



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	
	<p>Title: WORKSHOP: Negotiation for Technology Transfer Professionals</p> <p>Facilitator: Erin Rayment RTTP, Deputy Vice-Chancellor (International) and Vice-President (Business Development) and Denise Hodge - JourneyTech</p> <p>Panellist: Marc Sedam, Vice President, Technology Opportunities and Ventures, New York University, past Chair of AUTM</p> <p>Synopsis:</p> <p>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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Unleashing Potential: Our Stories of Innovation, Inspiration and Impact



Wednesday 16th October

DAY ONE QT Hotel	
7:00-17:00	Registration Desk Open
7:00-8:00am	RTTP BREAKFAST (<i>invitation only event</i>)
9:00-9:15am	Welcome
9:15-9:25am	Opening address Quin Chang RTTP <i>KCA Chair</i>
9:25- 10:15am	Keynote Speaker Title: TBC Speaker: Fady Mishriki, Founder of PowerbyProxi
10:15-10:45am	Title: 2023 Survey of Commercialisation Outcomes from Public Research (SCOPR) Facilitator: John Grace, KCA Independent Board member, SCOPR Committee Chair Speakers: Erin Rayment RTTP, Queensland University of Technology Synopsis: The summary results of SCOPR 2023 will be presented, showcasing the exciting results of commercialisation outcomes from public research in Australasia. Now in its fifth year of data collection, KCA has invited Australian and New Zealand universities, medical research institutes and publicly funded research organisations to participate in SCOPR 2023.
10:45-11:15am	MORNING TEA BREAK
11:15-12.15pm	Title: The Role of AI in Transforming Technology Transfer Facilitator: Dave Christensen RTTP, Otago Innovation Ltd Speaker: Marc Sedam, Vice President, Technology Opportunities and Ventures, New York University, past Chair of AUTM Synopsis: 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.

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12:15-1:15pm	LUNCH BREAK
1:15-2:10pm	<p style="text-align: center;">Title: Indigenous knowledge Facilitator: Michelle Polglase, KiwiNet</p> <p style="text-align: center;">Panellists: Tori McNoe, Auckland UniServices Graham Strong, Otago Innovation Ltd Nancy Garrity, Manaaki Whenua Landcare Research Louisa Warren, CSIRO</p> <p>Synopsis: 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>
2.10–2:30pm	<p style="text-align: center;">Title: Previous KCA Award winner update – Massey Ventures Facilitator: Dan Carlisle, Massey Ventures</p> <p style="text-align: center;">Speaker: Mark Cleaver RTTP, Massey Ventures</p> <p>Synopsis: 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>
2:30-2:45pm	<p style="text-align: center;">Title: KCA Special Interest Groups Facilitator: Amanda McAlpine RTTP</p> <p>Synopsis: Overview of the various KCA Special Interest Groups – what are they, what is their purpose and how can you be involved.</p>
2:45-3:05pm	AFTERNOON TEA BREAK
3:10-4:10pm	<p style="text-align: center;">Title: The Governments role and direction (NZ and Australia) Facilitator: Amanda McAlpine RTTP</p> <p>Synopsis: Overview of government (Australia and NZ) interventions and strategies into research, innovation and entrepreneurship.</p>
4:10-5pm	Title: Technology Transfer and Venture Capital



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	<p>Facilitator: Stephen Flint RTTP, Auckland UniServices</p> <p>Panellists: Shane Meaney, IP Group Laura Droessler-Dansie, UniSeed Alex Romero, Main Sequence TBC, NZ Growth Capital Partners</p> <p>Synopsis: 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>
5:10-5:30pm	<p>KCA Annual General Meeting *KCA Members Only</p> <p>Special Interest Groups TBC</p>
7-10pm	<p>KCA Conference Dinner Venue: The Winehouse, Gibbston Valley</p> <p>Presentation of Australasian Research Commercialisation Awards 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</p> <p>After-Dinner Speaker: Marc Sedam, Vice President, Technology Opportunities and Ventures, New York University, past Chair of AUTM</p>

Thursday 17th October

DAY TWO Pipeline Room, QT Hotel	
9-9:15am	Registration Desk Open
9:15-10:15am	<p>Title: Innovation Synergy: Aligning Academia and Industry for Success Facilitator: Zahra Shahbazian RTTP, Kimia Innovations</p> <p>Speakers: Rajiv Cabraal, CSIRO</p> <p>Synopsis: 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</p>

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	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.
10:15-10:30am	<p>Title: RTTP accreditation</p> <p>Synopsis: Learn about Registered Technology Transfer Professionals (RTTP) designation, a global professional credential for Technology Transfer or Knowledge Exchange professionals.</p>
10:30-11am	<p>MORNING TEA BREAK</p>
11am-11:55pm	<p>Title: TTO Investment Funds Facilitator: Ela Romanowska RTTP, Wellington UniVentures</p> <p>Speakers: Melissa Yiannoutsos, Booster Alastair Hick RTTP, Monash University</p> <p>Synopsis: 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>Title: Supporting our Emerging Leaders Facilitator: Dan Carlisle, Massey Ventures, Nexus</p> <p>Panellists: Will Charles RTTP, Auckland UniServices Danielle Neale, University of Newcastle Ella Moffat, Massey Ventures Stephen Lam, Macquarie University</p> <p>Synopsis: 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	<p>LUNCH</p>
1:30-1:45pm	<p>Title: KCA Networks and engagement</p> <p>Speakers: Alan Hucks (NZ KCA Network Chair) + other Network Chairs in attendance</p> <p>Synopsis: 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>Title: Previous KCA Award winner update - QUT</p>



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	<p>Speaker: Erin Rayment RTTP, Deputy Vice-Chancellor (International) and Vice-President (Business Development), Queensland University of Technology</p> <p>Synopsis: Previous KCA Award winner presents an overview of the deal(s) and subsequent impact.</p>
2:05-2:45pm	<p>Title: Social impact deep dive: ENGAGE Play</p> <p>Facilitator: Kate Taylor RTTP, Queensland University of Technology</p> <p>Speakers: Jimmy McLauchlan, Methodist Mission Southern David Christensen RTTP, Otago Innovation Ltd</p> <p>Synopsis: 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>Title: Legendary Deals</p> <p>Facilitator: Ela Romanowska RTTP, Wellington UniVentures</p> <p>Synopsis: 2 presentations of the ‘warts and all’ story of deals that translated into significant impact.</p>
3:45-4pm	<p>Closing remarks for KCA 2024</p>



Friday 18th October

Post-conference QT Hotel	
8:30am-1pm	<p>Title: WORKSHOP: Enhancing Technology Transfer: Mastering Due Diligence and Pre-Diligence Techniques</p> <p>Facilitator: Denise Hodge – JourneyTech David Ireland Roberto Persivale - The Growth Drivers and Kate Taylor RTP, Queensland University of Technology</p> <p>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.</p> <p>This course will earn you points towards RTP status.</p>