

Hamilton Health Innovation Check-up: Meeting Minutes

September 2021

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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: <https://zoom.us/j/405351918>
Dial in: +1-647-558-0588,,405351918#
Register here:
<https://us02web.zoom.us/meeting/register/uZQodOyppzoiQnRwfvVuEJtEMUpKPUZPzg>

Next Monthly Check-up: September 27th 9:00 – 10:00am | McMaster Innovation Park (via Zoom)
Please sign up to our [mailing list](#) to receive meeting minutes and other important updates.

Finding collaborative partners for health companies and researchers can be difficult. Synapse has created the [Hamilton Health Ecosystem Directory](#) and the [Health Innovation Partnership Portal](#) (HIPP) to facilitate finding new partners within Canada's leading health research and educational ecosystem located 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 accessed through a public Dropbox, using the following [link](#).

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 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 [online calendar](#)

October

- Oct 1, 8, 15, 22 & Nov 5: [Investment Readiness: Pitching to Angels](#) (HalTech)
- Oct 4: [Digital Health Canada's Atlantic Region Conference](#) (Digital Health Canada)
- Oct 4-5: [Innovate Care](#) (Invest Kingston)
- Oct 5-6: [MedTech Conference 2021](#) (MedTech Canada)
- Oct 6: [Reducing EHR burden in a mental health setting](#) (Digital Health Canada)
- Oct 7: [Life Sciences London Monthly Meeting](#) (Life Sciences London)
- Oct 13-14: [FHIR North Conference](#) (Mohawk College)
- Oct 14: LSO [Celebration of Success – Annual Awards Presentation](#) (LSO)
- Oct 21: [Strategic Business Thinking – Leveraging Commercial Intelligence to be Proactive](#) (OBIO)
- Oct 27: [What Makes a Venture Backable Company](#) (Medical Alley)
- Oct 30: [Hamilton Health Check-up](#) (Synapse Consortium)

November

- Nov 1– 5: [Annual Policy Forum](#) (LSO)
- Nov 3 – 5: [Career Calling – Networking Expo](#) (Redeemer College)
- Nov 4: [Value Pricing in MedTech](#) (OBIO)
- Nov 17: [Device Manufacturing Scale Up & Budgeting](#) (OBIO)
- Nov 29: [Hamilton Health Check-up](#) (Synapse Consortium)

December and Beyond

- Feb 9-11: [2022 OBIO Investment Summit](#) (OBIO)
- Mar 22-24: [Canada SynBio Conference](#) (Ontario Genomics)
- Mar 23: [Synapse Life Science Pitch Competition](#) (Innovation Factory)

Looking to engage the Hamilton Health Ecosystem?



innovation. Learn more about SOPHIE [here](#)

In partnership with Innovation Factory and Synapse Consortium partners, leverage up to \$100,000 to work directly with an academic or hospital partner in the Hamilton ecosystem. Funding will support collaborative projects for Ontario-based life science firms requiring clinical/research expertise, evidence, or data to commercialize their



clinical trial in one of Canada's leading research hospitals. Learn more about HEALTHI [here](#)

Leverage up to \$15,000 in funding to work directly with the Research Administration groups at Hamilton Health Sciences or The Research Institute at St. Joe's Hamilton to create the pre-trial protocols and documents required to undertake a commercialization project or

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 |
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| <p>Guest Speaker(s):</p> <ul style="list-style-type: none">• Sarah Romanuck, Director, Southwestern Ontario & GTA, RBCx <p>[presentation slides used, and are available for download from the Health Check-up website]</p> |
| <p>Discussion <i>[the following is a synopsis of the discussion, and has been lightly edited for length and clarity]</i></p> <p><u>Introduction & Overview of RBCx</u></p> <p>Thank you for having me – I am thrilled for the opportunity to speak with you this morning. My name is Sarah Romanuck and I lead a relationship management team within RBCx – so I have two teams, one that looks after tech companies and the other that looks after life science companies. We'll focus the conversation on the latter.</p> <p>What is RBCx is a good place to start the conversation. There has been some buzz about it, but we are effectively a startup, a brand new group in RBC – launched officially on June 15th 2021. We define ourselves as the technology and innovation banking platform within RBC. We are built to help technology and life sciences companies to scale. RBC has some specialization in tech and life sciences that we've deployed over the last 30 years. However, RBCx is our effort to reimagine how we can support the life sciences sector going forward in a way that we haven't done before, and we haven't seen anyone else in the Canadian market do before. Our portfolio of solutions go far beyond banking and capital – which is our big distinction.</p> <p>Our vision is to simply support visionary entrepreneurs every step of the way. We are size agnostic, so our team works with companies all the way from inception to IPO and beyond. Our entire platform is built to help companies with products, services, expertise, etc.</p> <p><u>What is the RBCx Platform</u></p> <p>We recognize that building a great company takes more than capital. RBCx is a platform to accelerate the entrepreneurial journey for tech and life science companies in Canada. When I think about our platform, I look at it as having three key pillars: Capital, Commercialization and Community. This is how I break down how we help life science companies.</p> <p>On the Capital side (i.e., financial products & services and venture capital) there are lot of creative solutions. I would highlight that we have built or enhanced 5 new products during the last 9 months specifically for life science and tech companies (usually that takes 10 years for banks – so I'm particularly thrilled about this progress). We also work with venture capital firms, in addition to providing capital directly we oversee all of RBCs venture capital investment strategy. We work closely with our partners and a number of VC firms such as Amplitude and Lumera.</p> <p>On the Commercialization side, there are two core components: Operational Specialists; and the Marketplace. Our biggest priority for this year is to build up our team of operationalization specialists, who will be best in class who have expertise in talent, HR, recruitment, technology, sales and procurement. These Operational Specialists</p> |

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will be available to our client base to help them remove barriers and help them to continue to scale. The Marketplace, a tool which we've built to leverage the size and scale of RBC. We looked at what services and companies 90% of our clients are using (e.g., cloud service providers), and then negotiated creative discounts and perks for them. We also built out a product suite for the employees of our clients, which they can use as part of their employment retention strategy.

On the Community side, we are engaging both external (Ecosystem & Peer Connectivity) and internal (One RBC Network) communities. For Ecosystem and Peer-Connectivity, we do a number of curated events which we build with our partners. One recent example was a collaboration initiative to do the BIOME Summit with Novartis – where we convened CEOs on cardiovascular practitioners to collaborate, talk through major pain points, and walk through what action steps would accelerate resolution of critical public health issues.

The RBC One Network allows clients to access the full RBC network of business lines (e.g., capital markets, wealth management, investor & treasury services, etc.). We have a lot of clients who are not just growing their company, they are also thinking about next impact of coming into cash (e.g., IPO, come into capital). This allows clients to come to us with more than their corporate banking needs. Our specialized team of wealth managers and investment bankers support clients with any needs they might have.

RBCx Leadership Team

We are 90 strong across the country. We are led by Sid Paquette, the managing partner of RBC ventures, who is supported by Tony Barkett (previously with Silicon Valley Bank) who brings a lot to the table and led the SVP Canadian expansion. On credit advisory side, we have team members with experience at SVP who helped RBCx to build novel products in record time and get those solutions out to clients.

There are 5 relationship managers leaders who collectively lead the team, and so we have someone in every major centre across Canada. We have someone looking after each region – with specialized expertise from coast to coast, and in Southwestern Ontario we have dedicated team members focused on Hamilton, Kitchener, Windsor, etc. Our RBCx team has been built up of specialists from within RBC, individuals who have been previous founders, venture capitalists, and ecosystem builders – ensure this mix of skills and experience quite deliberately so that we would have people who knew about innovation and entrepreneurship from end-to-end.

How RBCx Supports Companies

RBCx is a partner from formation to exit – supporting life sciences companies with growth capital, partnerships, a community of like-minded entrepreneurs, and deep investor, government and accelerator networks.

We look after everything technology with our national team and also have a dedicated team that supports life science companies. We have a national life science lead ([Dan Juskovic](#)), who supports our specialists teams across the country. We have 7 advisors who work only with life sciences companies from coast to coast. We have about ~600 clients who we work with.

Some of the items around our life science strategy – we are proud partners and LP investors in Amplitude and Lumeria who we feel are best in class on the investor side. We work with these two companies, and their portfolio of companies, to remove barriers to scale. We have recently announced a relationship with the CanHealth Network – an announcement on September 9th – to help companies overcome procurement barriers, to help Canadian medtech get plugged in earlier in the cycle and help them to scale and shine on a global scale. RBCx was brought to the table in that relationship because we provide capital and non-capital solutions to help companies to scale. This partnership made sense because of the alignment of our respective visions, but also

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because we are the largest player in life sciences in Canadian banking, purely by numbers and specializations it made a lot of sense for us to work together to help companies.

RBCx Marketplace to Leverage Deals for Clients

There has been a lot of interest in the exclusive offers and preferred pricing for clients through the RBCx Marketplace. We have several deals already in place with service providers that our clients can take advantage of. We are brand agnostic and have worked with many companies to get deals for our clients (e.g., working to develop something with Microsoft and Google). Lots of alternate solutions will be rolled out over the next year, and will continue to build out for our clients to access. For example, we have relationships with:

- AWS: up to \$100,000 AWS credits, \$10,000 in business support credits
- Gainsight: 20% off customer cloud discount and complementary 1 year subscription to Pulse Plus
- ownr: 50% off first year for online minute book plan
- Osler: custom package covering employment and compliance
- Salesforce: 50% off salesforce essentials subscription
- Carta: 20% first year discount
- Deloitte: custom workshops and consultation on executive compensation and equity incentives
- Cleveland Clinic: \$300 off executive health assessment

We have also levered our internal product suite at RBC to ensure we are bringing the best that all of RBC has to offer. For CEOs, one of the biggest pain points is access to talent. We thought about how we could customize our RBC products for RBCx clients to help address this issue. So now RBCx clients can take advantage of a suite of innovative personal banking services to support and retain their employee base. For example, employees can now access group savings plan through RBC (our consultants will build out a competitive plan), preferred rate mortgages through RBC, wealth management, personal banking, etc. This is how we're leveraging the greater umbrella of services from RBC.

If you would like to talk further or learn more, please feel free to reach out to myself (sarah.romanuck@rbc.com) or [Parneet Dehl](#) (VP Relationship Manager, Life Sciences & MedTech) at Parneet.Dehl@rbc.com, who is responsible for the Hamilton region.

Question & Answers

Question: Are there some common characteristics of companies who are best able to leverage and take advantage of the suite of services RBCx provides – what is the profile of the ideal company to work with?

Answer: Fundamentally our platform works for clients whose primary revenue stream is derived from IP. Our strength is not in development shops or accelerator (who are our community partners, who we work closely with). Our full product suite is focused on the companies who are driving revenue from IP. We think about things like cloud services providers, and specialized service providers that are deeply imbedded in supporting technology, as well as venture debt and SRED credits – all of that that points to supporting those companies who have IP at the core of their business.

Question: What do you feel are the primary differentiation points between RBCx and other venture groups and banks offering similar services?

Answer: All the other banks are playing with capital exclusively. To be transparent, many services (e.g., venture debt) are commoditized, which is why I didn't focus on it overly during today's discussion. A lot of people are playing with capital – but what our competitors aren't doing is the pieces around the support of our operational

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specialists. If you think about how companies work with their VC partners, using specialists to overcome commercialization barriers – that’s actually in our group. Our specialization and our deep Marketplace is net new to the Canadian marketplace

Question: Will there be a women in leadership program in the pipeline for RBCx, or one that focuses on other underrepresented groups?

Answer: I’m with you on this 100%. I sit on the Board of Haltech, which has several programs that specialize in supporting women in tech and the underrepresentation there. So, I do a lot of work in that space. For RBCx, our life science strategy thus far has been our two big investments in Lumera and Amplitude as well as the CanHealth Network – which has made us fairly active in the space in general. In terms of female-specific accelerator, I’m not aware of that at this moment. However, our Director of Platform Engagement (Nicole Kelly) is a little closer to this and may be working on this type of support.

Question [for Parneet Dehl]: As the relationship manager for Hamilton – can you speak to the tactical focus for the RBCx team in the next 3-6 months? How best can they connect with you to leverage RBCx?

Answer: Best way is to reach out to me (Parneet.Dehl@rbc.com), we are happy to work with any company in life sciences who is focused on the commercialization of IP. Not a huge barrier to entry to work with us, we bring so much value to the market and have put a lot of effort in standing up our services. Every time I speak to a company, they are worried about the cost or difficulty to apply – but the answer is always the same, we’re still RBC and we’re just bringing a lot more value beyond banking and commoditized credit products. We’re very open to meeting with clients, so would be happy to chat with anyone who wants to learn more about our platform.

Question: One of the big issues that early-stage companies face is finding the partners and funds to file their IP. In your preferred partner list (Marketplace) I noticed a few law firms, but are you looking to build partnership that cover the preparation and filing of IP?

Answer: It is something that we can talk about – and if you have some takeaways, would like to talk to you about it in greater detail. In that partnership list, we are focused on where there is the biggest gap in the market so that we can help 90% of our clients right away. But depending on the size of the gap around IP preparation/filing, we could make the business case to help address it going forward.


Question: Is there a link between angel investment groups with this RBC group? How do you interact and work with these groups?

Answer: We have relationships with a number of angel groups across the country. We are corporate members of Equation Angels which we have enjoyed working with. In my previous life, I was plugged into the Alberta tech ecosystem. We go over to angels to see which companies are at a very early stage. We look to understand what the gaps are that we can support with our networks and partnerships– as it might not be just capital. We focus on investment in funds on the VC side of the business, for a variety of strategic reasons. We look at the angel groups and see them as community players and engagement partners. But we write our checks into VC funds.

Time allotted | 15 Minutes

Topic: **Communicate**

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

| Discussion | Presenter |
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| <p>McMaster start-up seed fund launched (\$200-500k) – first cohort application deadline October 29th</p> <p>We have just launched a McMaster seed fund. We are accepting applications on rolling basis, but to be considered on the first round of applications, please submit your application by October 29th</p> <p>The criteria for this fund is that you are building off an IP asset developed at McMaster University, and has at least one founder or key employee who has a close relationship with McMaster person (staff, student, alumni). Subsequent rounds may have different criteria (e.g., student projects that are not leveraging specific McMaster IP).</p> <p>We have assembled an external investment committee of 10 people thus far, who have a broad range of experience and expertise – so we feel that we can successfully review and consider all applications. Hope to have announcements made in January of the first few investments – which will range in \$200-500,000 range. We hope to grow and be a sustainable fund that will be able to support the Hamilton and McMaster ecosystem going forward.</p> <p>For more information contact Leigh Wilson (wilsle@mcmaster.ca) at the McMaster Industry Liaison Office</p> | <p>Leigh Wilson (MILO, McMaster University)</p> |
| <p>Synapse Life Science Pitch Competition Applications open Oct 7th</p> <p>Apply to join Ontario’s premier life science pitch competition by November 7th. This year the prizes are even bigger, with each participant receive training, mentorship, and a \$5,000 grant, along with the chance to pitch and compete for up to \$50,000 in prizes</p> <p>The Synapse Competition is dedicated to fostering the commercialization of innovation in the life science sector. Since 2013, the competition has been delivered by Innovation Factory, in collaboration with the Synapse Consortium, this competition assists innovators, scientists and researchers to bring their ideas to market, increase revenues, leverage intellectual property attract, investment and create jobs.</p> <p>Questions about the competition? Email Kaitlyn Spivak at kaitlyn.spivak@innovationfactory.ca</p> | <p>Richard Brownsden (Innovation Factory)</p>  |
| <p>MedStack secures \$3.93 million CAD to capitalize on increased demand for healthtech</p> <p>Healthcare security, privacy, and compliance startup MedStack has raised \$3.93 million CAD (\$3.1 million USD) to bolster its offering and support its expansion plans.</p> <p>The all-equity round was led by existing investors Blu Venture Investors (BVI) and Telus Ventures. It saw participation from existing investor Donville Kent Asset Management, and new investors York IE, Argonautic Ventures, Archangel Network of Funds, and MFD Investments. Over half of the funding associated with this round came from new investors.</p> <p>After seeing some success during COVID-19 following the rollout of the second-generation version of its platform, MedStack has secured fresh capital to grow its team and invest in</p> | <p>Simon Woodside (Medstack)</p> |

| Discussion | Presenter |
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| <p>product development, as it looks to take advantage of the COVID-driven growth in demand for digital health solutions.</p> <p>Balaji Gopalan, MedStack’s co-founder and CEO called MedStack’s latest round a “Pre-Series A.” The round follows a \$2.4 million CAD (\$1.8 million USD) seed round the startup closed in early 2019, which BVI later joined, bringing the total to \$2 million USD. Gopalan said MedStack will likely raise a Series A round in a couple of years and he expects the round “ to be significant” in size.</p> <p>Read the full Betakit article here</p> | |
| <p>Hamilton Emerging Life Science Cluster Featured in TheFutureEconomy Spotlight</p> <p>With world-class companies and Canada’s leading research and education cluster in the life sciences, Hamilton has set itself apart from other Canadian cities in one of Canada’s most prominent emerging industries. Listen to one-on-one interviews by Ty Shattuck, Karen Mossman, Sheila Singh and Alex Muggah.</p> <p>Academic institutions like McMaster University, with its world-leading researchers, as well as a state-of-the-art innovation park, have allowed Hamilton’s life sciences workforce to commercialize cutting-edge technologies while accelerating life-saving research within the field. This Spotlight features four interviews with leaders from across the sector to understand why Hamilton is a first choice for foreign investors in life sciences.</p> <p><u>Takeaways</u></p> <ul style="list-style-type: none"> • Hamilton’s small size and high level of connectivity allows the life sciences ecosystem to coordinate and collaborate freely throughout the region, driving innovation. • There is plenty of life sciences talent in Hamilton, due to its high number of life sciences companies and research intensive academic institutions. • Canada’s funding environment has supported innovative scientists in Hamilton to further commercialization of their research. • Access to world-class research hospitals creates the opportunity for life sciences talent in Hamilton to test and evaluate their products. | <p>Alex Muggah (Synapse)</p> |
| <p><u>ToeFx Recent Succes – in +50 clinics and new partnership with PediCare Professional Footcare</u></p> <p>The amazing ToeFX Inc. team has brought ClearToe Therapy to 50+ clinics across Canada! ToeFX is delighted to announce a distribution partnership with PediCare Professional Footcare Instruments Ltd. Since 2006 Pedicare has been one of Canada's premiere suppliers to foot care professionals.</p> | <p>Monika Yazdanian (ToeFx)</p> |
| <p><u>Career + Calling, Networking Expo</u> (Nov 3 & 5)</p> <p>Join us for Career + Calling, a virtual networking expo presented by Redeemer’s Centre for Experiential Learning and Careers (CELC). Students can drop in and meet virtually with your organization. This gives the opportunity to have meaningful one-on-one career conversations with students and to discuss co-ops, internships and work-integrated learning.</p> | <p>Matt Bean (Redeemer College)</p> |

| Discussion | Presenter |
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| <p>Hire McMaster page for Experience Venture</p> <p>There are a few government programs that McMaster can access to help to offset costs (e.g., SWPP – Biotalent) or even provide some student time (up to 80 hours) without any cost to the company (student gets paid up to \$825 for the 80 hours).</p> <p>For more information please see link on the Hire McMaster page for Experience Venture for employers</p> | <p>Gay Yuyitung (McMaster University)</p> |
| <p>Apply to be part of OBIO 2022 Investment Summit (Feb 9-11, 2022)</p> <p>Canadian health science companies are invited to submit an expression of interest (EOI) to pitch to global investors at the 2022 OBIO Investment Summit.</p> <p>Applications will be reviewed on a rolling basis by an expert Selection Committee. Selected Canadian health science companies seeking their next raise and demonstrating high growth potential and readiness for investment will pitch virtually to global investors and strategics.</p> <p>Since 2018, over 100 Canadian health science companies have presented at the OBIO Investment Summit and have collectively raised \$775M in funding to date. The OBIO Investment Summit brings together global investors, scientific experts and Canada's most promising health science companies. Space is limited - apply today!</p> <p>To be considered for the first round of EOI review, please have your application submitted by Friday, October 15, 2021, 11:59 pm EDT.</p> <p>Fore more information contact Mary Argent-Katwala (maryargent-katwala@obio.ca) or Jeff Aramini (jeffaramini@obio.ca)</p> | <p>Jeff Aramini (OBIO)</p> |
| <p>Triumvera is growing, and looking for new staff!</p> <p>Triumvera Immunologicals is a clinical stage cell therapy / immunotherapy company, spun out of McMaster University. We are always on the lookout for new staff with biotechnology background. If you are a student enrolled in a program that could fit biomedical students with GLP or GMP (especially in cell culture). If you know anyone who might be a good fit, please put them in touch with Arnaud Deladeriere (adeladeriere@triumvira.com).</p> <p>In particular, looking for Research Associate, in vivo Pharmacology and Clinical Quality Assurance Director/Assoc. Director</p> | <p>Arnaud Deladeriere (Triumvera)</p> |
| <p>Looking to secure McMaster Biomedical Discovery & Commercialization Interns for Jan 2022?</p> <p>Grad students in the Biomedical Discovery and Commercialization program are also seeking internships starting in January 2022</p> <p>Secure high achieving students with work integrated experiences. Students are rigorously selected with an incoming "A" cohort grade average, extensive independent research and business consultation experience in a health sciences start-up company, and exposed to an innovative curriculum integrating business presentations and case studies</p> <p>Flexible hiring options are available, with both 4 and 8-month internship terms available, with the potential for longer durations. Program support is available every step of the way, from the</p> | <p>Emily Taylor (McMaster)</p> |

| Discussion | Presenter |
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| <p>initial job posting to making offers. Up to \$3000 in tax credits may be available as well as other funding opportunities</p> <p>Should you be interested in bringing on an intern, please contact Emily Tayloror taylor Emily@mcmaster.ca. We can also assist with funding opportunities to bring a student onboard.</p> | |
| <p>St. Joe's app gives patients easier access to info (Canadian Healthcare Technology)</p> <p>St. Joseph's Healthcare, Hamilton is launching the St. Joe's Navigator App, a mobile tool that helps patients access their health services faster and easier, in a more modern and integrated way. "St. Joe's Navigator App provides a gateway to health services that will simplify and transform our patients' and families' healthcare experience by connecting multiple digital applications behind one common front door," said Tara Coxon (pictured), vice president and chief information officer at St. Joseph's Healthcare Hamilton.</p> <p>Ontarians are served by a patchwork of digital tools and online health services, many of which require a unique username and password. This fragmentation creates challenging experiences for patients who must maintain multiple login credentials to access these services, each with different levels of privacy and security standards.</p> <p>St. Joe's, in partnership with Niagara Health, will be launching the St. Joe's Navigator App to streamline all digital health services patients rely on for their care.</p> <p>The app will be powered by the Ontario trusted account log-in, which allows patients to access a number of digital health-related services without having to log in and out each time, while providing them with full control over what information they choose to share and whom they share it with.</p> | <p>Alex Muggah (Synapse)</p> |
| <p>Seneca's Centre for Innovation in Life Sciences (SCILS)</p> <p>Supported by the Natural Sciences and Engineering Research Council of Canada (NSERC), Seneca has developed a new Centre to support product development, enhancement and validation in the life sciences and cosmetic science sectors with access to expertise from the students, faculty and infrastructure at Seneca. There are two areas of focus:</p> <ul style="list-style-type: none"> • Life Sciences Diagnostics: Diagnostics in the life sciences includes metabolomics testing, biochemical diagnostics, immunodiagnostics and molecular diagnostics, used in either clinical or industrial settings. • Novel Cosmetics Formulations: Seneca is home to Canada's only cosmetic science program, which can be leveraged to assist companies through support in applied research. <p>If you have questions or would like to work with SCILS, complete the project request form or reach out to Namarta Barai at (namrata.barai@senecacollege.ca).</p> | <p>Namarta Barai (Seneca College, SCILS)</p> |
| <p>BioTalent Canada's Student Work Placement Program provide up to \$7,500 in wage subsidies</p> <p>The Student Work Placement Program (SWPP) is an initiative to increase the job-readiness of students registered in STEM, healthcare, business, and all other programs at Canadian post-secondary institutions.</p> | <p>Alex Muggah (Synapse)</p> |


| Discussion | Presenter |
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| <p>Investment Readiness: Pitching to Angels (Workshops by HalTech)</p> <p>HalTech is offering Investment Readiness courses that are designed to educate entrepreneurs who are considering external funding to support the growth of their businesses. The first course is foundational and provides an overview of the capital raising process.</p> <p>The second course is a hybrid of both online self-directed learning modules combined with live expert sessions on how to put the online content into action. This course is for those who are preparing to pitch to angel investors and looking to gain insight into the 18 most important questions to answer in order to set up for success.</p> <p>Session 1: October 1st from 9-11AM</p> <ul style="list-style-type: none"> In this introductory session participants will deliver mini pitches. We will also overview the program, DOs and DON'Ts of the proper conduct when engaging with investors, and general Q and A <p>Session 2: October 8th from 9-11AM</p> <ul style="list-style-type: none"> This session will put participants' answers to the fundamental questions regarding their personal motivation and business idea and why should investors care. We will talk about the a-ha moment, unique product/solution and go to market strategy <p>Session 3: October 15th from 9-11AM</p> <ul style="list-style-type: none"> In this session we will focus on technology and innovation of the participants businesses. We will address IP strategy, product roadmap and competition <p>Session 4: October 22nd from 9-11AM</p> <ul style="list-style-type: none"> This session will discuss financial strategy. We will focus on revenue models, forecasting, funding milestones, investment and exit strategy <p>Session 5: November 5th from 9-11AM</p> <ul style="list-style-type: none"> In the final session of the program, participants will be immersed in a mock investment meeting setting, conducting a business pitch to receive constructive criticism from the panel of industry experts <p>After completing the program all participants will have the opportunity for further 1:1 coaching with mentors of their choice.</p> | <p>David Wright (Cassio Capital)</p> |
| <p>MGD-HICE Educational Webinars & DevTank Meetings</p> <p>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.</p> <p>Check out the full suite of programming here</p> | <p>Sarrah Lal (MGD-HICE)</p> |


| Discussion | Presenter |
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| <p>NIHI-McMaster ePrivacy Certificate course profiled in Canadian Healthcare Technology</p> <p>The NIHI – McMaster ePrivacy Certificate of Completion Course will provide you everything you need to know to become leading experts in ePrivacy. The course is broken down into four easy to follow modules that will make you and your organization leaders in the field of ePrivacy.</p> <p>NIHI – McMaster University CE ePrivacy in Health Care Course Live Session Dates: Nov. 10, Dec. 8, 2020, Jan. 12, Feb. 16, March 2021. Registration and more information</p> <p>Certificate of Completion: Upon completion you will be awarded a NIHI – McMaster CE Certificate of Completion in ePrivacy in Health Care. A certificate of completion is a non-academic certificate acknowledging that the recipient has completed a minimum of 30 hours of education/training in the subject area.</p> | <p>Canadian Healthcare Technology</p> |
| <p>New Program for Black Entrepreneurs - Product Feasibility Bootcamp</p> <p>We have another exciting new program at YSpace that I wanted to share with you. This week we opened applications for the new Product Feasibility Bootcamp program by Black Creek Community Health Centre in partnership with Black Creek Community Farm, York U TD Community Engagement Centre and us! This free-of-charge program is designed to help Black Food & Beverage Entrepreneurs go from ideation to full feasibility study, giving them the confidence to proceed with their business idea. Applications close on October 8th.</p> | <p>Keila Wochenmarkt (York University)</p> |

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 |
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| <p>Want to Connect with your Ecosystem: Check out the Synapse Health Ecosystem Directory</p> <p>Synapse has created a Director of +200 private- and public-sector organizations in the Hamilton (and regional) health innovation ecosystem which work alongside the Synapse Consortium to support of the commercialization of health innovation. Learn more about what others are up to, and identify potential collaborative partners at: www.synapseconsortium.com/directory</p> | <p>Alex Muggah (Synapse)</p>  |
| <p><u>Engaging Mohawk College's IDEAWORKS</u></p> <p>IDEAWORKS projects in general (of which, MEDIC is one area) which was provided and may 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:</p> <p>Tips for Innovation Factory Referrals to IDEAWORKS</p> <ul style="list-style-type: none"> • 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 areas of expertise 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. <p>What about start-ups?</p> <ul style="list-style-type: none"> • 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. <p>Contact Andrea Johnson for more information: andrea.johnson4@mohawkcollege.ca</p> | <p>Andrea Johnson (Mohawk College)</p> |
| <p>The CONNECTION - McMaster University Online Partnerships Portal!</p> <p>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 in 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</p> | <p>Gay Yuyitung (MILO)</p> |

| Discussion | Presenter |
|---|--|
| <p>Collaborating with McMaster Institute for Infectious Disease Research (New Intake Form)</p> <p>In addition to our ongoing COVID-19 research initiatives at McMaster, the Michael G. DeGroot Institute for Infectious Disease Research is mobilizing its strong research 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:</p> <ul style="list-style-type: none"> • 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. <p>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.</p> <p>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 reach out to us through the online form. Each project will be evaluated to determine if McMaster has the capabilities and capacity to perform the required testing.</p> | <p>Gay Yuyitung (MILO)</p> |
| <p>Hamilton-based technologies available for licensing</p> <p>Each year researchers at McMaster, Hamilton Health Sciences, and St. Joseph’s Healthcare Hamilton make new discoveries that lead to new products, services, or process improvements to help companies expand their pipeline or increase their productivity. The business development team at MILO is here to help you tap into and access these discoveries as efficiently as possible. MILO’s objective is to support effective transfer of these technologies to companies for social and economic benefit and enable the continued growth of research excellence at the institutions.</p> <p>Please contact Glen Crossley, Associate Director, Business Development and IP or search the list to see some of the technologies currently available for licensing or further R&D</p> | <p>Glen Crossley (MILO)</p> |
| <p>Hamilton Innovation Partnership Portal</p> <p>Synapse has created the Hamilton Innovation Partnership Portal (HIPP) to make the process simpler and more streamlined to find new partners within Canada’s leading health research and educational ecosystem. 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: http://synapseconsortium.com/partner/</p> | <p>Michael Jones (Synapse)</p>  |
| <p>Submit Community Events on the Innovation Factory Calendar</p> <p>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.</p> | <p>Annie Horton (Innovation Factory)</p> |

| Discussion | Presenter |
|---|--|
| <p><u>Government Call for Innovative Solutions</u></p> <ul style="list-style-type: none"> • Call for Suppliers (Federal): In support of the Government of Canada’s whole-of-government response to Coronavirus disease (COVID-19), they are asking suppliers about their ability to provide a variety of products and services. • Call for Suppliers (Ontario): request for information from companies able to supply emergency products to help fight Coronavirus • Federal Government Call to Action for Canadian Manufacturers 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 Innovative Solutions 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. • DISRUPT COVID-19, 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. • 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 full bulletin, review the project guide, and share your capabilities in the form below. • Ontario Website for PPE Suppliers to Post Products for Sale: Review a list of companies that sell personal protective equipment (PPE) and other supplies to keep your employees and customers safe from COVID-19. Apply to be added to the workplace PPE supplier directory <p>The Digital Technology Supercluster 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.</p> | <p>Innovation Factory & Synapse Consortium</p> |

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 [Alex Muggah](#), 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: [COVID-19 Updates](#)
- St. Joseph's Healthcare: [Research Institute](#) and [Hospital](#) Update
- McMaster Institute for Infectious Disease Research: [News and Updates](#)
- McMaster University: [COVID-19 Update](#)
- Mohawk College: [COVID-19 Update](#)

Hamilton Community Partners

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

Government and Agencies

- Health Canada: [COVID-19 Information and Resources](#)
- OCE: [Collaboration Platform](#)
- Government of Ontario: [COVID-19 Information for Ontarians](#)
- Government of Canada: [Business Support](#)

For Companies Making COVID-19 Related Medical Products

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