



Hamilton Health Innovation Check-up: Meeting Minutes

February 2023

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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: February 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](#)

March

- Mar 13: [Industry Builder Series: featuring Dr. Jeremy Duffield](#) (adMare Bioinnovations)
-  Mar 22: [10th Annual Synapse Life Sciences Pitch Competition](#) (Innovation Factory)
- Mar 23: [Annual General Meeting](#) (Life Sciences Ontario)
-  Mar 27: [Hamilton Health Check-up](#) (Synapse Consortium)
- Mar 29: [2023 Outstanding Business Achievement Awards](#) (Hamilton Chamber of Commerce)
- Mar 29: [Forging ahead: leveraging tech to revolutionize health care in Canada](#) (Communitech)

April & Beyond

- Apr 13: [Monthly FemTech Roundtable](#) (Femtech Canada)
- Apr 17-21: [HIMSS Global Health Conference & Exhibition](#) (HIMSS)
- Apr 21: [Waterloo Innovation Summit](#) (University of Waterloo + MaRS)
- Apr 17-18: First Annual ACT Canada Consortium Meeting (Accelerating Clinical Trials Consortium)
- Apr 22: [Turn the Beat Around – HHSF Gala](#) (Hamilton Health Sciences Foundation)
- Apr 25-26: [Healthcare Investor Conference 2023](#) (BloomBurton)
-  Apr 24: [Hamilton Health Check-up](#) (Synapse Consortium)
- May 28-30: [e-Health Conference & Tradeshow 2023](#) (Digital Health Canada, Canada Health Infoway)
- Jun 1: [Invetures](#) (Technology Alberta)
- Jun 13-15: [Canada SynBio Conference](#) (Ontario Genomics)
- Oct 9-11: [Medtech Conference](#) (AdvaMed)

Looking to engage the Hamilton Health Ecosystem?



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

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
<p>Guest Speaker(s):</p> <ul style="list-style-type: none">• Suvojit Ghosh, Founder & CEO FYELABS• Dave Whelan, President and CEO Bioscience LA <p>[presentation slides available from Andy upon request]</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>Introducing Speakers</u></p> <p>Suvojit Ghosh is a successful entrepreneur who emerged from the Hamilton ecosystem. He runs a company called FYELBAS that focuses on product development for startups and small and medium-sized enterprises. Suvojit grew FYELABS from a small nodule, with an office out of McMaster Innovation Park, to an organization with almost 40 employees. He has since headed down south and established a presence in LA, where he connected with David Whelan.</p> <p>David Whelan is the CEO of BioscienceLA, an organization that helps build the life sciences ecosystem in LA, provides connectivity, and facilitates relationships for science companies interested in entering the LA region.</p> <p><i>For additional information on FYELABS, please watch the following YouTube Video: Discover FYELABS in 90 seconds</i></p> <p><u>The Genesis Story of FYELABS (Suvojit Ghosh)</u></p> <p>FYELABS spun out of McMaster University’s Faculty of Engineering almost two years ago. It is my third startup, and during my first startup, I had a lot of trouble developing products in the early days.</p> <p>When it comes to a complex product, not just a mobile app or a single piece of mechanical hardware, you need a multidisciplinary team with five or six different skill sets. However, it is almost impossible to afford a team like that as a startup founder. So, most founders hire freelancers or contractors who are great at what they do but do not work well together. I have always had trouble managing multiple contractors on a single project. Also, when running a startup, you work with a finite amount of money and time. Since most outsourced contractors like to do billable hours, I ended up spending more money than necessary and spending all my money before fully developing my products.</p> <p>When exiting my last company, I thought, why not build a company that can solve this early-stage product development problem for startups? That is what FYELABS is. Our idea is to help develop products in a manner where deliverables are guaranteed against a fixed price and timeline, and startup founders receive long-term support packages. At FYELABS, we have served over 100 companies and have grown from a team of three to 38 people.</p> <p>So one of the reasons I am sitting in L.A. next to David is that about a year and a half ago, right after we split up from McMaster, I started looking at ways to hack into the U.S. market. Although 70% of our business is Canadian,</p>

Guest Speaker Discussion

we wanted U.S. customers. So I looked into spaces that would be a soft landing in the U.S., and through several introductions, I met David Whelan at Bioscience LA.

BioscienceLA: Gateway to California (Dave Whelan)

BioscienceLA is an independent non-profit. We are not a trade association or a membership organization. We call ourselves ecosystem catalysts, and the County of Los Angeles provided us with funding to support science companies in the area. With a population of about 10 million, the County of Los Angeles is huge, and the L.A. metro consists of five counties with 18 million people, half of the population of California.

In addition to funding from L.A. County, BioscienceLA receives support from amazing groups such as Amgen, Cedar Sinai, and local philanthropists. We are a non-profit organization designed to grow the life sciences economy and grow life sciences innovation across the region. We also try to connect L.A. to the rest of the U.S. and the rest of the world through internship programs and leadership development programs, venture capitalist collaborations and building out office hour guidance here at our organizational space. Our offices were formally the L.A. County courthouse, converted into a 20,000-square-foot innovation hub about 15 months ago.

Today is the first day of our third annual #LAMedTechWeek, a week of events at our offices, UCLA, and across the region, connecting members of the medical devices, medical technology, and digital health industries. In the fall, we host a similar event called #LABioTechWeek.

Making Los Angeles California Home for your Medtech Startup (Suvojit Ghosh & Dave Whelan)

Our company works best with complex technologies with an interplay of hardware and software algorithms. L.A. has a good concentration of complex medical devices and digital health products, one of our focus areas. I also picked L.A. because it is such a welcoming ecosystem. Within 10 minutes of first meeting David, we had a place to set up shop. If you are looking for an ecosystem conducive to supporting medical device and digital healthcare companies in their efforts to find customer bases, pilot opportunities, and investment opportunities, the Southern California ecosystem is probably the strongest in the country.

Lastly, I love working in L.A., especially at BioscienceLA's location, because everything is within a 10-minute drive from the office.

What is interesting about L.A. is that we are not trying to be a biotech hub like Boston or San Diego. L.A. has diverse industries like biotechnology, medical technology, digital health, and consumer health and wellness. The other piece that supports this welcoming aspect is that L.A. is an incredibly diverse region from a population standpoint. When talking to companies interested in doing clinical trials, I tell them to come here. You can practically do clinical trials that reflect the entire global population without leaving Los Angeles County because L.A. is so diverse.

Additionally, in the last year, we had approximately ten delegations from the Netherlands to the UK to Germany to Malta come to BioscienceLA for meetings. We have about 15 companies that are residents here and work with four or five international companies like FYELABS. As another example, we have a Swiss consulting firm operating out of here. So there is a very international component in the work done in L.A.

Guest Speaker Discussion

Questions & Answers

Question: BioscienceLA works with some large health systems in the L.A. area. What recommendations would you give a start-up company in Canada interested in running a pilot in Southern California or elsewhere in the United States?

Answer: [David Whelan] Given L.A. County's size, diversity, and connections, I think it is a great place to start. At BioscienceLA, we are always happy to make introductions. There are a couple of interesting programs in L.A. that recommend start-up companies look into. Cedar Sinai has an accelerator program where for a couple of months, companies have the chance to speak to different departments at Cedar Sinai and potentially start a pilot project to get their technologies into the hospital. We also have world-class institutions in L.A. County, like UCLA, USC, and Caltech. USC and UCLA both have significant hospitals attached to them as well. There are a lot of opportunities to collaborate in L.A. County.

Question: Can you speak on some general characteristics of companies that successfully enter the U.S.? What are some of the things that make a company more likely to succeed when entering?

Answer: [Suvojit Ghosh] Canada and the U.S. are very intertwined. So I never saw the U.S. as a completely different market. However, I think that successful companies always first ask the question, "why do we want to enter the U.S.?" Once the answer makes sense, landing in the U.S. is easy. Or at least landing in Southern California is easy because it operates similarly to Southern Ontario.

Answer: [David Whelan] There's a lot of interchangeability between the U.S. and Canada. I think the U.S. is a place where it is relatively easy to show up and start doing something, especially in L.A. It is such an accessible city because of our airports and even our ports in terms of goods coming in and out of L.A. from places like Asia and across the world. L.A. is a nexus of activity. I worked closely with a group called L.A. County Economic Development Corporation, which has incredible international connections. They, BioscienceLA, and the consulate are always happy to help find ways for companies or entrepreneurs to have a soft landing here.

Questions: Do you have a piece of advice for science company founders, especially those entering disruptive space looking to bring a new product idea to life?

Answer: [David Whelan] I see a lot of technology entrepreneurs coming from the pure tech space, trying to disrupt something in healthcare. While I recognize that we need that disruption, it is really important that these companies dig into understanding the market, the buyers, the decision-makers, and other key stakeholders. It is important to know who you are dealing with, especially in the U.S., because there are multiple players. For example, you should know information about private payers like Medicare, Medicaid, etc.

Answer: [Suvojit Ghosh] Product development is very different from engineering. Companies and entrepreneurs often do not understand the difference. Engineering is when you are building to specifications. Product development is when you are building to solve a problem. So as a product development firm, it is impossible for us to do a good job unless we understand the problem. My advice to entrepreneurs is you have to really understand who your customer is and what your value proposition is. In other words, do customers have a problem they will pay you to fix? If not, then your business does not exist.

Guest Speaker Discussion


Question: When you look at all the different products you have seen over the years, what is the percentage of products coming out of the wellness and prevention space versus products coming out of the disease management space?

Answer: [Suvojit Ghosh] We have worked with companies developing both kinds of products. I think it is easier to bring a product into the wellness space because FDA approval is not a requirement under most circumstances; therefore, you may see many wellness products. But at the same time, the cost of customer acquisition and the cost of market penetration is substantially higher because you're competing in a noisier environment. On the other hand, innovations directed toward surgical automation practically have no competitors. However, the lack of competitors does not mean they can enter the market faster, there are other barriers.

Answer: [David Whelan] There is certainly innovation happening in both of those areas and some interplay. Headspace, the meditation app, is a company that strictly sold a consumer product for the first several years. Then, a couple of years ago, they created an entire clinical division focusing on partnerships with pharmaceutical companies for clinical trials. They are building out this set of clinical data, which they got from consumers, and are able to monetize that data. From a clinical standpoint, I think this is exciting. I also imagine it is appealing to investors when you can take a bunch of consumer data and then turn it into something to support clinical work.

Time allotted | 15 Minutes

Topic: **Communicate**

Discussion	Presenter
<p>Get Tickets Now to Celebrate the 10th Annual Synapse Pitch Competition</p> <p>The Synapse Life Science Competition is Ontario's premier life science pitch competition, dedicated to fostering the commercialization of innovation in the life science sector. The event is in-person on March 22, 2023 between 4-8pm. Discover emerging life science innovations, network with industry leaders, and support Hamilton's growing ecosystem.</p> <p>Why you should attend:</p> <ul style="list-style-type: none"> • Show your support for innovators and their game-changing solutions • Meet leaders from globally-acclaimed businesses & institutions • Learn more about latest developments in Hamilton's life science cluster 	<p>Kaitlyn Spivak (Innovation Factory)</p> 
<p>AtomVie Global Radiopharma to build 64,000 sqft facility expanding its radiopharmaceutical footprint in Hamilton</p> <p>AtomVie Global Radiopharma, a global leader in the manufacturing and distribution of finished-dose therapeutic radiopharmaceuticals is currently constructing a purpose-built facility for commercial production in Hamilton. AtomVie is a spinout from the CPDC (Centre for Probe Development and Commercialization, a McMaster Centre of Excellence) located at McMaster University and is now scaling to meet growing demand for the production of radiotherapeutics and medical isotopes.</p> <p>The new 64,000 sq. ft. state-of-art-facility will be finished by 2024 with 10 times more production capacity than AtomVie's current facility including commercial production. The space will support AtomVie's activities as a Contract Development and Manufacturing Organization (CDMO) and include laboratories, material storage, a decay room, packaging, and shipping area. Currently, over 10 international pharmaceutical companies are entrusting AtomVie for the clinical supply of their radiopharmaceuticals.</p> <p>Bruno Paquin, CEO of AtomVie. "The new facility and its strategic location in Hamilton, Ontario, will firm our position as a global leader in the GMP manufacturing and global distribution of radiotherapeutics for both clinical development and the commercial market, and with the outstanding contribution from our staff, to better improve patients' lives all around the world".</p> <p>The city is proud to support this made-in-Hamilton CDMO which will further anchor the nuclear medicine subsector and foster job growth.</p> <p>"Hamilton's world-class reputation in the life sciences sector continues to grow thanks to innovative companies like AtomVie," says Hamilton Mayor Andrea Horwath. "This home-grown success is proving that Hamilton is the solution to meeting increasing global radiopharma demands. Congratulations to AtomVie for their new facility, and thank you for championing our city and demonstrating how Hamilton is a national leader in research and commercialization."</p> <p>Read the full article here</p>	<p>Bruno Paquin (AtomVie)</p>

Discussion	Presenter
<p>Hamilton Mayor at McMaster Innovation Park</p> <p>Hamilton Mayor Andrea Horwath came to visit McMaster Innovation Park for a tour of the facilities which included the neighboring Canmet, Innovation Factory, Fusion Pharmaceuticals, and the OmniaBio buildout. The Mayor met with senior team members at MIP who walked her through the 3.5 million sq ft expansion plan that is under development.</p>	<p>Ty Shattuck (MIP)</p>
<p>McMaster researcher wins award for developing inhalable COVID vaccine (Hamilton Spectator)</p> <p>Dr. Zhou Xing, a McMaster researcher co-leading the development of inhaled COVID vaccine candidates has been given the highest award granted by the Canadian Society for Immunology, the Hardy Cinader Award, which is chosen annually for distinguished scientific leadership and accomplishments in the field of immunology.</p> <p>The vaccine research recently received more than \$8 million in funding from the Canadian Institutes of Health Research to support the next phase of human trials that will assess its safety and efficacy.</p> <p>“We’re still enduring this pandemic,” Xing said in a McMaster University post on Feb. 3. “We have emerging variants and breakthrough infections — there is a real need for next-generation vaccine strategies against COVID-19.”</p>	<p>Alex Muggah (Synapse)</p>
<p>Able Innovations strikes deal with Ottawa hospital for robotic patient transfer tech (Betakit)</p> <p>Robotic medical device startup Able Innovations has secured a procurement deal with an Ottawa hospital. Bruyère, a geriatric and rehab hospital, will use Able Innovations’ devices to help with the complicated issues of transferring patients in beds.</p> <p>Founded in 2018 by CEO Jayiesh Singh and CTO Philip Chang, Able Innovations’ device automates the patient transfer process, enabling a single caregiver to move an immobile patient between surfaces like a bed or stretcher.</p> <p>The Toronto-based startup has raised around \$7.5 million CAD to date, and earlier this year received funding from the Government of Canada to help it acquire advanced manufacturing equipment to bring its patient transfer platform to market.</p> <p>Read Betakit article and CanHealth Technology article</p>	<p>Jayiesh Singh (Able Innovation)</p>
<p>McMaster launching Master of Biomedical Innovation (MBI) program in Sept 2023</p> <p>McMaster is launching a new Master of Biomedical Innovation (MBI) program in September, the first graduate health-care entrepreneurship program in Canada. The MBI program marks a significant advancement, positioning McMaster to advance the culture of innovation and entrepreneurship in the health care sector.</p> <p>The MBI is a one-year program, divided into three phases, and will guide learners through the biomedical innovation and entrepreneurship process.</p>	<p>Alex Muggah (Synapse)</p>
<p>Canadian Venture Capital-Funded Biotech Companies to Watch in 2023</p> <p>Back Bay Life Sciences Advisors just released this white paper on Canadian VC’s to watch in 2023, which will be of interest to those looking for seed, pre-seed, Series A,B,C funding. Been well received by players within life sciences</p>	<p>Andy Donovan (LSO)</p>

Discussion	Presenter
<p>OBIO Women in Health Initiative (WiHI) (March 6-10)</p> <p>As more women are graduating with life science degrees, they are still underrepresented among venture capital funding recipients for start-ups. In an effort to bridge that gap, OBIO is excited to partner with the Boston-based Institute for Biomedical Entrepreneurship (IBE) to deliver a certificate program customized for women working in start-ups. This program is a great way to train women who are looking to build and pave the way for technology commercialization, so they can sharpen their skills and move their ideas from concept to marketplace.</p> <p>This five-day Certificate Program will run on March 6-10, 2023, at the Marriott Eaton Centre (525 Bay Street, Toronto) from 8:30 am to 5pm daily.</p> <p>The program includes classroom and experiential project work, a personal behaviour analysis with a one-one-feedback session, and daily sessions with instructors and advisors to refine the participants' ideas/company milestones and develop their pitching skills. The final day of the program is dedicated to participants presenting their pitch decks to our VC panel for feedback.</p>	<p>Mary Argent-Katwala (OBIO)</p>
<p>Closing the Regional Wet Lab Gap: Workshop Insights and Call to Action</p> <p>This report builds from earlier work by Toronto Global, including the white paper At the Tipping Point: the Lack of Wet Lab Space in the Toronto Region, which described the challenge that the lack of wet lab space in the Toronto Region poses to the development of the biotechnology industry. It proposes a three-part Call to Action:</p> <ol style="list-style-type: none"> 1. Streamline wet lab development in the Toronto Region 2. Develop a proactive, coordinated approach to support investment 3. Build a business case and develop an advocacy plan for strategic government support <p>As the lack of wet labs is a wide spread issue, we hope that this document will provide a path forward for the many life science research ecosystems across Ontario and Canada who would benefit from such insights.</p> <p>If you have any further questions about this project, the proposed coalition, or the <i>Call to Action</i>, please get in touch by emailing wetlab-solutions@torontoglobal.ca</p>	<p>Stephen Lund (Toronto Global)</p>
<p>Participate in Ontario trade mission – to take part in BIO Conference</p> <p>This is to advise you that Ontario will be organizing a trade mission to participate in the BIO business partnering. If you are interested, please let me know. I am not asking for a commitment at this time, simply an indication of your interest. Registration information will be available toward the end of March. For more information about BIO, visit www.bio.org. The participation fee will be in the range of C\$825.00</p> <p>For more information, or to join the trade mission, please contact Patricia Cosgrove at: patricia.cosgrove@ontario.ca</p>	<p>Patricia Cosgrove (MEDJCT – Health Industries)</p>
<p>How government can help small private companies transform healthcare in Canada (Canadian Healthcare Technology)</p> <p>The Canadian healthcare system is in crisis. Digital health technologies can be part of the solution. There are thousands of small private businesses in Canada seeking to innovate digital</p>	<p>Doug Ward (Mohawk College)</p>


Discussion	Presenter
<p>health technologies that will make a difference. To succeed, they need access to patient data, for development, for testing, and for implementation.</p> <p>Written by Doug Ward, of Mohawk College, this White Paper looks at what governments can do to help.</p> <p>Read the full white paper here</p>	
<p>BioTalent Canada is happy to announce that 2023-2024 SWPP funding is now available and accepting applications.</p> <p>Employers can submit their applications through BioTalent Canada’s online application system – which has been significantly improved thanks to the valuable feedback we’ve received from you since launching in 2022. Additional enhancements (and more) have been implemented to streamline the process from application to claims submission when 2023-24 applications open.</p>	<p>Alex Muggah (Synapse)</p>
<p>Calling all hardware and semiconductor-focused startups! ventureLAB is launching the next cohort for applications to the Hardware Catalyst Initiative</p> <p>It is Canada’s first hardware and semiconductor-focused incubator to scale technologies like Medical Hardware, IoT, wearable computing, 5G, and other transformative technologies.</p> <p>ventureLAB is committed to help startups build-to-scale in Canada using a zero-equity-stake model at no cost to program participants. The Hardware Catalyst Initiative is a competitive program with a limited number of participants selected. Participants are encouraged to apply early.</p>	<p>Alex Muggah (Synapse)</p>
<p>Government of Canada to launch a \$250M initiative to train skilled workers through the Upskilling for Industry Initiative</p> <p>Program aims to support firms that fit this bill in sectors like digital technology, cybersecurity, AgTech, advanced manufacturing, cleantech, and biomanufacturing.</p> <p>The Upskilling for Industry Initiative was first announced by the Government of Canada in Budget 2021 with \$250 million CAD in funding over three years. The program will be delivered in partnership with Toronto-based nonprofit Palette Skills.</p> <p>The program comes at a time when, as Palette Skills chair Janet Yale noted, “Canada’s labour market is facing significant challenges.” Despite a looming recession and all of the recent tech layoffs, many Canadian companies today, in both tech and a wide variety of other industries are still struggling to find skilled workers amid a record-tight labour market.</p>	<p>Alex Muggah (Synapse)</p>
<p>Join Ontario Mission to HIMSS 2023</p> <p>Ontario has reserved Booth 4041, located in the South Hall. For more information about HIMSS, please visit: www.himss.org. While the deadline for registration is February 24th, may I suggest that if you wish to join the exhibit, please register as soon as you are able. Don’t wait until the deadline. I expect space will go quickly as there are only ten spots available. Ontario has not exhibited at HIMSS since 2019 and I am anticipating a lot of demand. I apologize for the short time line. We received approval to proceed with HIMSS on February 14th and all registration materials needed to be translated. Please get in touch with me if you have any questions.</p>	<p>Patricia Cosgrove (MEDJCT)</p>


Discussion	Presenter
For more information, or to join the trade mission, please contact Patricia Cosgrove at: patricia.cosgrove@ontario.ca	
<p>HealthTech Investors Pitch Competition (application deadline April 1)</p> <p>Excited to announce HTI pitch competition. All finalists get a full due diligence report, and winner gets a minimum \$100k investment. In partnership with HaloHealth, the HTI pitch competition on May 11.</p> <p>Judges include: Amit Mehta (BuildersVC), Sharon Huang (Tau Ventures), Bhrat Srinivasa (AmplitudeVC), and Xue Hua (PropelBio Partners)</p> <p>If you're an early stage healthcare startup raising, check it out.</p>	Richard Dunda (CITM)

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
<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>Alex Muggah (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 be a fit, please submit it and we will review it within five business days.</p>	<p>Annie Horton (Innovation Factory)</p>