2022 STRATEGY

BioMelbourne Network
3-Year Strategy Review
12 August, 2021
Who is BioMelbourne Network?

• Victorian Healthtech Industry peak body
• Celebrating our 20 year anniversary
• Membership organisation
  • 204 members and growing
• 7 full time staff
Our Board of Directors

Mrs Lusia Guthrie
Chair

Dr Elane Zelcer
Deputy Chair

Ms Theodora Elia-Adams
Treasurer

Mr David Herd
Director

Dr Keith McLean
Director

Ms Amy Demediuk
Secretary/Public Officer

Dr Tim Oldham
Director
The BioMelbourne Network Team

JEFF MALONE
Chief Executive Officer

VICKY JONES
Operations Manager

NICOLE PITCHER
Office Manager

EMMA DONNELLY
Strategic Project Manager

JAMES MASTERS
Communications Specialist

JO O’BRIEN
Events & Projects Coordinator

ANASTASIA DANIELS
Assistant Events Coordinator

Kathie van Vugt
I help business leaders transform their vision for growth into commercial reality
HEALTHTECH INDUSTRY

- Front-end biomedical & bioengineering research
- Pharma and biotech development & manufacturing
- Medical technology development & manufacturing
- Digital solutions to healthcare delivery
- Vitamins, supplements and topical product development & manufacturing
- Support service providers including CRO, Clinical trial providers, design and development, regulatory, QMS and more
Still doing the good things we have always done...

But we’ll be doing so much more
How did we develop our new strategy?

Listened

Challenges

Opportunities

Understand our Core Value Proposition

Improve on delivery of current strengths

Identify new opportunities to add value

BioMelbourne Network

Victorian Government

Industry Bodies

BMM Board

120+ Member Organisation Interviews

Member Survey

DJPR

Invest Vic

Lauch Vic

Global Victoria

Covid Recovery Taskforce

MTPConnect, MTAA, Medicines Australia, ANDHealth, ARC, IMNIS, CSN, MDPP & Others

Ausbiotech

LSQ, LSWA, Medtech SA

Federal Government Bodies

Industry Reports

DST/DSI

AusTrade & AusIndustry

Commercialisation Australia

International Ecosystems

Key Opinion Leaders
**Purpose**

(why we exist):
To foster and grow an innovative, globally competitive Healthtech Industry in Victoria

**Vision**

(what we want to achieve):
Drive Victoria’s Healthtech Industry to be a leading global hub for research, innovation, commercialisation and manufacturing. The Healthtech Industry is a key sustainable driver of the economy, of employment and value-added growth within Victoria
Be the go-to source for the Healthtech Industry and Victorian Government for data and insights on sector potential, priorities and needs.

**White Papers/ Issues Papers/ Data & Analytics**

- LaunchVic – Develop database of industry start-ups
- DJPR – Mapping Victoria’s Medtech Product Development Infrastructure
- GlobalVic – Issues Paper on Industry freight & logistics challenges

**Industry Insights and Impact**

- Insights into pandemic Impact
- Vic Govt Initiative support - IFAM, Industry surveys, EOIs
2. IDENTIFYING OPPORTUNITIES

Work with the Healthtech Industry to identify and prioritise strategic projects and initiatives that support industry transformation and strengthening of the local innovation ecosystem.

- Industry Working Groups
- Patent Box Submission to Treasury
- Global Victoria - Industry Freight & Logistics Impact Working Group
- Supporting mRNA Victoria’s Manufacturing Advisory Panel
- Early-Mid Career Research Support Advisory Panel
**3. Advocacy**

Be the peak body for the Victorian Healthtech Industry to build and maintain a supportive policy, regulatory and investment environment.

<table>
<thead>
<tr>
<th>Advocate for sector priorities</th>
<th>Trusted advisor to the Victorian Government and Healthtech Industry</th>
<th>Support Victorian Government Initiatives</th>
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<tbody>
<tr>
<td>R&amp;D Tax Incentive</td>
<td>State-wide Healthtech Industry Peak Body</td>
<td>New Angel Investor Network Development</td>
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<tr>
<td>Patent Box</td>
<td>Build/ Maintain stakeholder relationships</td>
<td>mRNA Victoria</td>
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<tr>
<td>Industry Freight &amp; Logistics issues support</td>
<td>Key connection point between Industry and the Victorian Government</td>
<td>Innovation Taskforce</td>
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<td>Serve as “knowledge bank” for Healthtech Industry to Victorian Government</td>
<td>$2Bn Breakthrough Fund</td>
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<td></td>
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<td>Australia Medtech Manufacturing Centre</td>
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Deliver fee paying and sponsored initiatives that improve, strengthen and enhance the Healthtech Industry aligned with our data, and industry engagement.

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<tr>
<th>Industry Events &amp; Training</th>
<th>BioForum, BioSymposium, BioBusiness Insights</th>
<th>Global Masterclasses</th>
<th>Women In Leadership Awards</th>
<th>Women’s Lunch</th>
<th>CEO, CFO, NED Lunches</th>
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<tr>
<td>Grow breadth &amp; depth of the Network</td>
<td>Focused Membership drive</td>
<td>Outreach across all of Victoria</td>
<td>Improved support for early-mid career researchers</td>
<td>All events on-line and in-person</td>
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<tr>
<td>Improved BioMelbourne Network Infrastructure</td>
<td>Redesigned Website</td>
<td>Virtual Networking Platform</td>
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<td>Identify &amp; Fill Training Gaps</td>
<td>Swinburne Industry 4.0 Readiness Assessment</td>
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Develop, maintain and leverage collaborative industry association relationships.
Be a gateway for global markets, helping to build awareness of the Victorian Healthtech Industry domestically and overseas.

**5. SECTOR PROMOTION**

**Member Business Development & support**
- Global Victoria – Virtual Trade Mission Singapore
- DJPR – Event: Why Israel?
- Promotional Sponsored Webinars

**Improve the profile and awareness of BioMelbourne Network**
- Regular updates to members and the Victorian Government on our strategy and initiatives
- Increase awareness across other ecosystems domestically and internationally
- Strategy Videos
- Merchandise

**Promotional & Advertising Opportunities**
- Global Victoria – Webinar & Podcast Series
- Advertising opportunities for member organisations