



## KCA Annual Conference (Preliminary) Program

QT Hotel, Queenstown, New Zealand

Timings may change depending on availability of participants.

### Tuesday 15th October

Pre-conference QT Hotel	
9:00am – 5:00pm	<p style="text-align: center;"><b>Title:</b> WORKSHOP: Negotiation for Technology Transfer Professionals</p> <p style="text-align: center;"><b>Facilitator:</b> Erin Rayment <b>RTTP</b>, Deputy Vice-Chancellor (International) and Vice-President (Business Development) and Denise Hodge - JourneyTech</p> <p style="text-align: center;"><b>Panellist:</b> Marc Sedam <b>RTTP</b>, Vice President, Technology Opportunities and Ventures, New York University, past Chair of AUTM</p> <p><b>Synopsis:</b> This one-day course is designed to introduce technology transfer professionals to the theory behind different negotiation styles and then identify practical skills on how to apply them in their roles. The content will include an introduction to the stages of a negotiation, different negotiation styles and being able to articulate a value proposition on the technology or product that you are pitching. This will be demonstrated through exploring real case studies, including examples of past intellectual property negotiations. Negotiations tricks will be identified, including practical ways to manage these and what to do when you reach an impasse. The day will conclude with a lively panel discussion, featuring other experts in the field to consolidate the learnings.</p> <p>This course will earn you 6 CE points towards RTTP status.</p>
6:00pm - 6:30pm	Early & Mid-Career Networking Event
6:30pm-8:30pm	Pre-conference welcome drinks



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## Wednesday 16th October

DAY ONE QT Hotel	
7:00-17:00	Registration Desk Open
7:00-8:30am	<b>RTTP BREAKFAST (<i>invitation only event</i>)</b>
9:00-9:15am	<b>Cultural Welcome</b> Ben Te Aika, Kaiwhakatere Rakahau Māori – Māori Research Partnerships Manager, University of Otago
9:15-9:25am	<b>Opening address</b> <b>Quin Chang RTTP</b> <i>KCA Chair</i>
9:25- 10:15am	<b>Keynote Speaker</b>  <b>Speaker:</b> Fady Mishriki, Founder of PowerbyProxi  <b>Synopsis:</b> Fady Mishriki is a globally-recognised entrepreneur and innovator, most widely known as the founder of wireless charging technology company PowerbyProxi - which spun-out of the University of Auckland in 2007 and was acquired by a major US company in 2017.
10:15-10:45am	<b>Title:</b> 2023 SCOPR <sup>®</sup> Survey of Commercialisation Outcomes from Public Research <b>Facilitator:</b> John Grace AO RTTP, KCA Independent Board member, SCOPR <sup>®</sup> Committee Chair  <b>Speakers:</b> Dr Erin Rayment RTTP, KCA Director and Vice-President Business Development, Queensland University of Technology Anthony Millgate, Assistant Secretary, Research Commercialisation, Australian Government Department of Education  <b>Synopsis:</b> The importance of SCOPR <sup>®</sup> to the University sector in Australia and the summary results of SCOPR <sup>®</sup> 2023 will be presented, showcasing the exciting results of commercialisation outcomes from public research in Australia and New Zealand.  Now in its seventh year of data collection, KCA invited Australian and New Zealand universities, medical research institutes and publicly funded research organisations to participate.
10:45-11:15am	<b>MORNING TEA BREAK</b>
11:15-12.15pm	<b>Title:</b> The Role of AI in Transforming Technology Transfer

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	<p><b>Facilitator:</b> Dave Christensen <b>RTTP</b>, Otago Innovation Ltd</p> <p><b>Speaker:</b> Marc Sedam <b>RTTP</b>, Vice President, Technology Opportunities and Ventures, New York University, past Chair of AUTM</p> <p><b>Synopsis:</b> AI tools help us be more efficient in our work, but how can we utilise them and what should we be wary of. New York University has developed and are utilising AI tools as part of their work practices.</p>
<p>12:15-1:15pm</p>	<p><b>LUNCH BREAK</b></p>
<p>1:15-2:10pm</p>	<p><b>Title:</b> Indigenous knowledge <b>Facilitator:</b> Michelle Polglase, KiwiNet</p> <p><b>Panellists:</b> Tori McNoe, Auckland UniServices Graham Strong, Otago Innovation Ltd Nancy Garrity, Manaaki Whenua Landcare Research Louisa Warren, CSIRO</p> <p><b>Synopsis:</b> Moving the dial. Indigenous knowledge, commercialisation and engagement. What are the opportunities for indigenous intellectual property, and how do we create more impact pathways?</p>
<p>2.10–2:30pm</p>	<p><b>Title:</b> Previous KCA Award winner update – Massey Ventures <b>Facilitator:</b> Dan Carlisle, Massey Ventures</p> <p><b>Speaker:</b> Mark Cleaver <b>RTTP</b>, Massey Ventures</p> <p><b>Synopsis:</b> A fireside chat outlining Massey's commercialisation strategy and the impact of the FerriPro deal with Nestlé.</p> <p>Massey Ventures CEO, Mark Cleaver will discuss how a university on the other side of the globe landed a groundbreaking deal with one of the world's largest food companies. In 2018, Massey University completed a deal with Nestlé for FerriPro: a technology for fortifying food products with iron that is highly bioavailable, without compromising colour or taste. The deal remains the largest in Massey's history, both in terms of financial and societal impact.</p>
<p>2:30-2:45pm</p>	<p><b>Title:</b> KCA Special Interest Groups <b>Facilitator:</b> Amanda McAlpine <b>RTTP</b></p> <p><b>Speakers:</b> Anne Bannister, UniQuest and Chair, KCAs HASS Special Interest Group Gregory Harper, University of Melbourne and Chair KCAs Ag &amp; Food Special Interest Group Amanda McAlpine <b>RTTP</b>, Diversity and Inclusion Special Interest Group</p>

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	<p><b>Synopsis:</b> Overview of the various KCA Special Interest Groups – what are they, what is their purpose and how can you be involved.</p>
2:45-3:10pm	<p><b>AFTERNOON TEA BREAK</b></p>
3:10-4:10pm	<p style="text-align: center;"><b>Title:</b> The Governments role and direction (NZ and Australia) <b>Facilitator:</b> Amanda McAlpine <b>RTTP</b></p> <p><b>Speakers:</b> Hon Minister Judith Collins, NZ Minister of Science, Innovation and Technology Anna Henning, Senior Investment Manager, Ministry of Business, Innovation and Employment Anthony Millgate, Assistant Secretary, Research Commercialisation, Australian Government Department of Education Amy Hunter, Executive Director, Recycling and Clean Energy Commercialisation Hub (REACH) Trailblazer, Deakin University Chris Downs, Director Food and Beverage Accelerator (FaBA) Trailblazer, University of Queensland David Lord, growAG</p> <p><b>Synopsis:</b> Overview of government (Australia and NZ) interventions and strategies into research, innovation and entrepreneurship.</p>
4:10-5pm	<p style="text-align: center;"><b>Title:</b> Technology Transfer and Venture Capital <b>Facilitator:</b> Stephen Flint <b>RTTP</b>, Auckland UniServices</p> <p style="text-align: center;"><b>Panellists:</b> Shane Meaney, IP Group Laura Droessler-Dansie, UniSeed Alex Romero, Main Sequence Jacques Richter, NZ Growth Capital Partners</p> <p><b>Synopsis:</b> Discuss and share practices in technology transfer and venture capital partnerships, as well as common pitfalls of academic spinouts in the earliest and most vulnerable stages of creation.</p>
5.00 – 5.30pm	<p style="text-align: center;"><b>Meet Up – Learn More – Trailblazers Australia (the back of the Conference Room)</b></p> <p>Amy Hunter, Executive Director, Recycling and Clean Energy Commercialisation Hub (REACH) Trailblazer, Deakin University Chris Downs, Director Food and Beverage Accelerator (FaBA) Trailblazer, University of Queensland Sanjay Muzumdar, Executive Director, Defence Trailblazer Hunter Walkenhorst, Business Development &amp; Commercialisation, Uni Southern Queensland and iLaunch Trailblazer Emmanuel Mastio, Executive Director, NSW Uni &amp; TRaCE Trailblazer Rohan McDougall <b>RTTP</b>, Director, Resources and Critical Minerals Trailblazer (RCMT)</p>
5:10-5:30pm	<p><b>KCA Annual General Meeting</b></p>



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	*KCA Members Only
5:10-5:30pm	<b>Agriculture and Food - Special Interest Group</b> <b>Venue:</b> Reds Bar, QT Hotel
7-10pm	<b>KCA Conference Dinner</b> <b>Venue:</b> The Winehouse, Gibbston Valley  <b>Presentation of Australasian Research Commercialisation Awards</b> Best Industry Collaboration <i>sponsored by CampusPlus</i> Best Licensing Deal Best Spin-out <i>sponsored by IP Group Australia</i> Best Knowledge Exchange Initiative Research Commercialisation Professional of the Year  <b>After-Dinner Speaker:</b> Marc Sedam <b>RTTP</b> , Vice President, Technology Opportunities and Ventures, New York University, past Chair of AUTM

## Thursday 17<sup>th</sup> October

DAY TWO Pipeline Room, QT Hotel	
9-9:15am	Registration Desk Open
9:15-10:15am	<p style="text-align: center;"><b>Title:</b> Innovation Synergy: Aligning Academia and Industry for Success  <b>Facilitator:</b> Zahra Shahbazian <b>RTTP</b>, Kimia Innovations</p> <p style="text-align: center;"><b>Speakers:</b> Rajiv Cabraal, CSIRO            Shalini Divya, CEO &amp; Co-Founder, Tasmanlon            Rohan McDougall, Curtin University</p> <p><b>Synopsis:</b> This session delves into the challenges faced by both sectors, including navigating intellectual property rights, aligning research goals with commercial interests, and fostering effective communication and partnerships. Experts and industry leaders share insights on best practices, successful case studies, and innovative approaches to enhance collaboration, highlighting the pivotal role of universities and SMEs in advancing technology transfer and driving entrepreneurial success.</p>
10:15-10:30am	<p style="text-align: center;"><b>Title:</b> RTTP accreditation  <b>Speaker:</b> Amanda McAlpine <b>RTTP</b></p> <p><b>Synopsis:</b> Learn about Registered Technology Transfer Professionals (RTTP) designation, a global professional credential for Technology Transfer or Knowledge Exchange professionals.</p>



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10:30-11am	<b>MORNING TEA BREAK</b>
11am-11:55pm	<p><b>Title:</b> TTO Investment Funds <b>Facilitator:</b> Ela Romanowska <b>RTTP</b>, Wellington UniVentures</p> <p><b>Speakers:</b> Melissa Yiannoutsos, Booster Alastair Hick <b>RTTP</b>, Monash University</p> <p><b>Synopsis:</b> Overview of various TTO investment funds - how they came about, where the funds came from, structure and decision making metrics (eg., financial, impact).</p>
11:55-12:45pm	<p><b>Title:</b> Supporting our Emerging Leaders <b>Facilitator:</b> Dan Carlisle, Massey Ventures, Nexus</p> <p><b>Panellists:</b> Will Charles <b>RTTP</b>, Auckland UniServices Danielle Neale, University of Newcastle Ella Moffat, Massey Ventures Stephen Lam, Macquarie University</p> <p><b>Synopsis:</b> Hear from emerging leaders how TTO's can support their development journey and learn what leading TTO's are putting in place to build the next generation of commercialisation professionals.</p>
12:45-1:30pm	<b>LUNCH</b>
1:30-1:45pm	<p><b>Title:</b> KCA Networks and engagement</p> <p><b>Speakers:</b> Alan Hucks (NZ KCA Network Chair) + other Network Chairs in attendance</p> <p><b>Synopsis:</b> KCA Networks galvanise local communities of practice and promote an environment for interdisciplinary discussion and collaboration. What they do, what they provide and how to get involved.</p>
1:45-2:05pm	<p><b>Title:</b> Previous KCA Award winner update - QUT</p> <p><b>Speaker:</b> Erin Rayment <b>RTTP</b>, Deputy Vice-Chancellor (International) and Vice-President (Business Development), Queensland University of Technology Kate Taylor <b>RTTP</b>, Queensland University of Technology</p> <p><b>Synopsis:</b> Previous KCA Award winner presents an overview of the deal(s) and subsequent impact. QUT's Banana Biotechnology Program has been transforming bananas for over 25 years, delivering significant economic, social and community benefits in Australia and globally. In February 2024, the Australian Government issued QUT a licence to commercially</p>



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	<p>release QCAV-4, a genetically modified (GM) variety of Cavendish banana designed to help save the world's Cavendish banana production.</p>
2:05-2:45pm	<p><b>Title:</b> Social impact deep dive: ENGAGE Play  <b>Facilitator:</b> Kate Taylor <b>RTTP</b>, Queensland University of Technology</p> <p><b>Speakers:</b> Jimmy McLauchlan, Methodist Mission Southern  David Christensen <b>RTTP</b>, Otago Innovation Ltd</p> <p><b>Synopsis:</b> Learn how an evidence-based approach to developing children's self-regulation skills through play has secured NZ\$30 million in funding to implement the program in 350 early childcare education centres.</p>
2:45-3:45pm	<p><b>Title:</b> Tales of commercialisation - Coffee, Grey Hairs, Successes and Learnings  <b>Facilitator:</b> Ela Romanowska <b>RTTP</b>, Wellington UniVentures</p> <p><b>Speakers:</b> Peter Cook  Jeremy Jones</p> <p><b>Synopsis:</b> Be inspired by panellists' journeys that gave them grey hairs, took "deal fatigue" to a whole new level, and that demonstrate how tenacity, perseverance, consumption of caffeine as well as a sense of humour, are critical traits for tech transfer evangelists' work.</p> <p>Peter Cook from Plant and Food Research New Zealand, will take us through a multi- decade plant variety development and commercialisation story, the international partnerships, local ventures which ultimately yielded Tutti apples.</p> <p>Jeremy Jones will tell us of his journey moving from a senior commercialisation support role in Wellington UniVentures – the TTO of Victoria University of Wellington - to co-founder of AuramerBio (aptamer-based biosensors), and the learning brought back to UniVentures.</p>
3:45-4pm	<p><b>Closing remarks for KCA 2024</b></p>
4:30 - 6pm	<p><b>Title:</b> KCA HASS Special Interest Group network catch  <b>Venue:</b> The Lodge Bar by Rodd &amp; Gunn, Queenstown</p>

## Friday 18th October

<b>Post-conference  QT Hotel</b>	
8:30am-1pm	<p><b>Title:</b> WORKSHOP: Enhancing Technology Transfer: Mastering Due Diligence and Pre-Diligence Techniques  <b>Facilitator:</b> Denise Hodge – JourneyTech  David Ireland  Roberto Persivale - The Growth Drivers and</p>



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Kate Taylor **RTTP**, Queensland University of Technology

**Synopsis:**

This 4.5-hour workshop positions due diligence as the central pillar of technology commercialisation, while introducing pre-diligence as a complementary and crucial approach. Aimed at technology transfer professionals, the workshop focuses on mastering due diligence processes and equips participants with the skills to implement pre-diligence practices to better support research teams early in the development cycle. This blend ensures a robust foundation for evaluating and advancing technological innovations towards successful commercial outcomes. The workshop will include case studies, lived examples, team activities and shared learnings.

RTTP CEP Pending est 4 CEP.