships	Emily Taylor (BDC)
For companies looking to hire an internship, the BDC program runs a <u>student</u> <u>placement program</u> from January to August. Students can be placed in either 4 or 8 month terms. BDC students sit at the nexus of science and business, and are ideal interns for life science companies, from start-ups to multinational pharmaceutical companies. Students will have finished their coursework, and are pre-selected with an incoming "A" cohort grade average. Funding is available, including \$3k in tax credits and access to government funding (e.g., MITACS, Student Work-Integrated Learning Program, etc.)	
As well, BDC shared that it had a very successful Annual <u>Career Preview Fair</u> on September 21 st , with 28 companies and 150 students attending. A range of companies from across Ontario were present, including several from that had spun up recently in Hamilton.	
Synapse has created the <u>Hamilton Innovation Partnership Portal (HIPP)</u> to make the process simpler and more streamlined to find new partners within Canada's leading health research and educational ecosystem.	Andrea Lee (HHS)
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.	
Portal is online through the Synapse website: http://synapseconsortium.com/partner/ CBRE shared that it is working with a company looking to invest \$30-40M to build a 70,000sqft facility with wet lab space that will be made available to companies as a colocation space — with goal to support commercialization. While the final location has not been determined, it is likely o be in the Peel-Halton region. The facility will be similar to JLABs in Toronto, with companies having access to equipment that they would not otherwise be available.	Jim Wilson (CBRE)
CBRE is planning on placing an advertisement in the Globe and Mail looking for start- ups and SMEs who may be interested in leveraging this space.	
43 North Final Pitch on Oct 3	Niall Wallace (Infonauts)



Discussion	Presenter
18 startup companies will be pitching for \$5M in prizes at the annual 43North competition on October 3 rd in Buffalo. For those who are interested in going down, free tickets may still be available (and it's held in one of the three grand theaters in the United States). This competition represents an example of how Buffalo is investing in healthcare – focusing on how they can support innovation. Paul Hawkins shared an update on some of the activities of interest to the Hamilton Chamber • Buffalo-Niagara partnership building on the successful Innovation Corridor Summit held in the spring, the Chamber is reaching out to key connectors around advanced manufacturing to continue to connect Hamilton businesses into the Buffalo ecosystem • October is small business month – Chamber has a month of activities planned, including a small business HR network event (Oct 17), which will feature a panel around workplace culture, especially for small businesses. Speakers will be drawn from the community, including McMaster, and Co-apt (media investigation company). Other events include grow with google (Oct 12), the small business bash (Oct 16), a biz-to-biz trade show (Oct 18), and business after business (Oct 25). • Lions Lair – the annual business pitch competition will be held on Thursday 27 th , with a few tickets still available. Several innovative medical technology companies will be pitching, including Age Rae, Altius Analytics Labs, Braze Mobility, and DID Devices. For more information, or to get in contact with the Camber, reach out to Paul: p.hawkins@hamiltonchamber.ca	Paul Hawkins (Hamilton Chamber of Commerce)
Upcoming Site visits to Hamilton: UK Department of International Trade & British Consulate visiting Hamilton (Sept 28)	Alex Muggah (Synapse)
The UK Department of International Trade Lead Specialist for MedTech and Business Development Manager for the National Health Research Institute (NHRI) will be in Hamilton with members of the British Consulate to meet with Hamilton companies and researchers to explore potential opportunities to develop new commercial pathways and collaborative partnerships.	



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
"Developing Clinical Point-of-Care (POC) Diagnostics" Workshop, September 26-27	Leigh Wilson (MILO)
Fraunhofer BEAM is hosting a clinical diagnostic workshop at the McMaster Innovation Park, bringing together clinicians from HHS and St. Joseph's to explore what is needed in point of care diagnostics tools. Expect to see companies, entrepreneurs and researchers in attendance. The second day of the workshop will look at how the Fraunhafer Project Centre for Biomedical Engineering and Advanced Manufacturing (BEAM) will help you get there. The workshop represents an excellent opportunity to:	(IIII20)
 Understand the path to developing POC Dx from ideation to commercialization Be introduced to the FPC-BEAM centre and capabilities for Dx development Understand product development and regulatory pathway requirements Be informed of the industry's needs, pain points, and industry barriers Seek opportunities for networking with companies for potential partnerships or collaborations Speak with professionals and entrepreneurs about commercialization and intellectual property protection Identify funding opportunities such as grants, industry collaborations and investment Educate and/or identify opportunities for students/trainees in commercialization and industry collaborations 	
For further agenda details, or to register: https://fpc-beam-workshop.eventbrite.ca	
BEAM is a joint collaboration between McMaster and the Fraunhofer Institute, designed to develop novel technologies in cell therapy, biomaterials, biomarkers, and point-of-care diagnostics by bridging the gap between academia and industry.	
Innovation, Commercialization & Entrepreneurship Events hosted by the Michael G DeGroote Initiative for Innovation in Healthcare (MGDII)	Sarrah Lal (MDGII)
Several events coming up in the fall. These workshop events are divided across four different types of series. All are welcome to attend:	



Discussion	Presenter
 Breakfast & Learning: pick up new knowledge about current issues and trends relevant to the healthcare industry Innovator series: in-depth discussions with emerging and existing innovators. Relevant for anyone curious about health innovation, including those who are not innovators or entrepreneurs DevTank meeting: small, focused group discussions on particular business issues. Suited for researchers and innovators thinking about pursuing commercialization activities, or who have a project and is skill building Innovation Sprint: the 2nd annual competition open to all students. Working with St. Joseph's Healthcare's Integrated Comprehensive Care (ICC) model to identify new ideas and solutions to improve the delivery of care through the ICC 	
If interested, sign up through the MGDII Eventbrite page or contact Sarrah Lal at: sarrah@mcmaster.ca	
MILO is hosting an Innovation Showcase on November 7th that will be held at McMaster Innovation Park. The theme is the future of healthcare, and will bring together a panel of experts on research ethics. Heather Chalmers, President and CEO of GE Canada, will be delivering the keynote address The 9th annual Innovation Showcase will focus on biomedical technologies, highlighting the role and impact of McMaster research in shaping the future of healthcare. This event is hosted by the McMaster Industry Liaison Office (MILO) – supporting innovation, commercialization and community engagement. For further agenda details, or to register: https://milo.mcmaster.ca/showcase	Leigh Wilson (MILO)
IBM Innovation Forum 2018 (Oct 18 th) For the second year IBM Canada is hosting an Innovation Forum, a leading conference for business reinvention. Last year, over 700 attendees experienced our best technology. Don't miss your chance to get hands on with AI, cloud, blockchain, security and machine learning to quantum computing – IBM can help you get real world, hands on experience. Click here for a video summary from last year's event	Gordon Alexander (IBM Innovation Exchange)
To learn more, or to register, visit: www.ibm.com/events/ca-en/ibminnovationforum/ iGan Partners Pitch To Heal iGan Partners is seeking innovative Canadian healthcare technology companies to pitch for a \$250,000 seed investment.	



Discussion	Presenter
They are looking for dynamic entrepreneurs who are building innovative medical devices, diagnostics or services in the areas of Cancer, Diabetes and Mental Health.	
The Nexus – Creating Healthcare Spaces to Meet the Needs & Strategic Procurement Workshop (Nov 5-6)	Alex Muggah (Synapse)
This year, CCHF's Toronto Fall session has a twist! A one-day 'un-conference' on new projects and new happenings shaping the healthcare facilities followed the next day by an interactive workshop on Strategic Success for Procurement. This very special 2-day event will be an opportunity to be inspired and informed about new happenings in healthcare facilities such as standards and guidelines, learn about new projects from the leaders, and new framework approaches for planning healthcare facilities. Innovative approaches that can be applied to your projects will be discussed among our expert panelists and audience	
For further details and registration visit: www.cchf.net	Niall Wallace
<u>Children's Wellness Conference</u> (Sept 27)	(Infonauts)
Join 200 audience members including brand sponsors, speakers, therapists, parents, caregivers, businesses etc. ALL dedicated to supporting whole child wellness – mind, body and spirit. As a business, you will be able to network with other like-minded professionals that are dedicated to the care of the children in our communities.	
To register, click <u>here</u> Taking Companies Global	
Canadian Entrepreneurs in Life Science (CELS) mentors from San Diego are coming to Toronto, and looking for companies to access life science ecosystem in San Diego in November Please contact Eleonore Rupprecht from Foreign Affairs Canada (eleonore.Rupprecht@international.gc.ca) if interested.	
Drug Discovery and Drug Development Bootcamp (Oct 24 th)	Alex Muggah
<u>Charles Rivers Laboratories</u> is hosting a bootcamp on drug discovery and development on Oct 24 th between 9 – 2pm at the MaRS Discovery District	(Synapse)
Event is hosted in partnership with: Canadian Institute for Advanced Research (CIFAR); Ontario Institute for Cancer Research (OICR) / Fight Against Cancer Innovation Trust (FACIT); MaRS Discovery District; Ontario Genomics (OG); University of Toronto – Innovations & Partnerships Office.	
For more information and to register, click <u>here</u>	
The Health Ecosphere FedDev project is beginning to wrap up of projects; there will be a final showcase in the fall. Date and location still to be confirmed. Hamilton	Alex Muggah (Synapse)



Discussion	Presenter
Health Sciences and St. Joseph's Healthcare are working with 6 companies on commercialization projects.	
For more information about the program click <u>here</u> , or <u>here</u>	
Made in York Region: The Future of Tech (Oct 11)	Alex Muggah (Synapse)
Join ventureLAB on Thursday, October 11 at the IBM Innovation Space-Markham Convergence Centre, as we celebrate Made in York Region technologies, businesses and entrepreneurs. The innovation hub operated by ventureLAB in the heart of York Region is home to +35 companies building transformational technologies. Tour the space, meet our companies, and participate in an engaging panel on the intersection of hardware, software, and AI, and what it means for advanced manufacturing and our collective future.	(c) super-
For more information or to register, click <u>here</u>	
Toronto Health Innovation Week (April 1-5, 2019)	Alex Muggah (Synapse)
Dates have been set for Toronto Health Innovation Week. Contact Ella Korets-Smith	
(<u>ella.korets-smith@tohealth.ca</u>) if you're interested in supporting or participating and stay tuned for the events that will be held that week.	
3i Ontario, lists grants, funding and partnership opportunities for life science	Alex Muggah
companies. 3i Ontario is maintained by Azimuth Health Group, an Ontario Innovation	(Synapse)
Broker	01. 04
Clinical Trials Ontario Conference 2019 (March 26-27, 2019)	Alex Muggah (Synapse)
The dates for the 2019 CTO conference have been set. Clinical Trials Ontario is an	
independent not-for-profit organization established with support from the	
Government of Ontario. Our mandate is to provide a streamlined approach to	
conducting multi-centre clinical trials in Ontario, while maintaining the highest ethical standards for participant protection.	
Call for Abstracts: e-Health Conference and Tradeshow (May 26-29, 2019)	Alex Muggah
(, 20 20)	(Synapse)
Digital Health Canada has put out a call for those interested in submitting an abstract	(-, -,,
for presentation at e-Health Conference and Tradeshow. Contact Health Program	
Chair Scott McMillan or Conference Coordinator Yurim Park to get more information	
at: events@digitalhealthcanada.com or 647.775.8555	
Ontario Trade Mission to <u>Biotech Showcase</u> , January 7-9, 2019	Carolynn Reid (City
The Export Services Branch of the Ontario Ministry of Economic Development Job Creation and Trade, is organizing a trade mission to San Francisco which will be able	EcDev)
to accommodate a maximum of eight Ontario companies.	
The Biotech Showcase is an investor-focussed partnering conference with the objective of offering private and public biotech companies a unique opportunity to	



Discussion	Presenter
meet with investors and biopharmaceutical executives. The 2019 event is expected to attract over 3,600 participants, and 900 investors from 50 countries.	
Members of the Ontario delegation can meet one-on-one with investors and potential partners, take the pulse on the latest biotech investment trends, hear from investment and company executives, present their company's value proposition to investors, and network with peers and potential partners. In addition, San Francisco is hosting the JP Morgan Conference during this period, which will provide participants with additional networking opportunities around town.	
For more information, please reach out to Patricia Cosgrove (Area Director, Health Industries/USA) before the application deadline of October 5 th if you're interested in learning more: Patricia.Cosgrove@ontario.ca	



Hamilton Health Innovation: Calendar Highlights

October

- Sept 24-26: Philadelphia MedTech Conference
- Sept 26: Queen's Park Day (LSO)
- Sept 26-28: World Angel Investor Summit 2018 (NACO)
- Sept 26-27: Workshop: Developing Clinical Point-of-Care Diagnostics (FPC-BEAM)
- Sept 27: LiON's Lair (Innovation Factory)
- Oct 4: <u>Health Economics and the Future of Cancer Health</u> (Health Leadership Academy)
- Oct 4: InnomarLive 2018 Conference Series: Health and Innovation (Innomar)
- Oct 4: Breakfast & Learn In-Focus: Data Registries, Machine Learning and Digital Apps (MGDII)
- Oct 16-18: 21st TCI Network Global Conference (Institute for Competitiveness & Prosperity)
- Oct 18: Breakfast & Learn Market Research: Research Ethics & Methodologies Part I (MGDII)
- Oct 19: <u>Health Innovation Devtank: Rapid Idea Validation</u> (MGDII)
- Oct 21: Innovation Sprint Problem & Solution: System Undestsanding, Market Research, ICC Program Overview, Design Thinking and Milestone Setting (MGDII)
- Oct 22: Innovation Sprint Business Models, Implementation Strategies, Pitching, Networking
- Oct 23: 4th Annual Celebrate Research (St. Joseph's Healthcare)
- Oct 24: Waterloo MedTech 2018 conference (Waterloo MedTech)

November

- Nov 1: Market Research: Strategic Analysis Frameworks and Methodologies Part II (MGDII)
- Nov 7: McMaster Innovation Showcase (MILO)
- Nov 10: Final Pitches and Networking with St. Joseph's Healthcare, Hamilton & Industry (MGDII)
- Nov 15: Team Building: Strengths Mixing and Performance Management (MGDII)
- Nov 16: Health Innovation Devtank: Innovation Valuation (MGDII)
- Nov 22: Sunnybrook Next Generation Hawk's Nest at Mars
- Nov 27: Emerging Trends in Biomedical Engineering (MGDII)
- Nov 29: Breakfast & Learn Commercialization Plan 101 (MGDII)

December (and Beyond)

- Dec 12: Emerging Therapeutics: Cancer Treatments
- Dec 13: Ecosystems: Facilitating vs. Hindering Health Innovation (MGDII)
- Dec 21: Health Innovation Devtank: Budgeting for Health Start-ups (MGDI)
- March 26-27 (2019): <u>Clinical Trials Conference 2019</u> (CTO)
- April 1-5 (2019): Toronto Health Innovation (TOHealth!)
- April 3-4 (2019): <u>Canada's MedTech Conference</u> (MEDEC)
- May 26-27 (2019): eHealth Conference and Tradeshow

