

**HEALTH+MEDICAL
RESEARCH**



Medical Devices Fund

Online Information Session

27 February 2023



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RESEARCH



Acknowledgement to Country



Agenda

Item
1. Welcome and introductions
2. About the Medical Devices Fund and the Expert Panel
3. Expectations when reviewing an application
4. Question and Answer
5. Wrap up



Medical Devices Fund - Outcomes



Capital raised
\$900 million



650,000 units sold

Over 200
clinical
trials
completed



5 fold increase
in employment



More than 70
regulatory
approvals
granted



Technology
Readiness Level
has improved



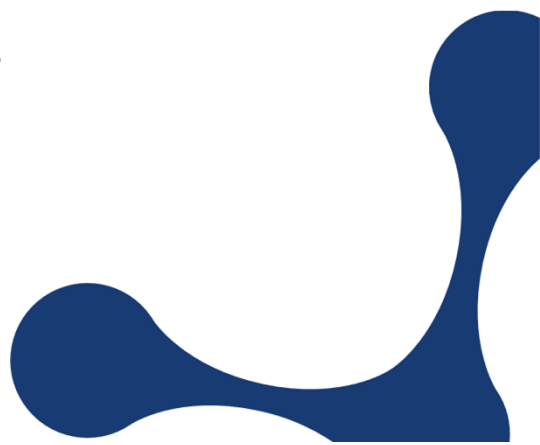
311,000
patients treated

Medical Devices Fund and the Expert Panel

**Prof Hugh Durrant-Whyte
Chair of the Expert Panel
NSW Chief Scientist and Engineer**

Expert Panel Expectations

Kelly Constable
Expert Panel member
Co-Founder and CEO, AULUS Partners



Past Recipient Journey

Dr Maryam Parviz
Medical Devices Fund recipient
CEO, SDIP Innovations



SDIP
INNOVATIONS

Safe Degradable Implant Platform



Dr Maryam Parviz, CEO
maryam@sdipinnovations.com

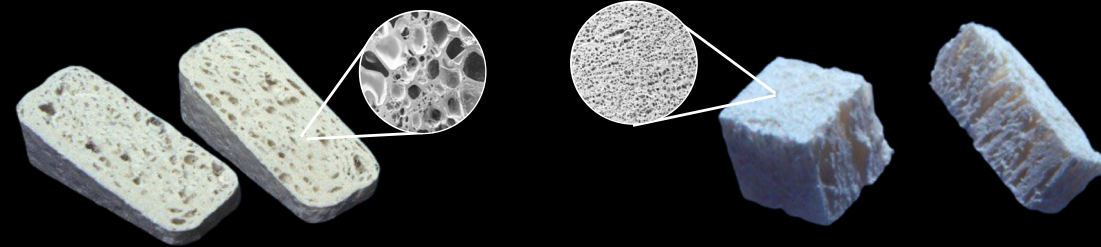
Dr Iman Manavitehrani, CSO
iman@sdipinnovations.com

JAZBI™ is a Platform Technology

Pre-shaped Filler

JAZBI™ Filler (Wedge)

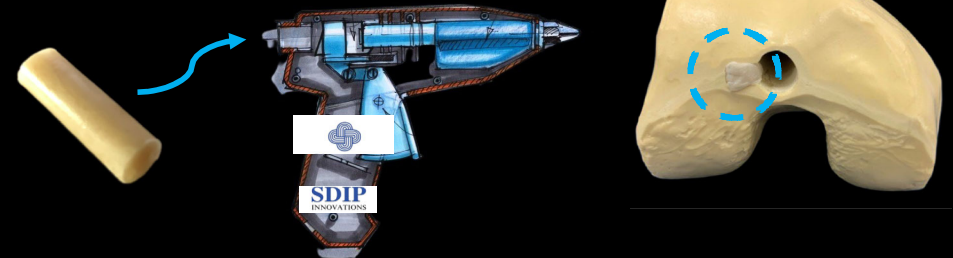
JAZBI™ Filler
(Pre-Shaped)



Customized Filler

JAZBI™ Filler
(Cartridge)

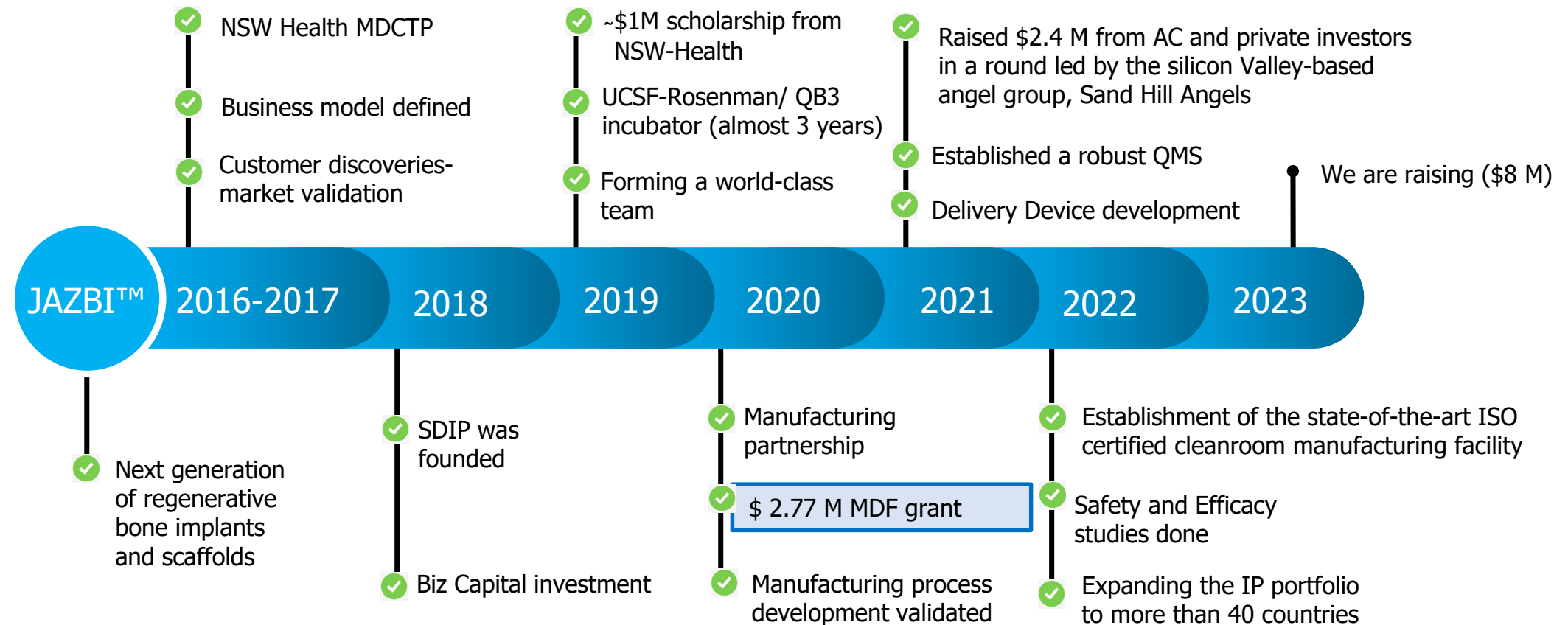
Delivery Gun

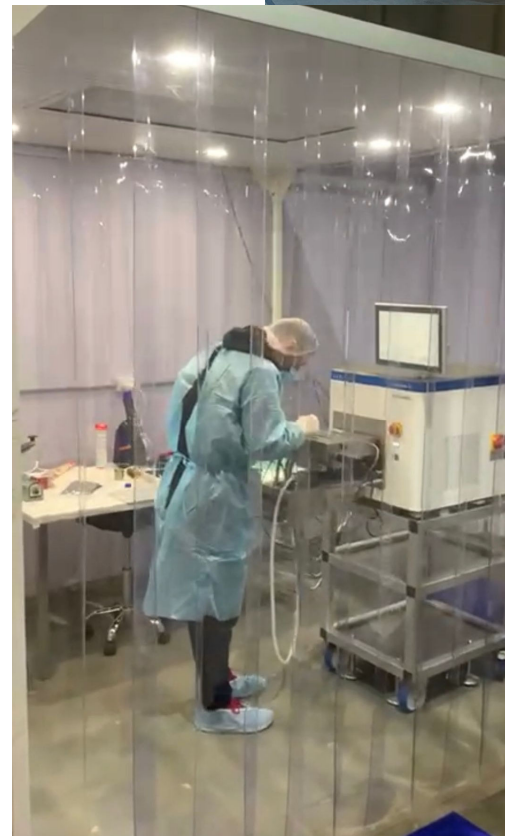


JAZBI™ Pin & Screw



Company History





SDIP state-of-the-art manufacturing facility

Experience Growing the Company

Develop a Medical/business Advisory Board, Be Coachable!

- Work with your clinician champions and their extended network to validate the technology and market, even testing the prototypes
- Work with experienced serial entrepreneurs to develop strategic plan/direction

Build a Quality System Tailored to Your Business and its size at the time

- Quality System is the foundation of your business
- Don't let it run your business. It should assist in de-risking the product and business,
- Color code the documents based on business goals and DHF
- Do not move too early to e-QMS!

Manufacturing

- Prototype as much as possible
- Build redundancy in manufactures
- Manufacturing process development is the key! Get in the site to understand every process even if it's outsourced

Regulatory Plan/ Reimbursement plan

- What are the Indication for Use?
 - How does that drive regulatory strategy – what data do you need?
 - Reimbursement strategy – what data do you need? If possible, adhere to indications with known payment methods for the first clinical uses
 - Consider variations in different geographies for both!

Three Layer Approach in Designing Studies

- Internal knowledge
- The Vendor/Lab (interactions/quotes/iterations/protocols/ trouble shootings/ reporting)
- Your secret is highly experienced/respected consultants

Develop a Strong IP Portfolio

- Choose an experienced IP attorney. No free consultation is recommended!
- Develop a protective strategy around your core IP

Grants and support

- Funds – Money to accomplish key early-stage objectives
- Fiscal Responsibility – Go as far as possible on the acquired funds- DO not act like a corporate!
- Crisp Execution – Supreme focus on execution of the strategy/plan
- There are many grants and financial support available. Apply for all applicable. Use the federal R&D Return
- MDF is the best available! It is the only specialised one for us, Go hard!

Deliver the Grant/fund Promises! It is a small community!

- Ensure that your strategic plan is grounded in reality
- Execute

Expression of Interest Stage

- First impressions count! I assume you have been assessed by other programs/incubators in NSW!
- Invest the time and focus to present the best possible submission but keep it real! The panel are serial entrepreneurs, clinicians and VC partners.
- Assume that you are the expert and selling your project to investors, they will DD you.
- Talk to prior recipients and understand what works/doesn't
- Ensure your 3 min video includes the key messages.

Full Application

- The detail behind the project....budgets and forecasted cash requirements
- What are the outcomes that can be delivered in the timeframes! Again, stay realistic.
- Focus and details are critical at this stage-spend the time to review all the works critically.
- Use external eyes to critique if required.
- Pay attention to ROI justification (Impacts and outcomes (\$)).

Interview

- Bring the right people from your team to ensure you capture the audience (numbers are limited)
- Keep the presentation short.
- Make sure you understand the point of the questions, and answer with examples and supporting evidence
- Prepared to discuss the risk and potential challenges in the technology/business! Remember they have done/witnessed the journey before themselves!

NSW-Health MDF Value

Accreditation

- Credibility! It is highly competitive with several ground-breaking success stories.
- Highly professional/ respected and experienced Review Panel who have reviewed your business model and you have built relationship with them if you need mentors down the road
- Networks within NSW health clinicians is invaluable!

Cash (when it is hard/impossible to be raised from VCs)

- Enables completion of targeted projects
- Non dilutive capital
- Provides a potential tick of approval for further external investors
- Creates repeatable process as the Company develops

A chance to review the business plans and execute them

- For Months you will be reviewing the Company's plans/goals
- Building the great foundation for future capital raisings (with increased valuation)
- May identify further opportunities for the technology and the business development'
- You can fully focus on executing the plans after receiving the money, that is all matters!

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Q&A

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Further information



www.medicalresearch.nsw.gov.au/medical-devices-fund



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