



DEVICES + DIAGNOSTICS

LAB

D I S R U P T I V E D I A G N O S T I C S

MARCH 27TH 2018

VICTORIAN COMPREHENSIVE CANCER CENTRE,
305 GRATTAN ST, MELBOURNE, 3000

8:45AM TO 5:30PM

DEVICES + DIAGNOSTICS

LAB

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Australian Government
Department of Industry,
Innovation and Science

Business
Entrepreneurs' Programme



Welcome

Recent advances in diagnostic tests have had a profound impact on improving the quality and value of medical care. Traditional diagnostics are being “disrupted” by new technologies that are more precise, accurate and immediate. These next-generation diagnostic tools have become the trailblazers of healthcare innovation by creating new pathways to identify and accurately treat medical conditions. The science to dramatically improve diagnostic medicine is already here but how do we adjust business models and healthcare frameworks to unlock the value for patients and innovators alike?

Over the past 5 years BioMelbourne Network’s annual Devices + Diagnostics Lab has delivered practical knowledge and actionable insights for the development and commercialisation of medical technologies – I hope we live up to our reputation as we present the 6th annual event featuring the theme “Disruptive Diagnostics”. Our speakers will demonstrate that innovation in business models, regulatory and reimbursement systems and the delivery of healthcare is not an impossible suggestion. I hope that you come away with new insights into strategies to navigate the pathways to market and ways to bring new technologies to patients sooner.

On behalf of BioMelbourne Network I would like to thank our sponsors for their generous and continuing support of this event. I also extend our gratitude to our speakers and program advisors, particularly Sue Dafnias from Planet Innovation for shaping the themes and topics for today. A special mention to our international visitors today as part of the “Victoria Invitation Program” as well as to the local community who are driving the innovation ecosystem here in Melbourne.

Dr Krystal Evans

CEO

BioMelbourne Network

Program



WELCOME & OPENING SPEECH 8:45am

Mr Andrew Carter, Chair, BioMelbourne Network

The Hon. Philip Dalidakis MP, Minister for Trade and Investment,
Minister for Innovation and the Digital Economy, Minister for Small Business

SESSION 1 9:00am *The Changing Landscape for Medical Diagnostics*

Chair: Mr Tim Clark, Piper Alderman

Mr Stephen Tomisich, Trajan Scientific and Medical
'On the Road to Measurement Device Disruption, Analytical meets Clinical'

Ms Kelly Krajnik, Mayo Clinic Ventures (USA)
'Innovation and Collaboration at Mayo Clinic'

Associate Prof. Clara Gaff, Melbourne Genomics Health Alliance
'Genomics in Clinical Practice: The Melbourne Genomics Experience'

Dr Jason Ross, CSIRO Health and Biosecurity
'Cell-free DNA Methylation Profiles as Liquid Biopsy'

[Followed by morning tea](#)

SESSION 2 11:10am *Improving the Diagnostic Picture*

Chair: Dr Elane Zelcer, Accelerating Commercialisation

Dr Sacha Dopheide, Lumos Diagnostics
'POC - The Need for Speed'

Dr Andre Tan, HistoIndex (AU & NZ)
'Setting New Standards - Breathing New Life into Diagnostics'

Ms Serina Cucuzza, Burnet Institute
'Point of Care Diagnostic Development for the Emerging World Markets'

Associate Prof. Marion Saville, Victorian Cytology Service (VCS)
'Renewal of the National Cervical Screening Program: A Case Study in Technology Driven Disruption'

[Followed by lunch](#)

SESSION 3 1:30pm *Data and Disruption in Diagnostics*

Chair: Ms Sue Dafnias, Planet Innovation

Dr Nic Woods, Microsoft Australia

'Healthcare – Digital and Diagnostics. Where are we at?'

Prof. Anton van den Hengel, The Australian Institute for Machine Learning

'Machine Learning and What it Means for Medical Devices'

Dr Michaela Richards, Global Kinetics Corporation

'The Power of a Compelling use Case: Charting a Course through Apples and Alphabets'

Followed by afternoon tea

SESSION 4 3:30pm *Global Commercialisation and Investment Strategies*

Chair: Ms Simone Quin, Prime Accounting & Business Advisory

Speakers:

Mr Rick Legleiter, Universal Biosensors

'Lessons Learned about Commercial Partnerships'

Mr Frank Jaskulke, The Medical Alley Association (USA)

'Common Misconceptions and Mistakes in US Market Entry for Medical Technology and Avoiding them'

Panelists:

Dr Kerry Hegarty, Victorian Government – Science, Medical Research and Technology, Ministerial Advisory Panel

Ms Bronwyn Le Grice, ANDHealth Ltd

SESSION 5 5:30pm to 6:30pm

Networking Session

HOST

BioMelbourne Network



**BioMelbourne
Network**
Progressing BioIndustry

Web: www.biomelbourne.org

Twitter: @biomelb

Contact Name: Dr Krystal Evans

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About Us:

BioMelbourne Network is an industry-led membership association for organisations engaged in biotechnology, medical technology, pharmaceuticals and health innovation in the state of Victoria.

Our role is to foster links between companies, research organisations, financial markets and government, creating an environment for greater collaboration and prosperity.

With almost 200 member organisations, BioMelbourne Network plays a critical role in connecting health, research and industry capabilities and supporting the growth of Melbourne's innovation economy.

BioMelbourne Network's focus is local and our reach is global. The ultimate success of our members is built on a strong foundation of research and development, and a globally competitive innovation ecosystem here in the state of Victoria.

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State Government of Victoria



Web: tradeandinvestment.vic.gov.au

Contact Name: Dr Antonio Rajic

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About Us:

Victoria's medical technology sector is backed by outstanding talent, world-leading research organisations, state-of-the-art infrastructure and a government committed to supporting innovation. The state is home to 27 ASX-listed medtech companies with a combined market capitalisation of over \$6.335 million.

The Victorian Department of Economic Development, Jobs, Transport and Resources (DEDJTR) administers the \$200 million Future Industries Fund, which supports the implementation of the *Medical Technologies and*

Pharmaceuticals Sector Strategy and includes grants available to companies at various stages of growth and development:

- Future Industries Sector Growth Program
- Future Industries Manufacturing Program (FIMP)
- Victoria-Jiangsu Program for Technology and Innovation R&D
- Local Industry Fund for Transition (LIFT)
- Victoria-Israel Science Innovation and Technology Scheme (VISITS)

Victoria's combination of advanced research capabilities, biomedical engineering expertise, skilled manufacturing workforce and assistance for product development, commercialisation and manufacture provides an ideal setting for medtech companies to flourish.

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CSIRO



Web: www.csiro.au

**CSIRO Probing Biosystems Future
Science Platform**

Contact Name: Prof. Stephen Rose

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About Us:

Probing Biosystems is one of CSIRO's Future Science Platforms. Our goal is to conduct early stage research to tackle the challenges of Australia's medical technologies and pharmaceuticals sector to develop health and medical interventions that are timely, customised and highly specific.

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Piper Alderman



PiperAlderman

Web: www.piperalderman.com.au

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About Us:

Piper Alderman is a commercial law firm with offices in Sydney, Melbourne, Brisbane and Adelaide. We have over 60 partners and over 300 staff in total. Our firm is committed to continual excellence in the practice of law, having been leading advisers to commercial interests across Australia for over 160 years. We are consistently ranked as one of Australia's leading law firms and independently recognised as an outstanding legal provider. Our impressive growth has been achieved by listening to our clients, responding to their needs and creating practical legal solutions.

Department of Industry, Innovation and Science



Australian Government
Department of Industry,
Innovation and Science

Business
Entrepreneurs' Programme

Web: www.industry.gov.au
& www.business.gov.au

Contact Name: Dr Michael Song

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About Us:

The Entrepreneurs' Programme is an Australian Government initiative to improve business competitiveness and productivity. It forms part of the National Innovation and Science Agenda. The Programme uses experienced Advisers and Facilitators, drawn from industry, to ensure businesses get the advice and support they need to improve their competitiveness, productivity and to maximise their growth potential. The primary focus is on providing access to tailored advice and connection and networking opportunities to grow and improve their business, access new domestic and international markets and capitalise on opportunities. Services and grants are delivered through four elements: Accelerating Commercialisation, Business Management, Innovation Connections and Incubator Support.

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Prime Accounting & Business Advisory



Web: www.primefinancial.com.au

Contact Name: Simone Quin – Partner

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simoneq@primefinancial.com.au

About Us:

Prime Accounting & Business Advisory has worked closely with the scientific and research community in Australia and overseas for more than 15 years. We work with start-ups, growth businesses and venture capital backed enterprises

to help them maximise their claim opportunities and get the much needed R&D cash refund to support their commercial endeavours. Simone, drawing on over 20 years experience, will assist you by keeping across the various regulatory changes and evolution of the rules over time, will proactively inform and advise clients and contacts of new opportunities that arise, including obtaining overseas findings, providing advice on establishing and restructuring to protect I.P., commercialisation of patents and managing the ongoing accounting and compliance support.



FRIDAY 25TH OF MAY, 2018

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