



Medical Device
Commercialisation
Training Program
2018 Graduates



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A message from the Minister

I congratulate the 2018 graduates of the NSW Medical Device Commercialisation Training Program on their dedication and perseverance toward improving the way we treat and care for patients.

The NSW Government is committed to supporting the best and brightest minds to pursue cutting edge, world-class health and medical research.

The Program offers a unique career development opportunity that focuses on medical device development and commercialisation.

It is contributing to the discovery and application of new treatments and diagnostic techniques to improve patient outcomes.

Graduates of the Program have built businesses, engaged industry partners and raised more than \$20 million in grants and private investment, creating job opportunities in Australia and abroad.

The commercialisation of innovative medical devices and technologies offers extraordinary opportunities to improve patient and health system outcomes.

Individuals, companies, public and private hospitals, medical research institutes, universities, medical devices industry, and other public sector research organisations are being supported to progress their proof of concept toward clinical trials.

The NSW Government is proud that its strategic investment in health and medical research is providing significant benefits for NSW and maximising opportunities for innovation.

Hon Brad Hazzard MP
Minister for Health
Minister for Medical Research



A message from Cicada Innovations

The NSW Medical Device Commercialisation Training Program has proven its strategic value to the development of medical technology commercialisation capability within NSW over the past four years. In this short time graduates have launched new businesses, secured investment, developed and launched devices into the market, created skilled jobs and advanced their skills as professional innovators. For these reasons, we at Cicada Innovations are extremely excited to graduate the 2018 cohort of the Program.

NSW generates more than 50 per cent of Australia's medical technology intellectual property, yet much of it is under-exploited. The Medical Device Commercialisation Training

Program capitalises on this medical technology research excellence in the State by developing entrepreneurial skills in clinicians and medical device researchers in order to achieve health impact. The Program is a strategic asset critical to the development of commercialisation capability within NSW.

During the Program, clinicians and researchers are exposed to commercialisation skills and practices that are often neglected in academic or clinical environments. Over 12 weeks, participants self-identify whether they are an entrepreneurial academic or an entrepreneur, explore the value proposition for their own unique technologies, and engage face-to-face with stakeholders across the commercialisation continuum from patients and clinical specialists to payers and regulators, often

leading to profound insights that change their business model.

Upon completion, graduates of the Medical Device Commercialisation Training Program have a clear understanding of the market dynamics, market opportunity, capital requirements, regulatory and commercialisation pathways required to build a business and launch new products and services.

Through the Medical Device Commercialisation Training Program, NSW is developing a pool of extremely talented researchers, technologists and clinicians who are able to translate complicated science and engineering into clear value propositions that solve real world health problems. The ability to communicate effectively with customers, funders and industry partners is critical to the success of technology commercialisation.

We thank the Hon. Brad Hazzard, Minister for Health and Minister for Medical Research and the NSW Office for Health and Medical Research for their continued commitment to innovation and capability development in the State. NSW is definitely on the right path to create the next generation of entrepreneurs, innovators and future heroes of medtech.

Mr Ben Wright
Chief Innovation Officer
Cicada Innovations

About the NSW Medical Device Commercialisation Training Program

The Medical Device Commercialisation Training Program is an intensive three-month medical commercialisation training program for clinicians and medical device postdoctoral researchers. The Program is delivered by world leading technology incubator Cicada Innovations on behalf of NSW Health. The purpose of the Program is to increase the commercialisation capability of medical device researchers in order to create health impact and develop new career opportunities in Australia.

During this intensive Program, candidates are exposed to entrepreneurship and develop the necessary skills to commercialise their technologies including customer discovery, medical device design and commercial value. The course is based on extended Lean LaunchPad® methodologies, going beyond the “search” for the right business model to include structural elements of medical device commercialisation including intellectual property management, regulatory affairs and strategies to raise capital.

The Medical Device Commercialisation Training Program was first launched in 2014 to build medical device commercialisation capabilities in NSW. Graduates of the Program have started companies, raised capital from investors, engaged industry partners, received over \$24 million in development grants to-date and created new career opportunities in Australia, United States and Europe.

**50
graduates**



**Started 11
companies**



**Collectively
raised
\$24M**



Program presenters and mentors

Jean Nicolas Boudaud
Brandwood Biomedical

Adrian Bunter
Sydney Angels

Jason Carley
Simon Kucher & Partners

Michelle Chee
Cicada Innovations

Jane Cockburn
Kairos now

Gabriel Douville
Cicada Innovations

Lisa Emerson
Saluda Medical

Dr Ali Fathi
Trimph

Dr Ilana Feain
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Act One

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Resmed

Dr Melissa Mail
The University of Sydney -
Commercial Development and
Industry Partnerships

Maureen Murphy
AusIndustry - Innovation
Programmes

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Medical Research

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companies, Board Member
& Angel Investor

Dr Sean Pollock
Opus Medical

Gavin Recchia
Davies Collison Cave

Dr Eugene Salole
Value-Based Access

Alistair Smith
Davies Collison Cave

Chris Smith
Brandon Capital

Peter Spencer
Cicada Innovations

Willem Mees Van Der Bijl
ide Group

Ben Wright
Cicada Innovations

Where are they now?

Dr Sheridan Gho and Dr Michael Weaver NSW-QB3 Rosenman Institute Scholarship inaugural winners

The Rosenman Institute is an organisation set up under QB3 California Institute for Quantitative Biosciences (a collaboration between the University of California Institutes of Science and Innovation in Berkeley, Southern California and San Francisco). It was launched in January 2014 with 20 innovative surgeons and medical devices experts registered as mentors. In partnership with UCSF, the Rosenman Institute brings together a community of inventors, clinicians, and technology entrepreneurs to create innovative solutions for unmet clinical needs.

The aim of the Institute is to increase the rate of success for projects translating from research

and development to clinical application. The Institute focuses on supporting the development of technologies from concept to commercialisation and improving patient care.

The *NSW-QB3 Rosenman Institute Scholarship* provides a team of two with stipends and space within the QB3 incubator. Scholars are matched with mentors to provide support throughout the development, testing and commercialisation phases of the medical device. The Scholars learn about intellectual property assessments, regulatory issues and the fastest paths for getting a prototype operational, maximising opportunities to commercialise their devices.

The inaugural recipients of the NSW-QB3 Rosenman Institute Scholarships were Dr Sheridan Gho



NSW Health Rosenman Institute Scholars Dr Sheridan Gho and Dr Michael Weaver at work in their QB3 Startup Garage office, preparing electronic circuitry for the Cenofex Innovations device prototype, 2017; NSW Health Rosenman Institute Scholars Dr Sheridan Gho (far left) and Dr Michael Weaver (far right) with some of the QB3 and Rosenman Institute team, June 2016. Back row, left to right, Kaspar Mossman, Noore Kadri and Reg Kelly. Front row: Sheridan Gho, Herminio Neto, Christine Winoto, Crystal Nyitray and Michael Weaver.

and Dr Michael Weaver from the University of Wollongong.

During their time in San Francisco, Michael and Sheridan worked closely with the University's academic clinicians to refine the device design inputs, and re-invented their device technology to better satisfy these inputs. They incorporated their company and secured their intellectual property position by filing a provisional patent through the QB3 Start-up in a Box program. Using the QB3 facilities, they refined their device prototype, designed and built verification tools for their innovative technology, and conducted initial testing in a laboratory environment.

Through the extensive QB3 network, Sheridan and Michael developed key collaborations spanning technology, clinical, patient, and business sectors. The

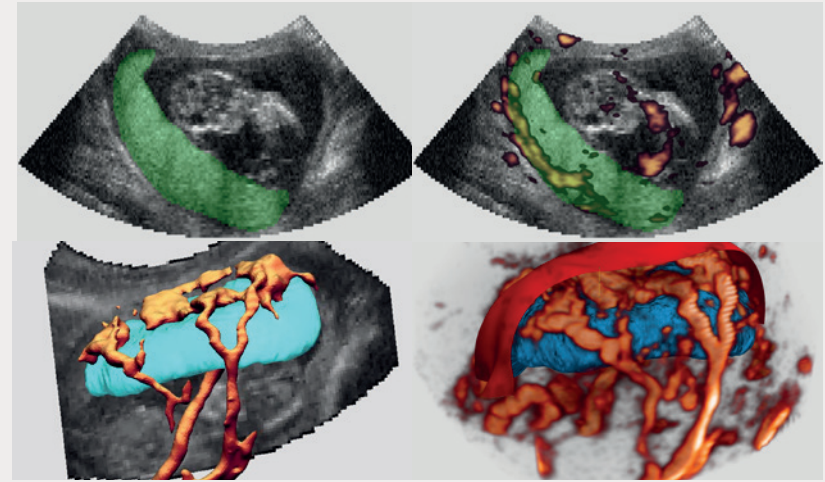
scholars also worked closely with the Startup Legal Garage from UC Hastings to complete a Freedom to Operate search. Michael and Sheridan were fortunate to work with a Masters of Engineering student from UC Berkeley, who assisted in the development of validation testing equipment, and a Masters of Business Administration student from UC Berkeley, who developed initial pitch presentations, financial forecasts, and competitor analysis.

In 2018, Michael and Sheridan returned to Australia. Cenofex Innovations continues to pursue the development and commercialisation of their medical device in NSW.



Dr Gordon Stevenson

University of New South Wales



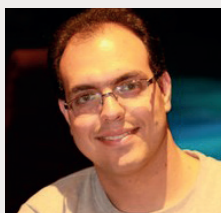
3D Fractional Moving Blood Volume



3D Fractional Moving Blood Volume is a non-invasive measurement of perfusion using ultrasound. This technology combines medical image analysis and power Doppler ultrasound, to enable a sonographer or doctor to evaluate the amount of blood flow (perfusion) in a particular organ, tissue or tumour. This technique provides a marker of organ function and can detect change over time. The technology uses machine learning and image analysis to automatically and in real-time generate a value of blood flow in a given area that compensates for differences in machine settings, depth and attenuation.

Having understood the challenges of commercialisation of this device, I intend to continue its development to provide strong clinical evidence of its efficacy. In parallel with this, I intend to work with partners at public clinics and eHealth NSW to understand potential cross-over in image collection and analysis at a State level.

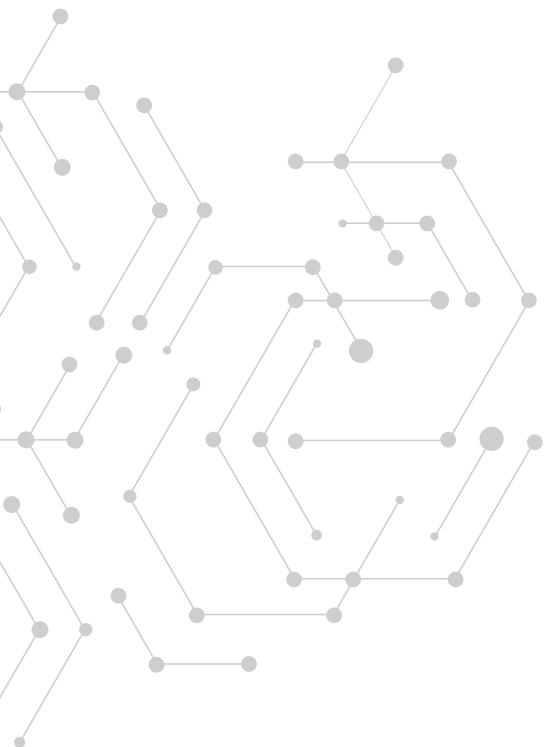
“I’ve learned research and development are just the first step. Understanding the needs of customers rather than focusing on novelty of new devices is crucial to successful medical device commercialisation. In short, no-one cares how fancy the technology is, it must have value! The skills to perform this are radically different to what I’ve encountered before and require graft, thought and energy”.



Dr Iman Manavitehrani

Heart Centre for Children
at Westmead Hospital

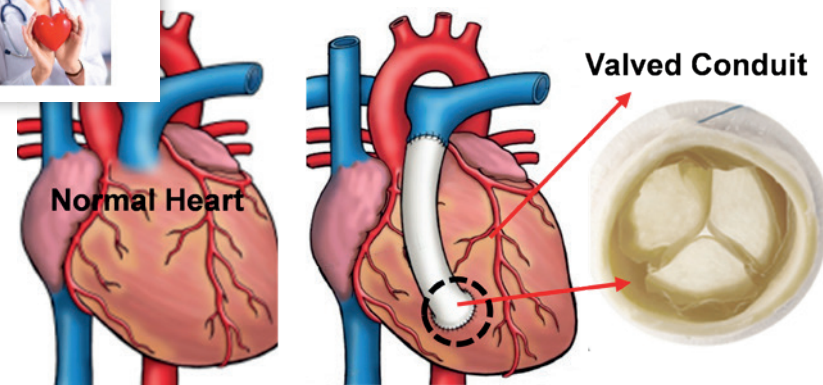
TrueHeart



Congenital heart disease is associated with high levels of morbidity. At least a third of patients born with congenital heart disease will require one major open-heart operation. Often, this heart surgery involves construction of a valved conduit connecting the right ventricle and pulmonary artery to repair complex defects. Current modalities for tissue repair are homografts (from cadaver) and xenografts (from animal). Both have shortfalls in biocompatibility and durability, and most importantly, growth potential. As such, paediatric patients require up to four operations to replace the conduit throughout childhood and adolescence.

At TrueHeart, we aim to overcome the key complication of reoperation through the research and translation of novel medical implants. We have conceptualised

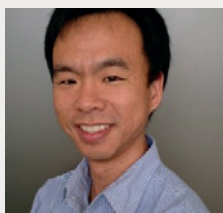
TrueHeart



a tissue engineering solution that utilises bespoke implant fabrication and 3D printing. This technology will allow us to improve the health care outcomes and quality of life for young patients affected by congenital heart diseases.

During the Medical Device Commercialisation Training Program, we have developed a straightforward business model canvas for this technology. In the next 12 months, we will focus on two aspects of this technology. From a technical point of view, we need to conduct large animal studies to prove the functions of the designed biomaterial. On the business side, we need to continue interviewing potential customers and key partners to finalise the business model canvas boxes.

“My biggest take away from the Program was the diversity of information and criteria that we need to explore as an entrepreneur. Most of us are technical inventors with great insight about our product. However, to be successful we need to leverage our knowledge in other areas such as financial modelling, reimbursement and more importantly raising money”.



Dr Renxun Chen

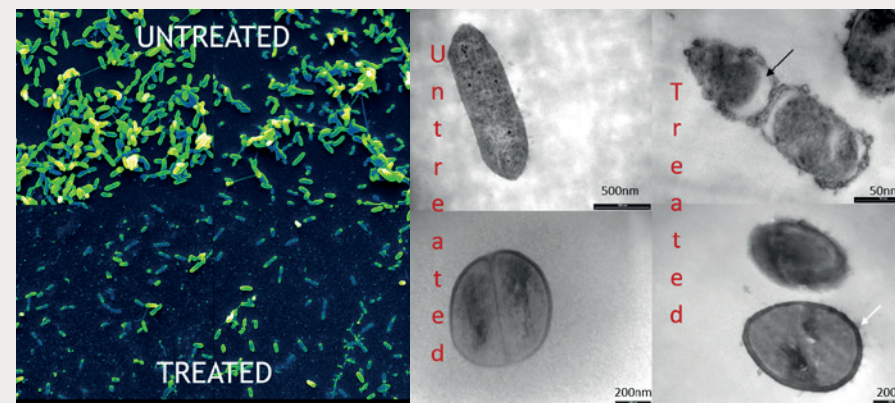
University of New South Wales

Antimicrobial Coatings for Biomedical Applications

Device-related infection represents a significant public health issue and financial burden on governments around the world. Antimicrobial coatings based on antimicrobial peptides and quorum sensing inhibitors were developed by our group at University of New South Wales to prevent such infections.

Quorum sensing is a cell-to-cell communication mechanism between individual bacterial cells, which coordinates gene expression and behaviours for bacteria cells in close proximity.

Our antimicrobial coatings have broad spectrum activity against bacteria, including drug-resistant strains, as well as fungi and protozoa. The coating could be applied to a variety of materials such as polymers and metals, making it suitable for a range of applications such as contact lens and implants.



The antimicrobial coatings are composed of two classes of bioactive agents, antimicrobial peptides and quorum sensing inhibitors with unique advantages over current antibiotics. Antimicrobial peptides are nature's defence against bacteria found in humans as well as a variety of animals and plants. These peptides act primarily through the disruption of bacteria membrane, which bacteria is unlikely to develop resistance for, leading to cell death.

I would like to apply all the things I've learnt in the Medical Device Commercialisation Training Program to make the technology into a viable business. In the next 12 months, we will look to conduct further experiments and product development to gather data to satisfy the substantial regulatory approval process required for the future.

"The Medical Device Commercialisation Training Program really highlighted the need to be customer focused and always test your assumptions".



Dr Kim van Schooten

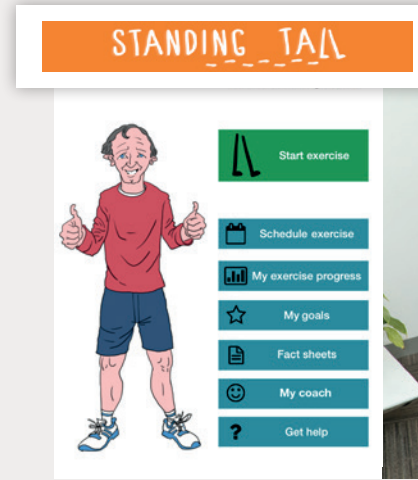
Neuroscience Research Australia

StandingTall



StandingTall is an engaging home-based exercise program using mobile technology for preventing falls in older people. StandingTall runs on any tablet device and can be used at home. It is tailored to the user's ability and utilises advanced algorithms to progress difficulty over time. Because of this and the large variety of exercises, it is motivating and effective.

Now that I have completed the Program, I plan to revisit some of the topics. I will perform additional customer interviews to validate my current business model. These steps will allow me to advance the business case for StandingTall and put us in a good position to seek funding.



With a current world population of 900 million people aged 65 and over, a number that is expected to double by 2050, injurious falls and their prevention are a major, and growing societal issue. Implementation of cost-efficient and scalable fall prevention, such as StandingTall, is timely and urgent.

“Participating in the Medical Device Commercialisation Training Program made me realise that commercialisation could be an efficient way to facilitate implementation of StandingTall. The Program has helped me to identify a viable business model and provided me with the skills and confidence to take this plan a step further”.



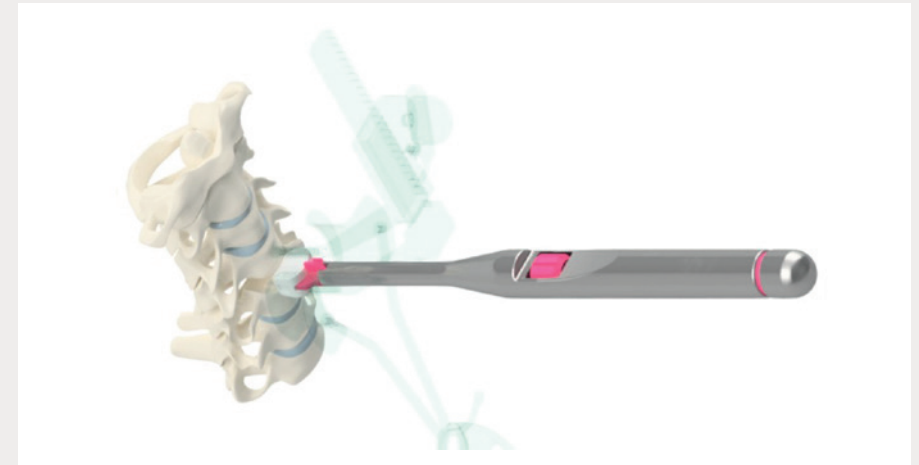
Ameneh Sadeghpour

Allegra Orthopaedics Limited

Sr-HT-Gahnite Cervical Fusion Device

The Allegra Orthopaedics fully synthetic spinal cage, works to regenerate bone under spinal load conditions and be completely resorbed by the body, leaving it and the intervertebral space free of foreign materials. This is a one-of-a-kind innovation.

The device is 3D-printed from a synthetic bone bioceramic (Sr-HT-Gahnite) invented at the University of Sydney and licenced globally by Allegra Orthopaedics. The synthetic bone possesses the mechanical strength required for load-bearing conditions, bioactivity needed for outstanding bone regeneration, and resorbability that reduces the risk of rejection and infection all in a customisable structure. No bone graft is required as the device material induces bone graft.



Over the next 12 months I will continue with my customer interviews and discussions with surgeons who are supportive of the technology. My key goal is to design and implement much of the pre-clinical studies.

“This Program is extremely comprehensive and I learnt a great deal. The biggest take away for me is to always have customers’ needs in mind. Just because a technology is unique and ‘cool’ it doesn’t mean there is a need for it in the market”.



Associate Professor Hamish MacDougall

University of Sydney

SIXTH SENSE – Your Balance Right

SIXTH SENSE – Your Balance Right tests peripheral vestibular (balance) function. If you have ever had motion sickness or alcohol poisoning, then you may have experienced a balance sensor dysfunction. For vestibular patients these acute symptoms last weeks and chronic symptoms can be permanent and notoriously difficult to diagnose. Patients are incapacitated and terrified they have a brain tumour, a stroke, are dying or 'going crazy'. Patients go from general practitioner to neurologist to rehabilitation for years, with no diagnosis or the wrong diagnosis (migraine, depression, mental illness) in some instances.



Around four per cent of adults report a chronic problem with balance and 35 per cent of adults 40 years and over have experienced vestibular dysfunction. For older people (aged 65 years and older), 80 per cent have experienced dizziness.

Sensory disorders are a large health burden. The dominant test for the last 100 years, caloric irrigation, evaluates only two of 10 sensors. In 2009, we published one of our dozen vestibular testing tools (vHIT) that evaluates six sensors. Our new device, Micro Vestibular Evoked Myogenic Potentials (uVEMP), tests the remaining four sensors. Together vHIT and uVEMP can test all 10 sensors.

“This Program has taught me that there is a lot more to a medical device business than a finished functional, validated and field tested medical device”.



Dr Olga Shimoni & Buket Demirci

University of Technology Sydney



Easy test for coeliac disease

Coeliac disease is a condition in which the body's immune system is unable to properly process gluten – a protein found in consumed wheat, barley and rye. It causes inflammation and damages the small intestine, and if undiagnosed can lead to small bowel cancer.

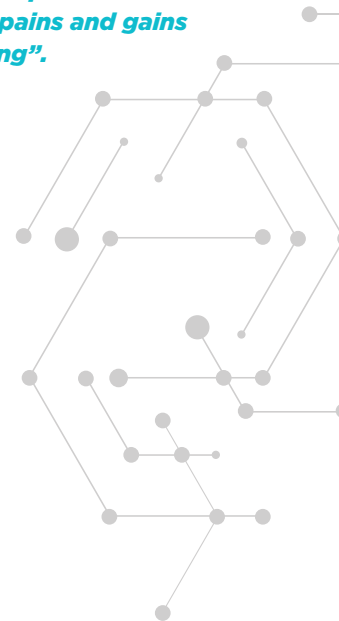
Coeliac disease affects on average one in 70 Australians. Around 80 per cent of coeliac sufferers are undiagnosed as many symptoms are similar to other disorders.

Our team has developed a non-invasive test to screen for coeliac disease by simply using saliva and obtaining a result within minutes. Our saliva-based test offers a cheap, accurate, simple and safe point-of-care test that could potentially be available to the general public and clinicians.

This Program has helped us to shape our idea and create a solid evidence for the need of our technology. We will put into practice all the skills the Medical Device Commercialisation Training Program has equipped us with and start our commercialisation journey.

We leave Cicada with a better understanding of our market and the network of people who can help us navigate the next 12 months.

“This Program taught us about the importance of getting out of the building and speaking to a variety of people to better understand the pains and gains we are addressing”.





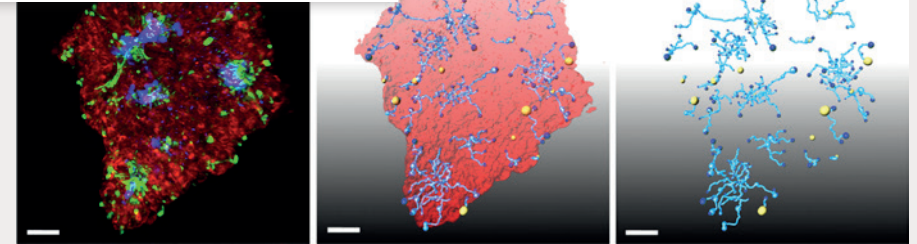
Dr Carmine Gentile

University of Sydney

InKardia

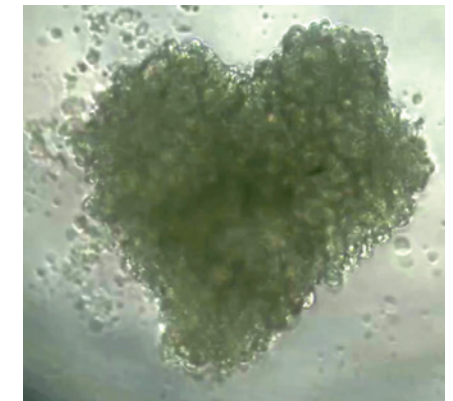


InKardia is a dream that started over 10 years ago in the United States and is based on the development of the biological ink (or “bio-ink”) that acts as a mini-human heart tissue in a test tube. This technology starts from understanding how the heart develops in nature and uses patient-derived stem cells. The bio-ink is used to build human heart tissues using a “bioprinter” that 3D prints, layer-by-layer, within a cardiac-tailored bio-paper (“hydrogel”). Patient-specific bio-inks are used as diagnostics for cardiovascular disease patients or to prevent side effects. Bioprinted heart tissues are also used to treat heart failure in patients that cannot receive a heart transplant.



In Australia, only 95 out of over 13,000 heart failure patients received a heart transplant in 2015. Given the calibre of the potential market for this technology and the lack of heart transplants available for patients, in the next year my main goal is to establish a company based on this novel technology, and seek funding to support clinical studies. I will also look to partner with experts with different skills in the commercialisation of medical devices to take with me in this long journey.

“Dreams can come true thanks to a lot of commitment and patience, especially when facing tough times on a long journey. The commercialisation of a medical device requires skills in different areas, and partnering with the right network of individuals where trust is critical”.





Katherine Kawecki & Christian Reeks

Respia



Respia

Respia is an asthma management system that tracks and records the wearer's respiratory health. It's a wearable patch for children with asthma that detects early signs of asthma before they become noticeable symptoms or worse, asthma attacks. It's a communication link between parents and children with asthma. Our goal is to reduce the number of preventable hospitalisation events for kids with asthma. In doing so, we will save children from trauma, parents from stress, and the public health system money.

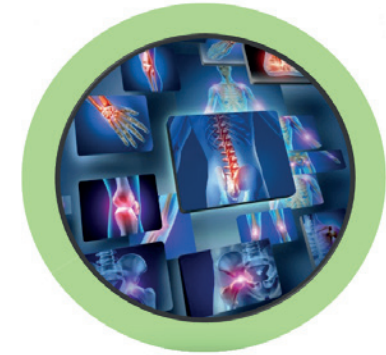
In the next 12 months Respia will open a seed round of funding. We will use this funding to build a higher fidelity prototype for upcoming clinical studies and trials. Respia is also looking to strengthen its management team with business and regulatory expertise.

The long-term vision of Respia is to provide preventative health solutions to markets where reactivity is the established norm. Respia wants to help parents understand their child's asthma and make informed decisions on how to best manage the condition.

"The Medical Device Commercialisation Training Program enabled us to explore and understand our business model and create the right milestones. It gave us a structured approach to building a strong business opportunity and an understanding of the route to increase funding. We also validated the need for our product through interviews with users, buyers, and all relationships in between".



RHEUMEDICA®
Advanced Precision Medicine



Dr Helder Marcal PhD

Rheumedia® Pty Ltd

RheumaClear™

Rheumedia is a precision medicine company that is transforming the way we diagnose patients with autoimmune arthritis. The company has made a ground-breaking discovery that explains the pathological mechanisms involved in autoimmune arthritis. The device is a companion diagnostic to the current test and the first specific test for these patients. This technology has greater accuracy compared to the current test which has on average a 30 per cent false-negative result. This is the only specific test which is accurate and specific to autoimmune arthritis.

Over the next 12 months we will work in collaboration with rheumatologists and dermatologists to complete a clinical trial using our technology. We will publish the results in a reputable journal and apply for compliance/registration of the technology in the main continents. We will work with our early market adopters to achieve market share and partner with an established company to distribute our technology.

“The Medical Device Commercialisation Training Program provided me and my business with validation, with a focus on the identification of its product value for the chooser, user and buyer in the market place. The Program also taught me how to verify our business model, product market fit and its acceptance”.



Kelly Berger

Confidential Pathology

Health Screen

We are establishing a new service to test for human papillomavirus (HPV) and vaginal microflora for women to take their own vaginal swab samples in the privacy of their own home. Self-sampling is a simple procedure which involves collecting a vaginal sample by the woman. After collection, the sample is sent to a registered pathology lab for testing with the results sent to the woman via a general practitioner. This provides an alternative to presenting at a doctor's office in managing a woman's vaginal health and can increase the detection of HPV by encouraging more participation in screening.



My goal after completing the Medical Device Commercialisation Training Program is to gain more knowledge about business. As most ambitious people, I came into the course thinking that I could be an entrepreneur and start my own business. The course has made me recognise that in order to be a successful entrepreneur I need to obtain specific business knowledge and develop my skills, which is now my goal for the coming year.

“The Medical Device Commercialisation Training Program gives a realistic insight into what is required to become an entrepreneur. The biggest thing I learnt from completing the course is that having a brilliant idea isn't the hard part, it's the implementation”.



Dr Kevin Chi-Ping Siu

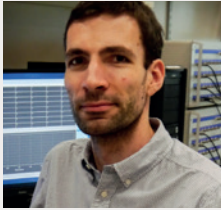
Jellyfish

Duradrain

The invention is a bioresorbable subdural drain to be used for the treatment of chronic subdural haematomas. The drain design includes a z-bend in the cranial end for ease of insertion through a burr hole, bioresorbable tubing to be tunnelled through subcutaneous tissue to land within a pouch formed for drainage and interstitial absorption. This drain will reduce recurrence rates of chronic subdural haematomas, the need for surgical revision, allow patients to move soon after the procedure, and reduce the overall hospital length of stay.

Over the next few months my goal is to continue working on a viable prototype which will eventually be implanted and trialled. If the drain proves viable and becomes the standard for treatment of chronic subdural haematomas, I would like to see its possible applications expanded beyond neurosurgery into other surgical specialties.

“Start-up companies cannot be created through any individual’s idea alone - much input from across a wide range of fields is required to skillfully navigate and become successful”.



Dr Martin Engel

University of Wollongong

VitroQuest

A diagnosis of a brain disorder is often made worse by the lack of effective treatments and the substantial side effects of current treatment. Despite over 200 million people facing this problem, many companies have stopped developing new brain disorder treatments. Current methods for predicting the effectiveness of brain disorder drugs have shown to be of little help, with failures costing the industry many hundreds of millions of dollars in the past decade.

VitroQuest is addressing this problem by providing a drug validation service built on the actual human disease biology to test ineffective treatments early in development. By using our validation platform, drug developers will reduce the risk of future efficacy failures and increase

their confidence in the remaining treatment candidates. This will improve the financial viability of developing brain disorder treatments.

The Program content together with the learnings from the customer discovery interviews has given me the confidence to bring this technology to the market. I am confronted daily by the desperate need for better treatments of brain disorders. I believe I can help improve this dire situation by putting all my energy into making this technology available to drug developers.

“The Medical Device Commercialisation Training Program has helped me to map out the essential steps to take my technology from today’s development stage to servicing the first customer. I would not have been able to do this without the insights gained from the Program facilitators, guest speakers and fellow course participants”.



Stephen Towe

Leo Cancer Care

Proton-X

Proton-X is a revolutionary patient positioning system for use in proton therapy systems. This patient positioning device integrates into current Proton therapy systems. It introduces two major changes to proton therapy:

- positioning the patient in an upright position from the horizontal plane delivers better clinical results and allows proton vendors to fix their radiation beams, and
- rotating the patient rather than the machine reduces infrastructure size and cost.

Having completed the Medical Device Commercialisation Training Program, I have strengthened my commercial skills along with my overall understanding of how product development fits within the wider business context. Over the next 12 months I would like to



take the business model canvas developed during this course and expand on it, working with a proton therapy vendor to strengthen the business case for upright proton therapy.

The end goal will be to see an upright proton therapy patient positioning device delivered to the market through an Original Equipment Manufacturer relationship between Leo Cancer Care and a leading proton therapy vendor.

“For me, the biggest take away from the Program came from the negotiations week - realising the importance of understanding the wants and needs of other parties at the start of any negotiation”.



About the Office for Health and Medical Research

The Office of Health and Medical Research works with health and medical research communities, the higher education sector and business to promote growth and innovation in research to achieve better health, environmental and economic outcomes for the people of NSW.

As part of a ten-year strategic plan to build research capability in NSW, current projects include improving statewide capacity to deliver world class health and medical research through the provision of funding for research infrastructure; supporting investment in the development and commercialisation of medical devices and related technologies; fostering the generation of high quality research and evaluation by funding and administering grants programs and reforming research ethics and governance pre-approvals; and strengthening the research workforce through training programs for early-mid career researchers.

Office for Health and Medical Research

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About Cicada Innovations



Cicada Innovations is Australia's home of deep technology start-ups and scale-ups, developing science-based innovations that are solving the global challenges of today and creating the industries of tomorrow.

Cicada Innovations is an accelerator program-driven incubator that creates, validates and incubates deep tech businesses and is owned by Australia's four leading universities.

Cicada partners with visionary technical founders to provide them with business support from ideation all the way through to incubation. We support our entrepreneurs through our team of business advisors, industry, research and knowledge partners. We also facilitate cross-pollination of ideas and mentoring with our curated community of successful founders and alumni.

**70+
companies**



**Industry
agnostic**



**400+ STEM
skilled staff**



**500+ patents held
by companies in
the building**



**14 exits
since 2006**



**\$126M raised
between
2015-2017**



**\$330M most
recent disclosed
exit in 2018**



Medical Device Commercialisation Training Program Courses

MDCTP IP

A one-day workshop delivered with Australia's leading intellectual property firm, Davies Collison Cave, is for candidates interested in protecting their intellectual property associated with their medical research or technology. Candidates will learn about the different types of intellectual property, protection strategies and how to speak about their medical research or technology without giving away their secret sauce.

MDCTP Health

Ignition Health is a half-day, twelve week training course for researchers, clinicians and graduates interested in creating maximum impact through their medical technology or research. The course guides candidates through customer discovery in the "search" for the correct business model to achieve social, health and economic impact in the global marketplace. Candidates solve real world problems sourced directly from NSW's health system.

MDCTP CORE (flagship course)

Ignition CORE is an intensive twelve week course that guides clinicians and researchers through the complexities of translating their technology from the laboratory to market. The course empowers candidates on how to structure a startup and the customer development process. Elements covered in the course include customer discovery, the search for the correct business model, intellectual property, regulatory affairs, reimbursement, financial modelling, valuation, capital raising, governance, pitch crafting, and negotiation.

For more information or to register visit
www.cicadainnovations.com/mdctp

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