

Hamilton Health Innovation Check-up: Meeting Minutes

January 2021

Join our <u>mailing list</u>!

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 Virtual Location Alex Muggah, Director, Synapse Consortium Join Zoom Meeting: <u>https://zoom.us/j/405351918</u> Dial in: +1-647-558-0588,,405351918#

Next Monthly Check-up: February 22nd 9:00 – 10:00am | McMaster Innovation Park (via Zoom) Please sign up to our <u>mailing list</u> to receive meeting minutes and other important updates.

Finding collaborative partners for health companies and researchers can be difficult. Synapse has created the <u>Health Innovation Partnership Portal</u> (HIPP) to facilitate finding new partners within Canada's leading health research and educational ecosystem located in in Hamilton, Ontario.

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 <u>link</u>.

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: <u>Alex.Muggah@SynapseConsortium.com</u>. Updates will be reflected in a revised version of the monthly minutes.

As a result of the COVID-19, all in-person conferences and meetings have been cancelled. We are trying to track down events that will be held virtually and will try to keep our calendar up to date.

If you have an event that you would like listed here, please contact us at: info@synapseconsortium.com

Hamilton Health Innovation: Calendar Highlights		
Check out Synapse's <u>online calendar</u>		
January & February		
 Jan 28: <u>Cell Therapy for Cancer Treatment</u> (JLABS) Jan 28: <u>The Transformation of Healthcare in a COVID and post-COVID Environment</u> (HLA) Jan 31: <u>Innovation Nation Conference</u> (CSii) Feb: <u>TEDx McMasterU</u> (McMaster University) Feb 4: <u>Strategy is everything: IP strategy considerations for healthtech/medtech companies seeking investment, part 1</u> (The Forge) Feb 9-10: <u>2021 OBIO Investment Summit</u> (OBIO) Feb 17: <u>NIHI - McMaster Course on Return On Investment in Health Care</u> (NiHi & McMaster) Feb 22: <u>Hamilton Health Check-up</u> (Synapse Consortium) Feb 24: <u>LSO 2021 Celebration of Success Awards Presentation</u> (Life Sciences Ontario) Feb 25-27: <u>Ontario Life Sciences Export Business Mission to Medical Fair India</u> (Government of Ontario) 		
March and Beyond		
 Mar 1: <u>Startup Survivor: Summer Program and Pitch Competition</u> Application Due (The Forge) Mar 7: <u>Unplugged: An Unforgettable Virtual Concert Experience</u> (HHS Foundation) Mar 11: <u>Converting IP to \$\$\$ for healthtech/medtech companies, part 2</u> (The Forge) Mar 15-16: <u>Effervescence 2021 - Future of Life Sciences</u> (Effervescence Mtl) Mar 24: <u>Synapse Life Science Competition</u> (Innovation Factory) Mar 29: <u>Hamilton Health Check-up</u> (Synapse Consortium). Apr 20-22: <u>Collision Conference 2021</u> (Collision) Apr 28: Women's Symposium@McMaster University (Faculty of Health Sciences) May 26-27: <u>eHealth 2021 Virtual Conference and Tradeshow</u> (Health 2021) 		
<u>On Demand</u>		
 <u>COVID-19 Webinar Series (multiple videos)</u> (Digital Health Canada) <u>Current COVID-19 Research in Canada, featuring McMaster VPR Dr. Karen Mossman</u> (CENE) 		

• The McMaster University Collaboratorium – Seminar Series



Time allotted | 30 Minutes

Topic: Guest Speaker Discussion

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

Guest Speaker Discussion

Guest Speaker(s):

Luke Sheen Executive Director, <u>HaloHealth</u>

[presentation slides used, and are available for download in the Health Check-up drobox folder]

Discussion

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

At a very high level, the mission of <u>HaloHealth</u> is to support Canadian, clinically-relevant, early stage health technology start-ups. We're also focused on the development and deployment of homegrown health technology solutions into the Canadian healthcare system with connections, advisory and investment services from our HaloHealth physician angels.

We seek to educate Canadian physicians around how to become impactful HaloHealth angel/advisors. Most of our investors come from medical training, and we are honest enough to recognize that they may not be fully financially literate or have any business operations expertise. Through those education opportunities we are able to unlock unique angle capital from the physicians that has historically been channeled elsewhere. We hope to recruit like minded physicians and add to the investment pool.

HaloHealth Approach

We are structured as a non-for-profit, like many other angel groups. The value that we bring to the healthtech startups is to connect them with our physicians, who have varying levels of expertise. The three core service lines that we offer to health technology startups are:

- Speciality matched advisory (i.e., speciality matched medical thesis review, product market fit determination and clinical workflow integration feasibility assessments)
- Connect into healthcare system (i.e., meaningful industry introductions, ecosystem partners)
- Investments (i.e., MD capital on an individual basis)

For our physicians, we provide value in a couple of ways:

- Education materials & seminars (i.e., upside of angel investing, VC jargon, financial literacy & business knowledge, legal deal terms & red flags)
- Exclusive opportunities (i.e., vetted health tech ventures from credible sources, advisory & board seats)
- Community (i.e., open forum for discussion & networking)

At a high level, the angels can bring different types of value across the three stages of angel investment (pre-, mid- and post-). In the first stage, our MDs act as deal origination, being embedded into the academic innovation centre they see a lot of start-ups. They can pass along notes and insights from company review to help drive introductions. We get quite a bit of input from hands-on members in regard to what they're seeing in terms of market trends, and what they would like to see as practitioner physicians.



During the mid stage, we focus on the three core pillars that make up the HaloHealth due diligence process (i.e., medical validation, product market-fit assessment, and clinical workflow integration feasibility). We also have HaloHealth fellows, who are in the healthcare space who can perform diligence. We ask MDs who are interested to provide medical validation. We work with other angel group as deal leads. Finally, we can also act as a signal for other buyside partners once some of our angels have invested.

The post-investment stage is the most exciting stage for us, since our investors tend to be hands on. They are a different breed of physicians, and they understand that healthcare is going to be solved by technology. We try to bring companies into the hospital through connections with our network. We try to provide access and underwrite clinical trials – a great example is a recent one set up at the Ottawa Hospital. There is also power in numbers as we provide end-user feedback from a relevant clinical experience/setting.

Building HaloHealth

Within a year of launching (January 2020), we went from 7 MD investors advisors to over +220. Some of our investors are practitioners but also have experience in healthech startups (e.g., CMOs, advisors, innovation fellows, chief medical officers, etc.). We try our best to recruit these types of folks and curate our membership to have the MDs so as an organization we can increase access to this talent and expertise and provide value add.

It truly does take an ecosystem, but fortunately because of vary precise and niche value add, we were humbled to be approached by lots of great people from across the country. We've had many people reach out to help us out. From a geographic perspective, the reach we've see stretches from BC (i.e., Amplitude and Vantec) to Alberta (i.e., Thin Air) to Ontario (i.e., Equation Angels, iGan, Health Innovation Hub) and Quebec (i.e., MEDTEQ+, Anges Quebec). We have worked with these partners to complete a deal, or provide medical validation on a portion of a deal, as well as discussing secondary/tertiary objectives to improve the ecosystem.

In a year, we have invested a little more than \$2.1M in 19 ventures. During COVID-19, we're managed to fund 5 ventures and our deal-flow is 60-70 deals screened per quarter. Last year, after Q2 last year, we had monthly pitch events where our MDs dial in to listen to the ventures that present. On average, we have 60-100 physicians dial in, and each venture was able to connect with 7 physicians - for advisory, discussion or investment which is ultimately up to our physician members. We do try our best to help with that process. The companies that we've invested in are doing a great job helping front-line workers during COVID.

We had one venture already exit (Field Trip). They went public in October of last year which was a big win for those members that had invested. All of our companies that we've invested in have been thriving, so we're produ of them.

Investment focus

Our members are exclusively physicians, so we focus on early stage health technology that solves clinically relevant problems. If you're talking to your doctor and you have a product that could help them or directly clinically relevant to patients, then that is something we would like to see. To that end, we have three verticals:

- Digital Health: software solutions that can improve patient outcomes, improve efficiency of healthcare delivery in a hospital setting (infrastructure), or increase healthcare access outside of hospital setting and lessen the burden on frontline healthcare workers
- Medical device/wearables: patient centric at home solutions that empower patients to take charge of their health
- Pharmaceutical & therapeutics



As we all know, we operate in a public funded setting. And so a lot of procurement is based on government funding, and so the ways we can help frontline workers and improve healthcare outcomes we are happy to see. Something we noticed during covid, is increased access is increased demand for access to connecting patients with physicians or other healthcare remotely.

We are not a pre-committed capital VC firm or angel group, so our focus on medical devices tend to be on the earlier side and that geared for at-home solutions, rather than large medical devices development that often take a long time to get up and running.

We put pharma and therapeutics at the end for the same reason. Because we see there are bigger/better VCs that support this space at a later stage. We are also honest enough to recognize that our members are MDs and not PhDs, and so our members may not be able to provide as much value in providing advice in this space. That said, we will review these types of products, and our members have invested in immunoncology drug last year.

Start-ups and Deal mechanics

With regard to deal origination, we get our deal flow from credible partners and affiliates who know what our members like. This something that we try and focus on, to avoid wasting the time of the startups and our members. Startups should be focused on building their company, and so we try and communicate very clearly with our affiliates and partners about what our members will probably like. Thus, we are careful of taking introductions – and that's why we follow this type of origination approach.

In terms of products, we like to see companies with a prototype (preferably MVP ready) with some sort of metric/scientific study that indicates the effectiveness of the product. That the thesis is correct, and there is value add. This doesn't need to be a large-scale clinical trial, as that is often at a later stage. Our focus is seed and pre-seed, which is part of broad-spectrum investment strategy.

Revenue is not necessary, however, it's always nice to see proof of concept or a letter of intent from organizations who are at the ready to onboard/purchase the product that the startups are looking to build. Typically deal side is historically – companies are raising \$1 to \$2M with about a \$10M validation. Typical individual check size from the MDs are from \$25 to \$100k per physician. Up to 5 or 6 of our physicians have investesed in the same deal, but they all go on the cap table as individuals. That's why we tend to focus on earlier stage deals. Our value-add isn't adding pure capital, it's the strategic investor who can provide the medical validation and advisory support needed. We tend to come in later in the deal, after companies have already a lead, and started the raise with committed capital. We can come in to act as a signal or cap out the round with smaller check size and help build out the advisory team with some hands-on investors.

Thank you for your time, and happy to go over other questions.

Question & Answers

Question: You have a broad network of contacts across the country. Can you speak to the types of partner that you're looking to work with and how you like to make those engagements?

Answer: I'll try and put answer by using an example. We have worked with H2i, a UofT incubator/accelerator – and we have invested in a couple of deals that have come out of there. They have different levels of start-ups that they support. They tend to know what we like and what stage is good for us. They send startups that have graduated from their program, and we try to best to work with them – that's on the earlier end of the spectrum



for us. On the other side of the spectrum, we work with health VCs. We get on a weekly call with their principals and and associates, and they send deals that are too earlier for them or a good fit for us. We can inherit their due diligence, and work with later stage people to take companies that might be too early for them . And vice-versa; if we have a company that is too late for us, or a company that we've invested in that is ready for series A then we refer them to the VCs. If there is a start-up that we see that isn't a good fit, I'm happy to make introductions to help them out, and have done that in the past.

We work with other types of institutions, for example, we have two students from McMaster's Biomedical and Commercialization program. In that capacity, we're happy to give exposure to young professionals to this business. Some of our volunteer fellows and our startups have decided to work together, and some of them have joined the team and become full time staff.

Finally, back to the size of our ecosystem, deal flow is a big aspect. Because the usual players are the same, and we see the same start-ups that everyone is interested in. We're doing due diligence for startups at a different level (e.g., medical validation portion). We can help fill out a larger round, especially when working with VCs – where with multiple buysides we are adding value that is more than just capital.

Question: Curious about psilocibin investment company - can you speak to your relationship with them?

Answer: Because we're an angle group and not a VC, our members are the ones making an investment. This specific example was a forensic psychiatrist who made an investment in the company. FieldTrip was also MD founded, which is how we got exposure. That said, we do not only invest in MD founded startups, we're 100% agnostic, and if we look at the 19 companies we've invested in, I would say it's more 60%-40% non-MD founded. We're supportive of everyone regardless of their backgrounds.

Question: There are similar MD focused angel group out of Cincinnati? Do you work with groups outside of Canada where you're able to tap into North American / European expertise?

A: We don't know that group, but we have similar groups in the south. We're always interested in taking an introduction. However, our mandate is to focus on Canadian based companies, so as to support our local ecosystem support. 95% of our investments have been all-Canadian. But we're always open to introductions and open to exploring working with others based on geographic location. We are actually connected with Medical Angles in Australia – we'll introduce the deal and the startup to them, and hopefully they'll invest in a Canadian company.

Question: Are there any gaps or challenges where HaloHealth is looking for support? Or are there interesting plans for adding to your scope of service in the near term?

A: We try to keep a neutral viewpoint between being a VC vs. an ecosystem connector. It's very busy, and we have to talk to a lot of people, so some of the downfall is that we don't get around to connecting with everyone. That has been a growing pain for us during our first year. So we are trying to crack down on our process and investment focus and communicating these limits clearly so that we don't waste anyone's time. As we tone down the deal flow, we are more effective at utilizing the model we have built to serve those start-ups more effectively and increasing the odds of us working with them.

Largely, the angel model's effectiveness is dependent on the decisions that are up to the physicians to make. All we can do is try and increase exposure, and we have 2 full time co-op students, so hopefully we can improve upon those models and increase the number of investments made and shorten the duration that startups in our pipeline have to deal with.



Question: MDs are a great general but untapped source of Angel Capital. If physicians are interested in funding investments outside of your investment focus do you refer them to other networks?

A: We can do what we do because of our physicians, that is our power and benefit. So if you have like-minded physicians, please introduce them to HaloHealth, and send them my way. At this moment, unlike other angel groups we don't charge membership. We feel the more physicians we have, the more startups we can help.

In terms of referrals out for physicians, on specific deals – and if they reach out – we can work with our affiliates and partners to make those introductions out. Also, one of our corporate partners (Physicians Wealth Advsiory) is also someone we'll leverage to make connections.



Time allotted | 15 Minutes

Topic: Communicate

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

Discussion	Presenter
McMaster receives \$1M to lead COVID-19 evidence network	Alex Muggah (Synapse)
To ensure decision-makers have access to the best COVID-19 science in a timely manner, the federal government is investing \$1 million to support the COVID-19 Evidence Network to support Decision-makers (COVID-END) hosted at McMaster University.	
The network, led by John Lavis, director of the McMaster Health Forum, will bring together experts to collaborate and rapidly synthesize the best available evidence across the full breadth of Canada's COVID-19 pandemic response.	
By providing timely access to the latest research on public health measures, clinical management, health-system arrangements, and economic and social impacts, policymakers will better understand the impact that these measures have on Canadians' health and safety. "The COVID-19 Evidence Network will use a highly collaborative approach to rapidly synthesizing the best available evidence about key COVID-19 topics – in timelines ranging from four hours to 10 days – in response to requests from decision-makers," said Lavis.	
Read the full article <u>here</u>	
Government of Canada awards \$2.5M to McMaster University to support theCOVID-19 border study with McMasterHealthLab	Gail Martin (Research Institute @ St.
McMaster University has been awarded \$2.5 million from the Government of Canada to support the McMaster HealthLabs (MHL) Canadian International COVID-19 Surveillance Border Study at Toronto Pearson International Airport, being run in partnership with Air Canada and the Greater Toronto Airports Authority (GTAA).	Joe's)
The MHL study began in September 2020 and was established to gather data on COVID-19rates of incoming international travellers, to help determine if an airport-based surveillance program is feasible, to determine whether self-collection of COVID-19 testing is effective and to explore options regarding the 14-day quarantine for international travellers.	
McMaster HealthLabs (MHL) is a non-profit organization that develops COVID-19 research initiatives and testing solutions to keep Canadians safe and to get them back to work. MHL works with a team of scientists and doctors from McMaster University, the Research Institute of St. Joe's Hamilton.	
Read the full press release <u>here</u>	
<u>Bay Area Health Trust – Report on Transformational Year</u>	John Hands
Delighted to share first annual executive summary review from Bay Area Health Trust: "2020 : Transformational Year for Future Growth". Bay Area Health Trust is a Hamilton, Ontario based company that operates life science businesses with the goal of returning value to its beneficiaries including Hamilton Health Sciences and McMaster University.	(BAHT)
Highlights from the year include:	



Discussion	Presenter
 Stood up SteriRight, Canada's first company to design and offer a suite of services including N95 mask reprocessing, as well as offering products and services that reduce contamination risk in a safe, effective and accessible manner Signed agreement with McMaster University for rights to a patented Molecular Medium, which will allow for increased COVID-19 testing capacity Deliver against elements of its mandate and strategic plan by closing out a contribution to the latest round of Mariner Endosurgery and VoxNeuro – two Hamilton based healthtech companies Signed agreements with Assitech and Hepro from Norway and Safety Chair from the UK and are in talks with several more, underscoring the attractiveness of our model to innovators in this space 	
Read the full report <u>here</u>	
Hamilton Health Sciences holds strong as a top Canadian research hospital Hamilton Health Sciences (HHS) has once again been named among the top four research hospitals in Canada.	Alex Muggah (Synapse)
HHS ranked fourth in Canada's Top 40 Research Hospitals 2020 by Research Infosource Inc., an independent, leading source of ranking information on Canadian research hospitals, universities, colleges and corporations. Each year, it releases results on the top 40 research hospitals in the country, based on total research spending.	
"HHS has been holding strong in the top four for the past seven years," says Dr. Ted Scott, vice president of research and chief innovation officer for HHS. "This ranking further establishes HHS as a leader in health research investment nationally and internationally."	
In a separate category for Canada's 19 large hospital systems, HHS earned a place in the `Winners Circle' by ranking third in hospital intensity, which represents research spending as a portion of total institution spending. The Winners Circle celebrates top hospitals in large, medium and small size categories.	
HHS also ranked in the top half of large hospital systems for researcher intensity, placing seventh. This category represents HHS researchers' ability to attract a high level of investment.	
City of Hamilton: Business Impact and Workforce Needs Survey (2021)	Norm
As a follow-up to the April 2020, COVID Business Impact Survey, the City of Hamilton's Economic Development Division has partnered with Workforce Planning Hamilton to launch an enhanced Employer One survey to understand the needs of Hamilton based businesses and organizations over the next year and quantify the impacts of the COVID-19 pandemic. In collaboration with the Hamilton, Stoney Creek, and Flamborough Chambers of Commerce and Hamilton's 13 Business Improvement Areas (BIAs), we are endeavoring to reach as many business owners/operators in Hamilton as possible.	Scheleehan (City of Hamilton)
If you are a Hamilton-based business, please take 10 minutes and complete the survey	



Discussion	Presenter
McMaster Centre of Excellence receives \$1.2M to advance Canadian-made PPE	Alex Muggah (Synapse)
Canada's first and only research hub dedicated to developing, testing and validating personal protective equipment (PPE) is receiving a \$1.2M grant from the Ontario Together Fund, announced today by the Government of Ontario.	
The funding will support McMaster University's <u>Centre of Excellence in Protective Equipment</u> and <u>Materials (CEPEM)</u> in making next generation PPE by expanding its infrastructure, testing equipment and partnerships with companies to advance Canadian-made PPE for healthcare professionals, essential workers and the public.	
<u>CEPEM was created in mid-March</u> at the height of concerns about a possible PPE shortage for Ontario's healthcare and frontline workers.	
Since then, its team of faculty and student engineers and clinicians have worked with more than 50 Canadian companies to develop and validate products, get them to market faster, and even rethink the design of PPE for the next generation of frontline workers.	
Its research is part of <u>Canada's Global Nexus for Pandemics and Biological Threats</u> , an international network launched at McMaster with scientists, clinical health and medical specialists, engineers, social scientists and other experts working collaboratively to prevent future pandemics and mitigate global health threats.	
"We are at the birth of a new industry in Canada with PPE design and manufacturing. CEPEM's goal is to support the long-term sustainability and success of this industry," says Ravi Selvaganapathy, CEPEM's director and Canada Research Chair in Biomicrofluidics.	
To read the full article, click <u>here</u>	
Fero Internatioal, a Hamilton company develops hospital rooms from shipping containers during <u>COVID-19</u> (Hamilton Spectator, December 10)	Alex Muggah (Synapse)
A Hamilton company is in talks with the province about funding a creative solution to the COVID-19 crisis in hospitals and long-term care.	
Fero International Inc., which specializes in disaster relief solutions, has developed ICUs and operating rooms out of shipping containers. A simpler version of the units can be used to isolate infected patients in long-term care.	
And, their CEO says, the company will soon work on developing units to support distribution of the COVID-19 vaccine, expected to arrive in Canada this month. "Our goals are to save lives where and when needed," said CEO Sabrina Fiorellino. "The elderly in the homes are dying, and I think us as a population are not doing enough to protect the elderly."	
Hamilton company develops hospital rooms from shipping containers during COVID-19 (Dec 19,	Alex Muggah
Hamilton Spectator)	(Synapse)
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Read the full article <u>here</u>	
Hamilton's economy focus for a special insert in Dec 16 th Globe and Mail. Check out the 32-page scoop on some of our exciting investments, developments in our key sectors and how Hamilton's economic future will welcome the world! Follow the link to get the inside scoop on some of our exciting investments, developments in our key sectors and how Hamilton's economic future will welcome the world!	Ed Martin (Perspective Media)
AceAge has closed \$5 million Series A financing round led by Longliv Ventures	Alex Muggah
<u>AceAge</u> was founded six years ago and their product, Karie, is at the forefront of aging in place technologies and medication adherence. "I started AceAge because I watched my grandfather go to the hospital over and over again because he wasn't taking his medication properly," CEO Spencer Waugh said.	(Synapse)
Waugh saw an opportunity to build a solution within the existing pharmacy infrastructure by leveraging pharmacist's skills to have medication organized by professionals. The medication is organized into individual pouches connected on a strip, which is then inserted into Karie, a home device that notifies and dispenses daily medications at the prescribed time. If Karie's user does not take their medication at the prescribed time, a caregiver or loved one will then be sent a notification.	
Hamilton-based Fero International and Synapse Competition Finalist Hylvy Health are winners of	Alex Muggah
VentureLab Innovation Challenge	(Synapse)
Earlier this year, the City of Vaughan launched the second round of the Activate!Vaughan Innovation Challenge in search of groundbreaking health-tech solutions. The City, in partnership with presenting sponsors the Province of Ontario and Sterling Industries, and program partners Mackenzie Health, the Mackenzie Innovation Institute (Mi2), SE Health, ventureLAB, York Region and The Hub, called on entrepreneurs to present innovative business solutions that will advance a technology-enabled healthcare system in its delivery of high-quality, effective and patient- focused care.	
A total of 78 startups and more than 100 entrepreneurs participated in the Activate!Vaughan Health Innovation Challenge. Finalists were selected to pitch their solutions to one of the four problem statements for a chance to win provincial and private grant funding from a pool of \$45,000.	
Read the full article <u>here</u>	
Synapse Competition finalists NERV and Hylvy amongst first cohort of the TELUS L-SPARK MedTech Accelerator Program	Alex Muggah (Synapse)
The launch of our <u>TELUS L-SPARK MedTech Accelerator</u> was a timely and necessary step towards the future of healthcare. There are countless sleep deprived founders out there hard at work inspiring and creating hope for the future of healthcare. They are making the extraordinary happen, and we want to help.	



Discussion	Presenter
This program was created to support companies in developing innovative connected medical devices and services aligned with emerging global IoT security standards.	
An evolution of the Secure IoT Accelerator launched in 2019, this program aims to connect these companies to technical mentors from TELUS, BlackBerry, Solace and CIRA who will provide technical support to help integrate their medical devices + software solutions. Mohawk named Canada's fourth top research college in recent ranking	Neil Wilkinson
Mohawk has captured the number 4 spot in Re\$earch Infosource's annual ranking of Canada's top 50 Research Colleges. Thank you to all of our industry and community partners for your support in helping us achieve our goal of being a top ten Canadian Research College. Highlights include:	(Mohawk College)
 Employing 353 student researchers makes us 1st in Paid Student Researchers. Raising \$5.04 million in support of applied research projects makes us 1st in Industry Research Income. Engaging in 225 total research partnerships last year makes us 4th in Research Partnerships (Large Colleges). 	
You can watch video about Mohawk College's achievement <u>here</u>	
McMaster named Canada's most research-intensive university for the fourth year in a row For the fourth consecutive year, McMaster has been named Canada's most research-intensive university in the annual ranking of the country's Top 50 Research Universities. According to the 2020 Research Infosource rankings released today, McMaster also earned top spot in the corporate research income category – attracting more funding from the private sector than any of its peers. It's a position McMaster has held over the five years that Research	Alex Muggah (Synapse)
Infosource has tracked the data.	
McMaster recorded a total sponsored research income of \$371.6 million.	
Research intensity measures research dollars per faculty member and, on average, McMaster researchers earned \$404,400 – once again, more than doubling the national average. The university placed second for graduate student research intensity, averaging \$75,100 per graduate student; nearly twice the national average.	
David Farrar, McMaster's president, says the rankings are a testament to our people and the influence of their work.	
"McMaster is home to some of the world's 'best and brightest' whose contributions continue to position McMaster as a national and global leader," he says. "The true value of their work reaches far beyond any particular ranking and is best captured through its impact on the social and economic well-being of our communities."	
Hamilton Health Sciences holds strong as a top Canadian research hospital in 2020 Hamilton Health Sciences (HHS) has once again been named among the top four research	Alex Muggah (Synapse)
hospitals in Canada.	



Discussion	Presenter
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Three Innovation Canada programs available for startups	Joel Adams
Innovative Solutions Canada (ISC), Testing Stream — Open calls for innovative prototypes (deadline is February 5, 2021): Procurement based funding of up to \$550,000 (more for military applications) for the testing of near commercialization prototypes with government users, with the opportunity to pre-qualify as a vendor for 3 years. Health solutions are one of the priority areas.	(Innovation Canada)
Canada Summer Jobs, (deadline is January 29, 2021): Note that each MP sets priorities for their riding (which may range from non-profits to startups) so check here to see if your organization is a priority for your riding	
Regional Relief & Recovery Fund (RRRF), interest free COVID support loans of up to \$1-million (\$500,000 for pre-revenue companies) to cover up to 6 months of eligible fixed costs (no deadline, but funds may run out)	
For more information, reach out to Joel Adams at Innovation Canada: joel.adams@canada.ca	
SAS Global Hackathon with Industry Stream	Mark
Sas has a global hackathon with an industry stream. A two-month long hack that starts in March, and if you have an MVP that needs analytics. Something for you to explore and help you navigate through the process. Registration ends at the end of the month. The basic premise is that if you have an app or something cloud-adjacent, we can provide full AZUR environment that is large, and specifically for the team. Can also help you connect with students in Canada and globally who can help build out the MVP.	Morreale (SAS)
There are no prizes, judges will provide feedback from each stream, and take top two teams and provide commercialization access to California VectorLabs – where you can move MVP through the goal of putting it on the marketplace	
For more information reach out to: mark.morreale@sas.com	
VoxNeuro Featured on CBC Marketplace: COVID-19 long-haulers – the pandemic's forgotten patients	James Connolly (Vox Neuro)
CBC Marketplace asked more than 1,000 Canadians with long COVID about their access to care. Over 60 per cent of COVID-19 long-haulers said in the questionnaire they aren't getting the	



Discussion	Presenter
medical treatment they need and many others reported they are stuck paying hundreds of dollars — some spending \$10,000 or more.	
Susie Goulding, founder of COVID Long-Haulers Support Group Canada, created the group when it became clear her lasting symptoms from COVID-19 were going to have a big impact on her life. VoxNeuro's Cognitive Health Assessment confirmed she was experiencing severe deficiencies in multiple core brain functions. The team at Pillars of Wellness, one of VoxNeuro's Test Centres and Treatment Providers, recommended rehabilitation including cognitive exercises to target the areas of deficiencies identified in her report.	
Read the full article <u>here</u>	
Relig Health Launches New Annual Wellness Visit Product and Announces New US Contract (Software Hamilton, Jan 3)	Alex Muggah (Synapse)
Reliq Health, a Hamilton-based healthcare technology company that specializes in developing innovative software solutions for the Community Care market, recently announced that it has launched a new Annual Wellness Visit Support service and signed a contract with its first client to subscribe to this service.	
"We're excited to be launching our new service to help Primary Care Providers complete Annual Wellness Visits (AWV) using our Telemedicine platform and Care Management Center, and to have signed our first contract to provide this service," said Dr. Lisa Crossley, CEO of Reliq Health Technologies, Inc.	
"Physicians across the US are facing overwhelming workloads due to COVID, and now flu season. We launched this new service based on demand from our clients, many of whom have been so busy this year that they have only been able to complete 50% of the Annual Wellness Visits they would normally provide.	
Read the full article <u>here</u>	
<u>Health & Tech Industry Night</u> (Jan 26)	Rachelle Ireson
We are seeking employers in the biomedical, biotechnology or health technology industries for a 2 hour maximum time commitment, to host a company information booth and network with prospective future student hires for co-op and full-time positions.	(McMaster University)
If anyone has any interest, they can reach out to me at iresonrl@mcmaster.ca	
Trade Accelerator Program (TAP) Cohort – Apply and Learn More (Feb 9 th)	Sarah Romanuck
The Trade Accelerator Program (TAP) is an innovative initiative, designed to accelerate the strategic development of your business and to better prepare you for expansion into international markets. TAP is a one-stop-shop that will get businesses ready to go global in just a few sessions, culminating with a customized strategic export business plan carefully vetted by top industry experts!	(Royal Bank of Canada)
Our newly developed learning platform, specifically built around practical tips and practices for international selling, further confirms TAP as the benchmark program for entrepreneurs interested in exporting.	



Discussion	Presenter
Royal Bank of Canada, in conjunction with the Toronto Board of Trade, KW Chamber, and the World Trace Centre (Toronto) are hosting an info session on the TAP program. If you put your name in as referral from RBC – you can have the cost waived.	
 TAP: Our TAP has moved to virtual and half-days start Feb 9th Information session: January 15th 2020 10-11 am. Interested clients can fill out the form here https://greaterkwchamber.com/education/tap-program/ in order to get the details to the zoom-style event Testimonial video https://vimeo.com/472256300 	
Details on the upcoming cohort can be found <u>here</u>	
Forge 2-Part Workshop on US Patent Strategy (Feb 4 and Mar 11)	Riley Moynes (The Forge)
The Forge is happy to announce a very special two-part workshop for healthtech/medtech companies featuring Epineuron and US-based law firm Knobbe Martens. Knobbe Martens lawyers Ted and Michael specialize in helping healthtech/medtech companies with their US patent strategy. According to Mike Willand from Epineuron - they were not only instrumental in helping Epineuron get their technology patented, but they were also instrumental in helping them get investment. In the first workshop, we will do a quick overview of the legal instruments that can be used by healthtech/medtech companies looking to protect their intellectual property, then we dive into IP strategy. As we discuss strategy we will use Ontario-based, Epineuron as a case-study. In the second workshop, we will talk about the due diligence process, how to prepare and how to network with medtech/healthtech investors.	
 Please share with your network! More detailed information found in the signup links below: Feb 4 (Part 1): <u>Strategy is everything: IP strategy considerations for</u> <u>healthtech/medtech companies seeking investment</u> 	
Mar 11 (Part 2): <u>Converting IP to \$\$\$ for healthtech/medtech companies</u>	
Any questions, please reach out: <u>riley@theforge.mcmaster.ca</u>	
Life Sciences Ontario (LSO) Virtual Get-together (Feb 24)	Andy Donovan (LSO)
Given circumstances surrounding COVID19, LSO had planned on hosting this year's Award Gala virtually, unfortunately given increased case count LSO cannot carry out the necessary preparations to deliver the virtual gala on Feb. 24th as originally planned.	
The Feb. 24th date will be held for an informal virtual networking session to connect with friends and colleagues. The formal Awards Gala will be postponed until fall 2021. The new date will be announced as soon as possible. Registration will remain open and planning for the event will continue.	
Ontario Life Sciences Export Business Mission to Medical Fair India (Feb 25-27, 2021)	Carolynn Reid (City of
The Ontario government is organizing an export business mission to Medical Fair India for export-ready Ontario companies supplying technology, medical devices and medical equipment to the healthcare market. The trade show and conference are a platform for industry,	Hamilton)



Discussion	Presenter
regulators and policy makers to discuss the latest digital technologies and new approaches shaping health care in India.	
Medical Fair India has featured special events such as Clin Lab India, an exhibition and conference on laboratory medicine, point of care testing, molecular medical diagnostics and clinical chemistry; and FTR4H - Future for Health focused on big data, artificial intelligence, mobile technologies and IT. The event is organized by Messe Düsseldorf. Last year's trade show included 500-plus exhibitors, 17 countries, and nearly 15,000 visitors from hospitals and medical centres, medical schools and government health departments. The mission will offer delegates a clear understanding of the opportunities in the Indian health care sector. Ontario companies participating in the mission will receive targeted assistance from the Ontario government, including B2B meetings with Indian companies, hospitals and organizations; market intelligence and briefings on the health care industry in India; introductions to decision-makers in the Indian health care market; and access to networking events and potential speaking opportunities at Medical Fair India	
<u>The Forge Startup Survivor: Summer Program and Pitch Competition</u> (Applications due Mar 1) The Forge has launched an exciting new program for McMaster Students and recent Alumni with novel business ideas.	Riley Moynes (The Forge)
Introducing Startup Survivor – a 4-month innovation program culminating with a pitch competition in the Fall. Throughout the program, The Forge will be giving out up to \$75,000 to 10 Startup Survivor finalists. The finalists will receive cash prizes to further advance their startups, upon completing challenges focused on innovation, validation and business development. Only the top teams will outlast their competition and participate in The Startup Survivor Pitch Competition for the chance to win additional prize money. Preliminary applications due: Monday, March 1, 2021 (midnight).	
Challenge #1: Customer Discovery due: Wednesday, March 31, 2021. Tip: Submit your preliminary application as early as possible, so you have more time to work on	
Challenge #1: Customer Discovery before the due date! Any questions, please reach out: <u>riley@theforge.mcmaster.ca</u>	
Unplugged: An Unforgettable Virtual Concert Experience (Mar 7) Hamilton Health Sciences Foundation is hosting UNPLUGGED – An unforgettable virtual concert experience on Sunday, March 7, 2021. We're bringing together many of your favourite aspects from our gala to the comfort and safety of your home.	Pearl Veenema (HHS Foundation)
All event proceeds help fund innovative research projects across Hamilton Health Sciences. As a loyal supporter, we hope to count on your continued engagement during this critical time. Click here to register now!	
UNPLUGGED will feature several outstanding artists, including returning performers from previous years like Justin Guarini. Justin's career launched with the first season of American Idol in 2002. Since then, he has performed in multiple Broadway productions and hosted special events for the Oscars, the Emmys and the Grammys.	

Discussion	Presenter
On the frontlines and beyond, It's Always Vital to Care. We are extremely grateful to all of our sponsors and individual supporters for helping us enable critical research during this unprecedented time.	
For more details, including sponsorship opportunities, please email wrightmila@hhsc.ca	
Synapse Life Science Competition (March 24)	Jennifer
Innovation Factory's Synapse Life Science Competition is Ontario's premier life science pitch competition and designed to help move innovative life science products and services out of the lab and into the market, by pairing up life science Innovators with business and entrepreneurship students.	Gauvreau (iF)
For the second year, the Synapse Pitch Competition will be delivered virtually on March 24, 2021. This year the event will take place as a virtual showcase, featuring pitch presentations, finalists exhibits, networking, and award big prizes to the winning innovators!	
Click <u>here</u> to check out all the 2020 competition excitement where the Hamilton life science ecosystem gathered for the first time, virtually!	
<u>Clinical Trials Ontario 2021 Conference</u> (Mar 23-25)	Alex Muggah (Synapse)
CTO's conference will be held virtually on the afternoons of March 23-25, 2021. Recognizing the amount of time we have all spent in front of screens this year, we will feature a trimmed agenda. The conference will run for three days from 1:00pm to 4:00pm and will offer an agenda that engages our multi-stakeholder sector. Stay tuned for registration details and agenda updates.	
JLABs Events Going Virtual (various)	Amanda Raponi (JLABS)
<u>The 'Invisible' Future of Health Monitoring</u> (Feb 9)	
 JLABS bring together experts in the field to discuss their views on the feasibility of invisible monitoring, the importance of data control and collection, possible impactful use cases, the inevitable concerns that come along with it and the possibilities of health monitoring during the current COVID-19 crisis. Developing Alternative Administration Techniques for Therapeutics and Vaccines 	
(Feb 23)	
 Experts in the field will explore current innovations in the space, what the future may look like, and how novel administration methods may help overcome the logistical burden that is commonly associated with traditional techniques. New mechanisms can produce new challenges but may also have the potential to ease administration, reduce dosing requirements, improve stability, provide a slow release for greater efficacy, and ultimately improve availability of vaccines and therapeutics. 	
 Let's Discuss the Soaring Healthcare Investments in 2020 and Beyond (Mar 2) Presentation on 2020s market performance, followed by a panel discussion with leading healthcare venture investors. They will provide their insights of what the report means for the industry, innovators and their future investing as well as the impacts of COVID -19 on the venture industry now and in the future. 	
To learn more about upcoming JLABs events, click <u>here</u>	



Discussion	Presenter
MGD-HICE Educational Webinars & DevTank Meetings	Sarrah Lal
	(MGD-HICE)
Operating out of the Michael G. DeGroote School of Medicine at McMaster University, the	
Michael G. DeGroote Health Innovation, Commercialization & Entrepreneurship (MGD-HICE)	
aims to accelerate the exploration of health innovation opportunities and creation of	
socioeconomic impact.	
Check out the full suite of programming <u>here</u> Government Calls for Innovative Solutions	Innovation
	Factory &
Coll for Suppliers (Foderol), in support of the Course point of Conside's whole of	Synapse
<u>Call for Suppliers</u> (Federal): In support of the Government of Canada's <u>whole-of-</u>	Consortium
government response to Coronavirus disease (COVID-19), they are asking suppliers about their ability to provide a variety of products and services.	consortium
 <u>Call for Suppliers</u> (Ontario): request for information from companies able to supply 	
emergency products to help fight Coronavirus	
 Federal Government <u>Call to Action for Canadian Manufacturers</u> to support businesses 	
to rapidly scale up production or re-tool their manufacturing lines to develop products	
made in Canada that will help in the fight against COVID-19. Please refer to the product	
specifications and requirements for Canada's medical supply needs.	
 Health Canada will facilitate earlier access to a vaccine, or therapeutic product for 	
COVID-19 to expedite the review of COVID-19 related health product submissions and	
applications.	
 Government of Canada is speeding up the importation and sale of medical devices used 	
to diagnose, treat or prevent COVID-19. Here is information about expediting access	
and authorization for diagnostic devices for use against coronavirus (COVID-19).	
Government of Canada will launch specific challenges through the <u>Innovative Solutions</u>	
Canada (ISC) program and will rapidly select the best projects to accelerate	
development and testing of promising innovations that can have a direct impact on our	
health care response. Also use the ISC Testing Stream to become the first customer of these innovative products.	
• The National Research Council of Canada (NRC) will organize an NRC COVID-19	
Challenge Program, composed of teams of government, academic and private sector	
partners to address a range of medium term PHAC and HC needs, including personal	
protective equipment, sanitization, diagnostic and testing, therapeutics, and disease	
tracking technology. The most promising solutions will be selected for procurement,	
working with Innovative Solutions Canada.	
<u>DISRUPT COVID-19</u> , a Government of Canada virtual forum that will include	
representatives from the National Research Council (NRC), the Industrial Research	
Assistance Program (NRC IRAP), Health Canada, the Public Health Agency of Canada	
(PHAC) and Innovation and Science, Economic Development (ISED), is being organised	
as a pilot initiative with the goal of getting technologies on the ground helping patients	
 and health care professionals as fast as possible. <u>Next Generation Manufacturing</u> (NGen) will invest \$50 million in Supercluster funding 	
 Next Generation Manufacturing (NGen) will invest \$50 million in Supercluster funding to support companies as they rapidly respond to the COVID-19 pandemic by building a 	
Canadian supply of essential equipment, products, and therapeutics. For more	
information on NGen's COVID-19 Response Program, see the <u>full bulletin</u> , review	
the project guide, and share your capabilities in the form below.	
 <u>Ontario Website for PPE Suppliers to Post Products for Sale:</u> Review a list of companies 	
that sell personal protective equipment (PPE) and other supplies to keep your	

Discussion	Presenter
employees and customers safe from COVID-19. Apply to be added to the <u>workplace PPE</u> supplier directory	
The <u>Digital Technology Supercluster</u> has launched the COVID-19 Program is focused on unlocking solutions to protect the health and safety of all Canadians and our economy through the development, deployment, and scaling of digital technologies.	



Time allotted | 15 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
Engaging Mohawk College's IDEAWORKS	Andrea Johnsor
	(Mohawk
IDEAWORKS projects in general (of which, MEDIC is one area) which was provided and may	College)
help with identifying if Mohawk College can support our companies with projects. This might	
be a refresher for some or all of us, but highlighting nonetheless:	
Tips for Innovation Factory Referrals to IDEAWORKS	
• Our four innovation centres (MEDIC for Digital Health, AMIC for 3D printing, EPIC for	
energy efficiency related projects and MTIC for Medical Technologies related	
challenges) are active during this time- but note that due to existing commitments,	
are often looking at projects one month to three months in the future.	
• Other <u>areas of expertise</u> are on a case by case basis, especially this year, with a	
number of our faculty committed to teaching and revamping courses	
• The ideal applied research partner is one that is in the scaling stage; they have some	
revenue and can meet a lot of the funding agencies criteria for funding or want to	
self-fund a research project. Typically what we look for is 2+2; two years in business	
with two employees	
• We recommend working with us on projects that aren't mission critical but can help	
the company explore an innovative idea.	
What about start-ups?	
• If they require a few tips or advice, we can normally chat with them (or if there is a	
critical mass -like five or six companies in a space-, we can do a webinar type	
discussion).	
• They can see about the availability of capstone projects, where students generally	
work on projects for a four month period, for free, in order to get course credit. It	
may help with MVPs.	
Contact Andrea Johnson for more information: <u>andrea.johnson4@mohawkcollege.ca</u>	
The CONNECTION - McMaster University Online Partnerships Portal	Gay Yuyitung
The Connection is a new program offered by MeMester's Office of Community Engeneration	(MILO)
The Connection is a new program offered by McMaster's Office of Community Engagement (OCE) designed to facilitate online, mutually beneficial partnerships between campus and	
local Hamilton community organizations. As communities look for ways to adapt and rebuild	
n response to COVID-19 The Connection will make the process of addressing Hamilton	
community and University identified needs easier by providing online tools and resources.	
It's a way for everyone who sees themselves as part of a collective community-campus effort	
to connect and respond to COVID-19 locally	
Collaborating with McMaster Institute for Infectious Disease Research (New Intake Form)	Gay Yuyitung
	(MILO)
In addition to our ongoing COVID-19 research initiatives at McMaster, the Michael G.	
DeGroote Institute for Infectious Disease Research is mobilizing its strong research	



Discussion	Presenter
community to assist Canadian researchers and businesses in their attempts to find solutions to the international crisis.	
The IIDR teams have the capacity to assist with the testing of anti-viral compounds and products, as well as the testing of products or devices aimed at sterilization. This includes new methods for sterilizing personal protective equipment. They are able to offer services in the following areas:	
 BSL2 cell culture infection with representative human coronaviruses; Testing of methods or products that are designed to inactivate the virus; Biochemical/enzyme studies with anti-viral agents. 	
Cell culture and small animal models of SARS-CoV-2 infection can be performed in McMaster's secure biosafety level 3 facility. Availability for BSL3 testing is very limited, and projects requiring this type of work will be screened and prioritized by an internal committee.	
If you have a product or innovation that you are interested in pursuing further and feel that we could be of assistance to you, please <u>reach out to us through the online form</u> . Each project will be evaluated to determine if McMaster has the capabilities and capacity to perform the required testing.	
Hamilton Innovation Partnership Portal	Andrea Lee (HHS)
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.	
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 for companies to direct request to the portal.	
Portal is online through the Synapse website: <u>http://synapseconsortium.com/partner/</u>	
Submit Community Events on the Innovation Factory Calendar	Riley Moynes (Innovation
Our calendar is home to Innovation Factory workshops and networking events as well as events from the community which help support our local entrepreneurs and businesses. If you have an event which may a fit, please submit it and we will review it within five business days.	Factory)



Our Synapse Consortium partners are at the forefront of addressing COVID-19 in the City of Hamilton, and across Ontario: doctors and nurses caring for patients, public health officials coordinating city-wide responses, conducting epidemiological research at Canada's leading research hospitals, and innovative companies developing products to provide needed supplies and services.

Throughout all of this, Synapse remains committed to our core goal of facilitating connections across the Hamilton health ecosystem, bringing public- and private-sector actors together to enable innovation and resolve pressing health challenges. While Synapse staff are not in the office, we're still providing support virtually – so please continue to reach out and find out how we can help!

If you want to get in touch, please contact <u>Alex Muggah</u>, Director of the Synapse Consortium. Separately, we've assembled links to information that has been compiled by organizations across Ontario (and Canada) to assist you with navigating the COVID-19 pandemic.

Learn More About COVID-19: Online Resources

Synapse Consortium partners have put together a significant amount of information and updates on the status and activities related to containing and addressing COVID-19 for both businesses and citizens in the region:

Hospitals and Research Centres

- Hamilton Health Sciences: <u>COVID-19 Updates</u>
- St. Joseph's Healthcare: <u>Research Institute</u> and <u>Hospital</u> Update
- McMaster Institute for Infectious Disease Research: <u>News and Updates</u>
- McMaster University: <u>COVID-19 Update</u>
- Mohawk College: <u>COVID-19 Update</u>

Hamilton Community Partners

- Mohawk College <u>Collaboration Landing Page</u>
- McMaster University <u>Collaboration Landing Page</u>
- City of Hamilton: City Response and Resources
- Hamilton Public Health: Learn more about COVID-19
- Innovation Factory: <u>COVID-19 Info Centre</u>
- Hamilton Chamber of Commerce: <u>Resources for businesses</u>
- Hamilton Spectator: <u>What you Need to Know in Hamilton</u>
- Buy-Local (Hamilton): <u>Hometown Hub</u>

Government and Agencies

- Health Canada: <u>COVID-19 Information and Resources</u>
- OCE: <u>Collaboration Platform</u>
- Government of Ontario: <u>COVID-19 Information for Ontarians</u>
- Government of Canada: <u>Business Support</u>

For Companies Making COVID-19 Related Medical Products

- <u>Call for Suppliers</u> (Ontario)
- <u>Call for Suppliers</u> (Canada)
- Health Canada: Expedited Review of Health Product Submissions and Applications for COVID-19
- Health Canada: <u>Applications for medical devices under the Interim Order for COVID-19 use</u>
- Health Canada: Expedited Access and Authorization to make COVID-19 personal protective equipment
- Health Canada: <u>Diagnostic devices for use against coronavirus (COVID-19)</u>

