



KCA Annual Conference Final Program

Innovation to Adoption - Delivering Real Impact

QT Hotel, Surfers Paradise, Queensland

Monday 9th October

From 2pm – 5pm

Meeting point: Gold Coast University Hospital Light Rail Stop

Guide: Craig Roswell

Site visit to the Gold Coast Health and Knowledge Precinct (GCHKP), Asia-Pacific's premier hub for cutting-edge research, technology, and industry development.

During this site visit, immerse yourself in a dynamic ecosystem of innovation, where academia, healthcare providers, and industry leaders converge to drive progress and develop solutions for the challenges of tomorrow.

It is an opportunity to explore the precinct which is home to state-of-the-art facilities Gold Coast University Hospital and its private counterpart, the Gold Coast Private Hospital, Griffith University and its Institute for Glycomics, and Menzies Health Institute. Engage with visionary entrepreneurs and global businesses that have chosen the GCHKP as their strategic base for high-tech health and industry ventures.

Key sites being considered include:

- **ADAPT** - Griffith University's flagship facility, Advanced Design and Prototyping Technologies Institute (ADaPT)
- **Cohort Innovation Space** - co-working space and home to startups with labs, also home of the LuminaX HealthTech Accelerator
- **Institute for Glycomics**
- **Griffith University's Clinical Trial Unit**
- **Image-guided Therapy Surgical and Robotics Training Centre**

Don't miss this exceptional opportunity to witness firsthand the transformation taking place at the heart of the GCHKP and discover how this precinct is shaping the jobs of the future in health and innovation.

Expression of Interest are sought from attending delegates to Join us on an exclusive tour of this precinct. This will help the organisers in finalising the site visit.



Tuesday, 10th October

PRE-CONFERENCE WORKSHOP - STARTUPS	
<i>Sunset Room, QT Hotel</i>	
8.30am	Registrations open
9am – 5pm	<p>Workshop: Building a Startup for Success</p> <p><i>Simon Wilkins, Monash University</i> <i>Ian Mason, QUT</i></p> <p>In this information-packed session, we will explore four critical aspects of creating a successful startup:</p> <ul style="list-style-type: none"> • Understanding Your Customer: Individuals or organisations that pay money for your products or services - customers - are not just at the heart of every successful start-up, they get to decide almost everything about a start-up. This means, that the level of understanding a start-up has of its customer, is the single most critical influence on its success. <p>We'll dive into customer persona development, understanding their needs, wants and pain points, and how to create a value proposition that resonates with them.</p> <ul style="list-style-type: none"> • Understanding Capital Raising: It's likely that a startup needs funding to grow. We'll guide you through the capital raising process, focusing on understanding the mindset and motivations of investors. Learn how to create a compelling pitch deck and effectively communicate your vision to potential investors. • Building a Team: A startup's success is largely dependent on its team. We'll discuss strategies for recruiting and retaining top talent, creating a positive company culture, and fostering collaboration and innovation within your team. • What's New in Supporting Founder-Led Start-Ups and Spin-Outs - Approaches and Vehicles for Success: Stay ahead of the curve as we explore the latest trends and strategies for supporting founder-led startups and spin-outs. Discover new approaches and vehicles that can drive your start-up towards success.
3pm-5pm	Afternoon Workshop: <i>Malibu Room</i>



	<p>Priority Areas for Research Translation and Commercialisation with the Australian Government Department of Education</p>
5:30pm-6:30pm	<p>Director's Networking (By invitation only) Sunset Lounge, QT Hotel</p>
6:30pm-8:30pm	<p>Welcome Reception The Green, QT Hotel</p>

Wednesday 11th October

<p>DAY ONE QT Ballroom, QT Hotel</p>	
7am-5pm	Registration Desk Open
7:30-8:30am	<p>RTTP BREAKFAST (Invitation only event) Malibu Room, QT Hotel</p>
9:00-9:10am	<p>Welcome to Country Luther Cora, Jellurgal Aboriginal Cultural Centre</p>
9:10-9:20am	<p>Opening address Quin Chang RTTP, KCA Chair</p>
9:20-10:00am	<p>Opening Keynote <i>Facilitator: Quin Chang RTTP, KCA Chair</i> To infinity and beyond - the story of a space spin out Natasha Rawlings, Quasar Satellite Technologies Synopsis: What does it take to spin a deeptech invention out of a research institution, and build it to compete on the global stage in two years? Natasha Rawlings will share the early story and what is happening now - two years on as Quasar gets ready to 'launch'.</p>
10:00-10:30am	<p>SCOPR[®] 2022 Survey Of Commercialisation Outcomes from Public Research <i>Facilitator: John Grace AO RTTP (SCOPR Committee Chair)</i></p>



	<p style="text-align: center;">Speakers: Harold Lomas, Australian Government Department of Education Erin Rayment RTTP (KCA Director, Advocacy)</p> <p>Synopsis: The introduction will inform the audience about the Department’s interest in SCOPR and the general topic of research commercialisation. The summary results of SCOPR 2022 will be presented, showcasing the exciting results of commercialisation outcomes from public research in Australasia. Now in its sixth year of data collection, KCA has invited Australian and New Zealand universities, medical research institutes and publicly funded research organisations to participate in SCOPR 2022.</p>
10:30-11am	MORNING TEA BREAK
11:00-11:30am	<p style="text-align: center;">Commercialisation in the Age of AI: Transforming Industries and Work</p> <p style="text-align: center;"><i>Facilitator: Kate Taylor RTTP, QUT</i></p> <p style="text-align: center;">Speaker: Prof Marek Kowalkiewicz</p> <p>Synopsis: This thought-provoking session will explore the implications of emerging technology on our society, economy, and thought processes, including the transformative power of AI in driving innovation and reshaping future industries and the nature of work.</p>
11.30am–12:30pm	<p style="text-align: center;">Panel Discussion Emerging digital tech, including AI and its implications for our society and future industries</p> <p style="text-align: center;"><i>Facilitator: Prof Marek Kowalkiewicz</i></p> <p style="text-align: center;">Panellists: Alezeia Brown, Main Sequence Ventures Peter Laurie, Junta Terry Woodcroft, Aurtra</p> <p>Synopsis: This experienced panel will share their unique perspectives on how emerging digital technologies (including AI) are impacting society and future industries.</p>
12:30-1:30pm	LUNCH BREAK
1:30-2:15pm	<p style="text-align: center;">Indigenous Knowledge, Commercialisation and Engagement</p> <p style="text-align: center;"><i>Opening: Adam Robinson, Qld Department of Agriculture and Fisheries</i></p> <p style="text-align: center;">Presentation: Patricia Adjei, Department of Arts</p>



	<p>Tui Kaumoana, Kaiārahi, Auckland UniServices Michael Steedman, Kaiarataki, Prof Vice Chancellor (Māori), Auckland Uniservices</p> <p>Synopsis: These presentations will provide context regarding Indigenous Cultural and Intellectual Property and current developments.</p>
2:15-3:00 pm	<p style="text-align: center;">Panel Discussion</p> <p>Facilitator: Adam Robinson, Office of the Deputy Director-General (Fisheries and Forestry)</p> <p style="text-align: center;">Panellists: Patricia Adjei, Department of Arts Tui Kaumoana, Kaiārahi, Auckland UniServices Michael Steedman, Kaiarataki, Prof Vice Chancellor (Māori), Auckland Uniservices Tori McNoe, Arataki Whaneketanga Haumi, Auckland UniServices</p> <p>Synopsis: This session is focused on enabling an activation culture and respectfully engaging and working together with Indigenous communities.</p>
3:00-3:30pm	<p>AFTERNOON TEA BREAK</p>
3:30-4:00pm	<p style="text-align: center;">Delivering Real Impact to Industry</p> <p style="text-align: center;">Speaker: Andrew Nash, Chief Scientific Officer, CSL</p> <p>Synopsis: Hear from an industry partner on a successful case study where they partnered with a public funded research organisation and brought a new technology/innovation to market.</p>
4:00-5:00pm	<p style="text-align: center;">Value of licensing deals to industry</p> <p style="text-align: center;">Facilitator: John Grace RTTP</p> <p style="text-align: center;">Panellists: Prof Mark Harvey, QUT Andrew Nash, CSL Katherine Nielsen RTTP, Monash University Miranda Einstein, University of New South Wales</p> <p>Synopsis: This session will focus on examples of the collaboration of existing companies, with research organisations leading to the generation of new products or services or process improvement - discussing strategies for developing strong and early industry engagement.</p>
5:10-5:30pm	<p style="text-align: center;">KCA Annual General Meeting</p> <p style="text-align: center;">*KCA Members Only</p>



6:30-10:30pm	<p>KCA Conference Dinner</p> <p>SkyPoint, Surfers Paradise</p> <p><i>MCs: John Grace RTTP & Tim Boyle RTTP</i></p> <p><i>Welcome by KCA Chair: Quin Chang RTTP</i></p> <p>Presentation of Australasian Research Commercialisation Awards</p> <p>Best Industry Collaboration Best Licensing Deal Best Spin-out Best Knowledge Exchange Initiative Research Commercialisation Professional of the Year Best Invention</p> <p>After-Dinner Speaker:</p> <p><i>Everything everywhere all at once: My industrial biotech happy place</i> Sean Simpson, LanzaTech</p>
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Thursday 12th October

DAY TWO QT Ballroom, QT Hotel	
8:30am	Registration Desk Open
9:00am	<p>Welcome to Day Two</p> <p>Quin Chang RTTP, KCA Chair</p>
9:10-10:20am	<p style="text-align: center;">Introducing: Arianna Sippel, Senior Manager, AgriFutures growAG</p> <p style="text-align: center;">Innovation Ecosystems - People, Places and Systems</p> <p style="text-align: center;">Facilitator: <i>Stephanie Morris, MTPConnect</i></p> <p style="text-align: center;">Panellists:</p> <p style="text-align: center;">Paul Hodgson, Scaling Green Hydrogen Cooperative Research Centre Gillian Hewitt, Office of the Chief Scientist for South Australia Shona Blair, St Vincent's Sydney Health Innovation Precinct Werner van der Merwe RTTP, Swinburne University of Technology</p> <p>Synopsis:</p>



	<p>What drives impactful, sustainable innovation ecosystems? Researchers, entrepreneurs, mentors, investors, incubators, accelerators, precincts, innovation programmes all play a part in creating thriving districts, networks and ecosystems empowered to advance technologies and positively impact global challenges. But what is the secret sauce that brings it all together?</p> <p>We take a trip around the globe to look at examples of best practice for innovation performance, hearing from those who have directly immersed in world-leading ecosystems abroad to learn what Australasia could also consider to further our runway for success.</p>
10:20-10:50am	<p>MORNING TEA BREAK</p>
10:50-11:20am	<p style="text-align: center;">Introducing: Rob Brown, Chrysalis Advisory</p> <p style="text-align: center;">Australia’s Economic Accelerator Program</p> <p style="text-align: center;">Facilitator: <i>Dr Erin Rayment RTTP</i></p> <p style="text-align: center;">Speaker: Thomas Ting, Australian Government Department of Education</p>
11:20am-12:20pm	<p style="text-align: center;">Panel Session: Strategic Innovation Funds</p> <p style="text-align: center;">Facilitator: <i>Katrina Avery, Macquarie University</i></p> <p style="text-align: center;">Panellists: Stephen Flint, UniServices Thomas Ting, Australian Government Department of Education Dr. Fernando Felquer, GRDC</p> <p>Synopsis: This session will explore how different organisations have established a strategic innovation fund, including their investment criteria and decision making.</p>
12:20 -1:20pm	<p>LUNCH</p>
1:20 – 2:35pm	<p style="text-align: center;">Startups – What are the Ingredients for Success?</p> <p style="text-align: center;">Facilitator: <i>Anita van der Meer, Innoveren</i></p> <p style="text-align: center;">Panellists: Goslik Schepers, Sr Investment Manager, Brandon Biocatalyst Erin Evans, CEO LifeSciences Qld Chris Gillings, Five V Capital & Founder Cut Through Venture Hebbat Manhy, Cicada Innovations</p> <p>Synopsis: This session will explore key issues to consider when looking to establish and raise funds for startups driven by research.</p>



2:50pm-3:20pm	AFTERNOON TEA BREAK
3:20- 4:30pm	<p style="text-align: center;">Legendary Deals Panel</p> <p style="text-align: center;">Facilitator: <i>Dr Erin Rayment RTTP</i></p> <p style="text-align: center;">Panellists:</p> <p style="text-align: center;">Julian Clark, Squizzical Pty Ltd Stephen Flint, UniServices Anne Bannister, UniQuest</p> <p>Synopsis: Hear from highly experienced individuals on recent commercialisation deals, including the challenges that needed to be navigated pre- and post-deal.</p>
4:30 – 4:45pm	<p style="text-align: center;">NZ Government Te Ara Paerangi – Future Pathways RSI reform</p> <p style="text-align: center;">Speaker: David Hutchinson, Ministry of Business, Innovation and Employment, New Zealand</p>
4:45-5pm	<p style="text-align: center;">Closing remarks & Announcement of KCA 2024</p> <p style="text-align: center;">Kate Taylor RTTP, QUT</p>

Friday, 13th October

<p>POST-CONFERENCE WORKSHOP</p> <p>TERM SHEET NEGOTIATION</p> <p>Presented by Nick McNaughton, Campus Plus</p> <p><i>Sunset Room, QT Hotel</i></p>	
Synopsis:	<p>In this workshop, participants will gain a better understanding of key commercialisation terms and develop their negotiation skills by role-playing a ‘real-world’ scenario as either a founder or the investor.</p> <p>Founders will be challenged to understand what the important terms are, the implications for each clause in the term sheet and how to negotiate the best possible deal for the founders. Similarly, investors will be challenged to justify their negotiating position, justify the key clauses in the term sheet, and secure the best possible deal for the investors.</p> <p>RTTP: 4 CE points</p>



7:30am	Registrations open
8—12 pm	<p>Real World Scenario: “FiPro Logic”</p> <p>A team of developers at a Brisbane University have created an FPGA Cloud Compiler called 'CloudComp'. CloudComp is a cloud platform end to end solution allowing for the rapid compilation of FPGA applications.</p> <p>FiPro Logic Pty Ltd is a recent spin-out from Brisbane University.</p> <p>The Gold Coast Angels have presented a term sheet to the Founders of FiPro Logic Pty Ltd to progress a deal.</p>
12:00-1:00pm	LUNCH