

# **MTPConnect**

MedTech and Pharma Growth Centre

## **Business Plan** **FY2020**

1 JULY 2019



Australian Government  
Department of Industry,  
Innovation and Science

**Industry  
Growth  
Centres**



## **INTRODUCTION**

The following report is the Business Plan from MTP-IIGC Ltd (trading name MTPConnect) to the Department of Industry Innovation and Science (DIIS); a contracted deliverable as detailed in the Funding Agreement signed by MTPConnect and DIIS on 18 December 2015 and in the two Variations to the Funding Agreement signed on 3 May 2016 and 15 January 2019.

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## Executive Summary/Overview

MTPConnect, the Medical Technologies and Pharmaceuticals (MTP) Industry Growth Centre (GC), is an independent, not-for-profit organisation that champions a sector-led approach to accelerating the growth of Australia's MTP sector.

Focusing on the four objectives of the Industry Growth Centre (IGC) Initiative – increasing Collaboration and Commercialisation, improving Management and Workforce Skills, improving access to Global Supply Chains and Markets and optimising the Regulatory and Policy Environment - MTPConnect forges stronger connections between research and industry and maximises opportunities for Australians to make scientific and technological breakthroughs that are successfully translated and commercialised.

Since establishment in November 2015, MTPConnect has significantly impacted the MTP sector by delivering *Strategic Funding* to key initiatives, undertaking *Direct Action* and being the trusted and *Independent Voice* to inform government on key issues, challenges and opportunities. Through the GC Project Fund,

MTPConnect has committed \$15.6 million across 36 collaborative projects, engaging over 160 consortium members. MTPConnect-funded projects have achieved demonstrable results, including 68 technologies being invented or progressed, 37 patents/trademark applications and licenses, 11 start-up companies, 45 direct jobs being created and more than \$6 million of investment flowing into incubator companies (as at 30 June 2018).

MTPConnect also operates the Medical Research Future Fund's \$45 million BioMedTech Horizons (BMTH) program and the \$22.3 million Biomedical Translation Bridge (BTB) program. The BMTH program has currently committed \$10 million to support 11 projects and will deploy an additional \$35 million over the next three years. BTB will launch its first round of funding in FY2020. These programs will ensure that MTPConnect remains relevant as a major funding body over the next four years and will allow us to continue supporting translation of Australia's research into commercial and clinical outcomes.



Australian Government  
Department of Industry,  
Innovation and Science

Industry  
Growth  
Centres

BMTH

BioMedTech Horizons  
PROGRAM

SUPPORTING TRANSLATION OF AUSTRALIAN MEDICAL TECHNOLOGY INNOVATION



Biomedical  
TRANSLATION BRIDGE  
PROGRAM

Department of Industry  
Innovation and Science

**\$15.6M**



Grants Fully Committed



36 Projects



14 University Led



22 Industry Led



\$26M Matching

Department of Health  
Medical Research Future Fund

**\$45M**



\$10M Committed



11 Projects



7 in Precision Med



4 in 3D Printing



\$13.3M Matching

Department of Health  
Medical Research Future Fund

**\$22.3M**



Round 1 Opens



July 2019

Note: Data as at 30/06/2018

# MTPConnect's **vision** for the MTP sector



## MTPConnect's vision for the MTP sector

Technological developments and shifts in consumer behaviour are creating exciting opportunities within the MTP sector. Developments such as genomics, gene-editing, big data and analytics are accelerating the rise of precision medicine and digital health solutions. The ability to develop products and services tailored to individual / groups of consumers with seamless digital connectivity and integration is becoming increasingly feasible and holds

promise for enabling better health outcomes. Consumers are also increasingly aware of key issues affecting their overall health and wellbeing and are looking to take more responsibility for maintaining or improving their health. In this context, it is crucial for the Australian MTP sector to take a collective, coordinated response to these changes and sector megatrends to maximise value creation for the industry and drive better patient outcomes.






## Sector megatrends overview



Through a rigorous process of stakeholder engagement and independent assessment, MTPConnect has identified a suite of Knowledge Priorities (KPs), or areas where there is a high level of unmet need globally and where Australia is, or has the potential to be, a leading contributor, to provide strategic focus to the sector's activities for FY2020 and beyond. As shown in the diagram below, six areas of

science, nine therapeutic areas, five device / diagnostic areas and four other existing national priorities have been identified as Current KPs while seven areas have also been identified as Emerging KPs. Further, to better understand the MTP sector's workforce capabilities, a 'root and branch' skills audit has been identified as a priority for FY2020.

### The following Knowledge Priorities have been shortlisted based on our analysis

 AREAS OF SCIENCE	 THERAPEUTIC AREAS	 DEVICE & DIAGNOSTIC AREAS	 SKILLS & CAPABILITIES	 OTHER EXISTING NATIONAL PRIORITIES
<b>Current</b>				
<u>Biochemistry and cell biology (including synthetic biology)</u> <u>Psychology and cognitive sciences</u> <u>Genetics and precision medicine</u> <u>Microbiology</u> <u>Immunology</u> <u>Paediatrics and reproductive medicine</u>	<u>Oncology</u> <u>Infectious disease (including antimicrobial resistance)</u> <u>Neurosciences and neurology</u> <u>Cardiac and cardiovascular systems</u> <u>Diabetes, endocrinology and metabolism</u> <u>Respiratory disorders (e.g. asthma)</u> <u>Arthritis and musculoskeletal conditions</u> <u>Aged and palliative care</u> <u>Aboriginal and Torres Strait Islander Health</u>	<u>Diagnostic device – POC / lab</u> <u>Surgical devices and consumables</u> <u>Implantables (including 3D printed custom devices and bionics)</u> <u>Wearable devices</u> <u>Digital health and monitoring</u>	Certain skills / capabilities have been identified through prior work, including advanced manufacturing, clinical trials expertise and big data analytics. MTPConnect to lead a skills audit in 2019 along with sector participants to identify skills gaps within these KPs	<u>Drug repurposing</u> <u>Biosecurity</u> <u>Data science</u> <u>Rare diseases</u>
<b>Emerging</b>				
<u>Human movement and sports science</u> <u>Medical physiology</u> <u>Medical biotechnology</u> <u>Nanotechnology</u>	<u>Regenerative medicine</u> <u>Optometry and ophthalmology</u> <u>Pain management</u>			

MTPConnect's vision for the MTP sector includes an explicit emphasis on driving better health outcomes for all Australians and international consumers through access to Australian MTP innovations. Implicit in any

commercialisation and industry success is the imperative of improved healthcare outcomes. This vision will be achieved through seven Sector Growth Priorities.

Sector Growth Priorities	
<b>Priority 1</b>	Align investment in Knowledge Priorities that meet current and future market needs
<b>Priority 2</b>	Create a highly productive commercialisation environment from research to proof-of-concept and early clinical trials
<b>Priority 3</b>	Transform the SME sub-sector to support the growth of smaller companies into larger, more stable and successful companies
<b>Priority 4</b>	Strengthen Australia as an attractive clinical trial research destination
<b>Priority 5</b>	Support the development of digital healthcare solutions: devices and data analytics
<b>Priority 6</b>	Position Australia as a preferred partner for international markets
<b>Priority 7</b>	Support advanced manufacturing as a part of the broader Australian innovation system

**With a continuing focus on activities which address the key knowledge and sector priorities, and which align with the four objectives of the IGC Initiative – increasing Collaboration and Commercialisation, improving Management and Workforce Skills, improving access to Global Supply Chains and Markets and optimising the Regulatory and Policy Environment – during 2019-20, MTPConnect will continue to help the sector:**



Create more products that reach the proof-of-concept phase and early-stage commercialisation



Increase the number of companies that have late-stage product successes



Maximise the value of any IP monetisation events

MTPConnect is committed to ensuring the Australian MTP sector continues to evolve to meet the ever-changing landscape of global healthcare and ensuring the sector remains a strong and valuable contributor to the Australian economy, generating greater employment and creating wealth.

MTPConnect's 2016 Sector Competitiveness Plan predicts that by 2025 a vibrant and competitive MTP sector could generate an additional c.28,000 jobs (job growth of c.60%

compared to 2015) and add an additional c.\$3.2 billion in GVA per annum (an increase of 75% compared to 2015 resulting in an additional cumulative GVA of c.\$18 billion over the 10-year period 2015 to 2025). Underpinning this economic and jobs growth will be enhanced healthcare outcomes for patients/consumers and their families, both in Australia and internationally.

# How MTPConnect is achieving the Program objectives



## How MTPConnect is achieving the Program objectives

As stated in MTPConnect's Funding Agreement with the Commonwealth, the Industry Growth Centre Initiative aims to encourage the commercialisation of new products; enhance workforce skills; reduce red tape; and forge closer links with global supply chains.

MTPConnect is achieving these objectives through targeted activities and initiatives under the four GC objectives:

- **Objective A Collaboration and Commercialisation**
- **Objective B Management and Workforce Skills**
- **Objective C Global Supply Chains and Markets**
- **Objective D Regulatory and Policy Environment**

MTPConnect is working with the Department of Industry, Innovation and Science to develop a Program Logic and Performance Framework to record, evaluate and assess the short, medium and long-term impact the initiatives and activities we support have on the overall MTP sector.

## Objective A: Collaboration and Commercialisation

Australia has a vibrant research sector supported by world-class infrastructure, yet its commercialisation productivity continues to decline. In 2019, Australia ranked 22nd on the Global Innovation Index even though since 2014 it has ranked 10th to 15th in the world for Innovation Inputs. During the same period our Innovation Outputs fell from 22nd in 2014 to 31st in 2018/19. While these measures are not sector-specific, they underscore the importance of the public policy objective of lifting innovation outputs that arise from our research.

MTPConnect plays a leading role in addressing the challenges faced by the MTP sector in translating research through to commercial outputs. We have successfully deployed GC Project Funding as well as BMTH funding across a wide range of project areas, ranging from 3D anatomical printing and precision medicine to clinical trials, advanced manufacturing and industry mentoring. As at 30 June 2018, these projects have driven cross-sector collaborations, with 60 per cent of MTPConnect projects involving industry-research collaborations.

During FY2020, MTPConnect will continue to strategically deploy capital from its three funding schemes; GC Project Fund, the BMTH Program and the BTB Program. These funds will help Australian entities translate world-leading research into medical technologies, biological and pharmaceutical products that significantly improve patient outcomes.

## Objective B: Management and Workforce Skills

"Technological advancements are creating significant opportunities for Australia to boost productivity and enhance the competitiveness of industries. However, new technologies such as automation, AI and robotics are shifting jobs away from low-skilled, routine tasks to high-skilled positions requiring intelligence, judgement, creativity and problem-solving skills." (Future of Work – Growth Centre Perspective)

Rapid changes in the MTP sector, coupled with the need to capitalise on innovation outputs, places a growing importance on developing and supporting management and workforce skills. MTPConnect will continue to play a leading role in supporting skill development across the sector, from VET through to Early Career Researcher training, internships and mentoring.

By effectively blurring the lines between industry, research and teaching, MTPConnect will help ensure that Australia develops an industry-ready workforce and a growing culture of translation and commercialisation. Through programs like IMNIS, Bridge and BridgeTech, MTPConnect's funding has grown the sector's skills base. We will continue to expand these programs, support the VET sector and investigate new ways to support internships to ensure that the sector's skills keep pace with changing needs.

Beginning in 2019, the BTB Program provides new financial support for the Bridge and BridgeTech programs, ensuring that hundreds of early career researchers will gain the critical skills needed to translate and commercialise their research outputs.

## Objective C: Global Supply Chains and Markets

To be successful, Australian companies need to develop their products for global markets. Through strong international links Australian companies can better understand global market opportunities and the developmental and regulatory requirements needed to access these markets.

MTPConnect has successfully engaged with international markets to promote the strengths and capabilities of the Australian MTP sector and its participants. The facilitation of both inbound and outbound trade and investment missions has prompted vibrant collaboration and linkages on an international scale.

MTPConnect will continue to play a key role in international engagement. We will work with Austrade and Australia's peak industry bodies to strategically develop the sector's presence in national and international markets by fostering relationships and partnerships, leading outbound

trade missions, supporting inbound delegations and bringing global best practice to Australia. In FY2020 we will support Australia's presence at key conferences, including the MedTech Conference 2019 and BIO2020 to ensure Australian MTP companies continue to build key international connections and sophisticated market entry strategies and that Australia remains a preferred destination for clinical trials.

## Objective D: Regulatory and Policy Environment

MTPConnect has represented the MTP sector with a strong independent voice, working with numerous agencies and industry bodies to streamline regulation pathways and promote the best interests of the whole sector. MTPConnect's work is broad and spans numerous regulatory areas including 3D printing, digital

health, clinical trials, precision medicine and R&D tax reform. MTPConnect's work with the Therapeutic Goods Administration (TGA) and other agencies on adaptive regulation for new technologies is one recent example of how we are supporting the sector.

Precision medicine, regenerative medicine, digital health and 3D printing of personalised medical devices have created an increasingly complex regulatory and policy pathway. More than ever, Australian SMEs will need assistance in negotiating these pathways. By continuing to identify regulations and policies that are unnecessary or overly burdensome, MTPConnect will continue to be a key independent and sector-wide voice for change to ensure Australia's regulatory, policy and tax environment keeps pace with rapidly changing sector needs, while at the same time safeguarding patients.

# MTPConnect's Priority Actions



## MTPConnect's Priority Actions

MTPConnect's priority actions for FY2020 build on our achievements and address the key challenges of the sector. MTPConnect's priority actions can be broadly categorised into three themes:

1. Deploying strategic initiative funding;

2. Providing industry thought leadership through an independent voice; and

3. Taking direct action focused on the four Growth Centre objectives

### Project Funding

Jointly funding targeted, sector-led projects to address constraints and gaps

1

### Independent Voice

Listening to the sector to provide an independent voice to shape policy and regulatory renewal and influence the direction of funding

2

### Take Action

Undertaking highly targeted actions to grow the MTP sector

3

During FY2020, MTPConnect will undertake strategic initiatives that are informed by knowledge and sector priorities and align with the four objectives of the IGC Initiative, as detailed in the following tables.

## Objective A: Increasing Collaboration and Commercialisation

Activity	Deliverable
<p><b>Continue collaboration with key organisations, firms, industry bodies and agencies to promote outcomes consistent with the four IGC objectives to grow the MTP sector. These entities include:</b></p> <ul style="list-style-type: none"> <li>• CSIRO/TGA/MRFF/BTF</li> <li>• MTAA</li> <li>• Medicines Australia</li> <li>• AusBiotech</li> <li>• Austrade</li> <li>• The Australian Investment Council/VCs</li> <li>• Established and new CRCs</li> <li>• Relevant clinical specialty associations</li> <li>• Australian Patients Association</li> <li>• State governments &amp; state development agencies</li> </ul>	<p>Assist with joint events, promotion to the MTP sector, establish MOUs where beneficial for advancing sector priorities</p> <p>Details to be included in quarterly and annual reports</p>
<p><b>Effectively deploy and operate funds to increase collaboration and translation of research outputs, including:</b></p> <ul style="list-style-type: none"> <li>• The BMTH Program FY2020 \$10M (FY 2021 \$25M)</li> <li>• The BTB Program FY 2019 \$10.4M (FY 2020 \$5.3M, FY2021 \$5.3M, FY2022 \$1.3M)</li> </ul>	<p>Effective deployment of funds to the sector to improve translation of world-leading medical technology research and increase the number of companies securing funding</p>
<p><b>Mentor and support Australian entities applying for funding through programs including:</b></p> <ul style="list-style-type: none"> <li>• Cooperative Research Centre (CRC)</li> <li>• Cooperative Research Centre Project (CRC-P)</li> <li>• Australian Research Council (ARC) Industrial Transformation Research Program (ITRP)</li> </ul>	<p>Number of applicants assisted, number of successful applicants who were assisted and funds received.</p> <p>Amount of funding into MTP sector</p>
<p><b>Provide the ARC with critical review of all MTP-relevant applications to the ITRP Program to ensure they align with MTPConnect's Key Priorities as detailed in the Sector Competitiveness Plan</b></p>	<p>Number of applications reviewed. Amount of funding into MTP sector that aligns with the Sector Priorities of the SCP</p>
<p><b>Deployment of Guidance And Impact Tracking System (GAITS) software through BMTH / BTB program participants</b></p>	<p>To enhance project management outcomes, provide BMTH / BTB program participants with access to GAITS software to track and manage programs, security management and data sharing and analysis, with a view to maximising opportunities for project commercialisation success</p>
<p><b>Review and revise "The Economic Benefits of Clinical Trials to Australia" report launched by MTPConnect in June 2017 with updates as required following sector consultation</b></p>	<p>Updated report, disseminated widely, to inform growth of Australia's clinical trials capabilities</p>

## Objective B: Improving Management and Workforce Skills

Activity	Deliverable
<b>Comprehensive skills gap analysis for the MTP sector</b>	Produce a 'root and branch' analysis of the MTP workforce to provide a comprehensive understanding of current and future skills gaps. The analysis is an essential step in preparing Australia's MTP workforce to meet future demands
<b>Conduct 2-day national MTP workshop that brings recipients of MTPConnect's GC Project Funding, BMTH funding and BTB funding together with key industry, VC and Government leaders</b>	Major event to inform sector growth. Number of attendees, feedback from attendees
<b>Support Ribit events in Western Australia and NSW to connect students with employers for internship opportunities</b>	Number of attendees (students / companies), number of internships resulting
<b>BTB specific training program supported by Bridge and BridgeTech Programs</b>	Number of attendees, feedback from attendees
<b>Continue work with the Department of Education and Training and industry stakeholders on the Pharmaceutical Industry Reference Committee (IRC) and the Food, Beverage and Pharmaceutical Manufacturing Skills Industry Reference Committee</b>	Meeting attendance. Updates in annual or quarterly reports. Case studies, podcasts and other promotions of results and individual success stories where available. Development and uptake of new industry relevant training programs
<b>Launch cohort network for Growth Centre program participants</b>	Coordinate the collection of details of participants in the MTPConnect skills and training projects, with the intention of sharing information on future MTPConnect training events and other relevant MTPConnect projects
<b>Launch and stage Growth Centre Project Consortium Alumni Event</b>	Coordinate an event to allow specific training to Project leads and their industry consortium members on subjects such as IMPACT measurement, gather case studies and other outcome information and facilitate inter-project networking and collaboration
<b>Assessment of MTP sector's digital cyber capabilities</b>	Work with the Digital Health CRC and AustCyber Growth Centre to produce a report on the MTP sector's cyber-preparedness, including an action plan to address identified gaps

## Objective C: Improving Access to Global Supply Chains and Markets

Activity	Deliverable
<b>Provide support to AusBiotech to help coordinate and recruit delegates to attend the BIO2020 Conference</b>	Strong Australian delegation and delivery of in-market value-add activities for delegates, including Federal and State Government delegates, to support improved access to global supply chains and international markets
<b>Lead development of BIO attendance sustainability strategy to ensure ongoing 'Team Australia' presence</b>	Working with industry and government, including Austrade, DFAT, DIIS, Department of Health and State governments, develop and implement a strategy for sustainability of impactful Australian delegation attendance and BIO conferences
<b>Coordinate and recruit Australian businesses and researchers to attend the 2019 MedTech Conference in Boston</b>	Strong Australian delegation and delivery of in-market value-add activities to support improved access to global supply chains and international markets
<b>Continue to promote Australia as a preferred destination for clinical trials to grow the sector's export earning potential</b>	Number of clinical trials conducted, increased export earnings
<b>Support initiatives which promote market readiness for MTP entities, including Entrepreneur's Programme and Accelerating Commercialisation</b>	Attendees at market readiness activities
<b>Provide podcasts, webinars and other online tools to provide cost-effective and easily accessible international market intelligence</b>	Number of podcasts and webinars, number of subscribers
<b>Work with Austrade and other entities on inbound and outbound delegations to promote international links and attract Foreign Direct Investment (e.g. UK Trade Mission with British Australian Chamber of Commerce, BioJapan, BioKorea and the AusBiotech Asian Investment Forum)</b>	Number of delegations, number of companies supported

## Objective D: Optimising the Regulatory and Policy Environment

Activity	Deliverable
<b>Continue to provide advice, formally and informally, to government and policymakers on key sector issues</b>	MTPConnect involvement on policy panels and committees, including but not limited to Clinical Trials Collaborative Forum, Genomic Health Futures and Stem Cell Therapies missions and CSIRO Health and Biosecurity steering committee
<b>Deliver White Papers on emerging sectoral issues and megatrends to inform policy development</b>	Produce and publish two Policy White Papers to highlight issues of relevance to the MTP sector and inform public policy responses. Topics to be informed by emerging Knowledge Priorities and megatrends as identified in 2019 SCP and could include oral health, value-based healthcare, 3D printing regulatory paths or AntiMicrobial Resistance (AMR)
<b>Identify and establish a national Regenerative Medicine sector 'catalyst' collaboration body to advance the development of Australia's RM sector</b>	MTPConnect, in collaboration with the AusBiotech Regenerative Medicine Advisory Group will work to establish a 'catalyst' collaboration body to drive recommendations in our RM report. Initiative aligns with the MRFF Stem Cell Therapies Mission
<b>Organise, support and chair workshop on Patient-Specific Implant Regulatory and Reimbursement Technology Pathway</b>	Organise and deliver a roundtable event at an appropriate conference with participation from TGA, Stryker Medical, Anatomics, and the Innovative Manufacturing CRC leading to a discussion paper that will facilitate businesses and researchers navigating regulatory and reimbursement pathways for Patient-Specific Implants
<b>Establish and chair MTP relevant industry association Policy Reform Working Group</b>	MTPConnect to discuss the key policy challenges of the sector's industry organisations and identify areas of overly burdensome regulation and identify areas requiring alignment with international frameworks



### Measuring Success and Promotion

The performance and impact of MTPConnect's FY2020 strategic initiatives will be monitored using proven assessment tools including a CSIRO Impact Assessment Tool and the Net Promoter Index. Additional impact assessment will be provided through an Assessment Framework developed and implemented in collaboration with DIIS and measuring levels of engagement with MTPConnect's social media and digital channels and Podcast series.

# Activities and Milestones - FY2020



## FY2020 Activities Milestones and Performance Criteria

The Milestones below relate to specific activities and reports as detailed in the Funding Agreement and subsequent Deeds of Variation to the Funding Agreement between DIIS and MTPConnect and the Commonwealth's Growth Centre Guidelines.

Milestone number	Activity	Due Date	Deliverable
1	<b>MTPConnect Quarterly Report Q4 (1/4/19 to 30/6/2019)</b>	31 July 2019	Report submitted to DIIS
2	<b>Revised Sector Metrics and performance analysis (with DIIS and OCE)</b>	31 October 2019	Revised metrics document to be presented in Annual Report
3	<b>MTPConnect Quarterly Report Q1 (1/7/2019 to 30/9/2019)</b>	31 October 2019	Report submitted to DIIS
4	<b>MTPConnect 2018-2019 Annual Report with updated sector metrics</b>	31 October 2019	Report submitted to DIIS and, once approved by the Commonwealth, published on MTPConnect website
5	<b>MTPConnect Quarterly Report Q2 (1/10/2019 to 31/12/2019)</b>	31 January 2020	Report submitted to DIIS
6	<b>Sector Competitiveness Plan update and revised sector metrics</b>	28 February 2020	SCP submitted to DIIS and, once approved by the Commonwealth, published on MTPConnect website
7	<b>MTPConnect 2020 - 2021 Business Plan</b>	30 April 2020	Business plan submitted to DIIS and, once approved by the Commonwealth, published on MTPConnect website
8	<b>MTPConnect Quarterly Report Q3 (1/1/2020 to 31/3/2020)</b>	30 April 2020	Report submitted to DIIS

## MTPCONNECT LTD ABN: 53 608 571 277

As of 1 April 2019, the members of the Medical Technologies and Pharmaceuticals Industry Innovation Growth Centre are, or have been:

Member	Date joined	Date ceased	Comments
<b>Dr Bronwyn Evans</b>	November 2015	October 2018	MTP-IIGC Ltd founding chair
<b>Dr Nicholas Cerneaz</b>	June 2017		MTP-IIGC Ltd founding director
<b>Ms Julie Phillips</b>	June 2017		MTP-IIGC Ltd founding director
<b>Dr Douglas Robertson</b>	June 2017		MTP-IIGC Ltd founding director
<b>Ms Sue MacLeman</b>	November 2018		MTP-IIGC Ltd chair

Total Inactive Members for Period Ended March 2019: 1

# Budget



## Budget – In-Kind Contributions for FY2020

MTP-IIGC Ltd (trading as MTPConnect) has four company members.

The MTP sector individuals can join MTPConnect as network associates and MTP sector entities will join as network affiliates, through the MTPConnect website. They are not members of the company.

Member	In-kind contribution	Contribution value
<b>Ms Sue MacLeman</b>	Currently paid at approximately 50% of market rate – other 50% donated as in-kind.	
<b>Dr Nicholas Cerneaz</b>	Currently paid at approximately 50% of market rate – other 50% donated as in-kind.	
<b>Ms Julie Phillips</b>	Currently paid at approximately 50% of market rate – other 50% donated as in-kind.	
<b>Dr Douglas Robertson</b>	Currently paid at approximately 50% of market rate – other 50% donated as in-kind.	
<b>TOTAL</b>		<b>\$165,000</b>

Entity	In-kind contribution	In-kind value
Monash University	Two offices and five hot desk spaces.	\$80,000
University of Sydney	Two desk spaces in a self-contained office. Up to \$10,000 contribution to events.	\$50,000
University of Western Australia	Two desk spaces in a self-contained office.	\$40,000
<b>TOTAL</b>		<b>\$170,000</b>

## Budget – Cash Contributions for FY2020

A table of Cash Contributions from Growth Centre Members and Other Participants and Growth Centre Program funding.

Member	Contribution value
Ms Sue MacLeman	\$0
Ms Julie Phillips	\$0
Dr Douglas Robertson	\$0
Dr Nicholas Cerneaz	\$0
Other Participants	Contribution value
None	\$0

Other Participants	Contribution value
DoH BMTH funding	\$10 million (plus \$5 million received in April 2019) to be deployed in FY2020 as grant and operating funds
DoH BTB funding	\$15.7 million (\$10.4 million received in March 2019 and \$5.3 million due in September 2019) to be deployed in FY2020 as grant and operating funds
WA State support for WA Hub	\$300,000 to support sector activities in WA

Growth Centre Program funding	Date of payment if reporting milestone achieved	Contribution
Payment 15	31 Aug 2019	\$875,000
Payment 16	30 Nov 2019	\$1,250,000
Payment 17	31 Mar 2020	\$1,250,000
Payment 18	31 May 2020	\$1,250,000
<b>TOTAL</b>		<b>\$4,625,000</b>

## Budget – MTPConnect Project Funding Cash Contributions

To date, 36 projects have been contracted, with over \$22 million of matched funding committed and \$12 million of matched funding evidenced by projects so far. Growth Centre projects will continue beyond 30 September 2019 with matched funding assessed by MTPConnect for each project on a quarterly basis.

As detailed in the Funding Agreement - Deed of Variation signed by MTPConnect and DIIS on 3 May 2016, each Financial year the Growth Centre must obtain cash

contributions for projects using Project Funds (Item 1 of Schedule 2). Each financial year the Growth Centre must specify a total dollar amount to at least match known government sourced cash contributions they will obtain for projects undertaken using Project Funds. The estimates of cash contributions below are based on project budgets and may alter as the projects progress.

Government Sourced Contributions (Year of invoice)	Value	Minimum Cash Contributions to projects received from industry for FY2017.	Minimum Cash Contributions to projects received from industry for FY2018.	Minimum Cash Contributions to projects received from industry for FY2019 onwards.
<b>FY2016 – carried over to FY2017 with DIIS permission.</b>	\$1,400,000			
<b>FY2017</b>	\$3,200,000	\$1,468,689		
<b>FY2018</b>	\$8,000,000		\$2,372,263	
<b>FY2019</b>	\$3,000,000			\$11,759,048

## Expenses

A table of MTPConnect's FY2020 expenditure budget is included below. This budget is subject to change pending review and approval by the MTPConnect Board and future business requirements.

Operating Income	FY2020
Grants – operating expenses	\$3,500,000
Grants – DIIS other projects	\$1,125,000
Other income	\$35,769
<b>Total Operating Income</b>	<b>\$4,660,769</b>

Operating Expenses	FY2020
Travel Expenses	\$360,400
Office & Administration	\$145,300
Accounting, Legal, Audit & Other External Consultants	\$256,051
Employee and Board	\$1,795,000
Corporate Communications & Marketing	\$242,000
Events/Sector Support Projects <sup>1</sup>	\$350,000
Other Events/Government Sector Reports <sup>1</sup>	\$1,510,000
<b>Total Expenses</b>	<b>\$4,658,751</b>
<b>Profit/Loss from Operating Activities for the Period</b>	<b>\$2,018</b>

Project & Activity Funding	FY2020
MTPConnect Activities	\$0
Project Funds <sup>2</sup>	\$5,687,046
<b>Total Project &amp; Activity Expenditure<sup>2</sup></b>	<b>\$5,687,046</b>
<b>Profit/Loss from Project Activity for the Period</b>	<b>(\$5,687,046)</b>

<sup>1</sup> Given flatline nature of the renewed GC funding (Variation 15 January 2019) to be used to offset expiration of dedicated project funding.

<sup>2</sup> This funding indicates original GC project funding previously committed to projects that are already underway and will finish in FY2021.

# MTPConnect Industry Growth Centre **Projects**



## MTPConnect Industry Growth Centre Projects

The following table provides an overview of MTPConnect's GC projects. More information can be found at [mtpconnect.org.au](http://mtpconnect.org.au).



Improving Coordination and Collaboration



International markets and global value chains



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Regulation reform

### Industry Mentoring Network in STEM (IMNIS) program

ATSE

**Project description:** Aiming to narrow the cultural gap that exists in Australia between business and academia through the Industry Mentoring Network in STEM (IMNIS) program, that will develop a national mentoring program linking PhD students with qualified industry mentors.

**Outcomes:** 600 industry knowledgeable PhD students, including rural and remote students. Engagement with program Alumni for continuing information, networking and feedback.



### The Actuator

The Actuator Operations Ltd

**Project description:** To leverage Australia's existing industry and research capabilities in the acceleration of new high-value, medical device technology development opportunities through a number of focused, 15-month actuator programs.

**Outcomes:** 18 Medical device companies that are investment ready.



### Upgrade CSIRO Protein Production Platform

CSIRO

**Project description:** Aiming to upgrade the CSIRO (Clayton) protein production platform to human GMP capability for pilot-scale (<=200L) for a variety of expression systems (mammalian/yeast/bacterial) as well as scale-up of cells. Will include a training program for postgraduate study.

**Outcomes:** Production facility to produce small volumes for Phase II and Phase III Human clinical trials at a reasonable cost.

20 postgraduates knowledgeable in production system.



### BioFab3D@ACMD

St Vincent's Hospital (Melbourne) Limited

**Project description:** Support for BioFab3D@ACMD, a robotics and biomedical engineering centre, embedded within a hospital. Researchers, clinicians, engineers and industry partners will work alongside each other with a vision to build biological structures such as organs, bones, brain, muscle, nerves and glands.

**Outcomes:** 15 undergraduate or master's student researchers, 11 PhD researchers and 10 research fellows or senior research fellows have used the Centre facilities for their work.

The Centre is also being used by two MedTech start-ups: SWADE and HipFit.

HipFit is the first startup project conceived and developed entirely at BioFab3D. The team are using 3D printing technology to develop the world's first personalised hip guard, a device designed to protect the hips of elderly people at high risk of fracture from falls.

SWADE is developing a smart nasogastric tube to improve intubation success and are using BioFab3D's 3D printing capabilities to accelerate development of their prototype.



### ANDHealth

ANDHealth

**Project description:** Creating an integrated ecosystem for the development and commercialisation of evidence-based digital health products.

**Outcomes:** 10 evidence-based digital health product companies that are investment ready. Up to 30 companies attending a three day bootcamp.



### Comprehensive Global Investment Program

AusBiotech Ltd

**Project description:** Development of a comprehensive global investment education program for the Australian life science sector - companies, investors and researchers.

**Outcomes:** An additional 200 knowledgeable and engaged companies, investors and researchers investigating global opportunities.





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## Australian Centre for Regenerative Medicine

### Monash University

**Project description:** CCRM Australia, an Australian hub of Canada's Commercialization Centre for Regenerative Medicine (CCRM) will support the development of foundational technologies to accelerate the commercialisation of regenerative medicine products and therapies.

10 regenerative medicine product companies that are collaborating internationally to advance their product commercialisation.



### Hit ID Platform

#### Cancer Therapeutics CRC Pty Ltd (CTx)

**Project description:** Build on a national framework to provide Australian drug discovery organisations access to a comprehensive Hit ID platform that includes: a fit for purpose drug discovery library (up to 300,000 compounds); an ultra-high throughput screening facility; fragment based drug design capability; and a state of the art software platform for in silico drug discovery.

**Outcomes:** 5 Researchers or Companies have accessed the library.



### Pilot Implementation of the Australasian Tele-Trial Model

#### Clinical Oncology Society of Australia (COSA)

**Project description:** COSA has developed a national guide for implementation of the Australasian Tele-Trial Model in consultation with clinical trial sponsors, clinicians, health administrators and regulatory bodies. This project will implement a feasible and effective tele-health strategy to increase access to clinical trials closer to home, while at the same time ensuring the proper conduct of cancer clinical trials.

**Outcomes:** Four tele-trial model cancer trials in place with patients recruited.



### National Medical Device Partnering Program (NMDPP)

#### Flinders University of South Australia

**Project description:** Initial scoping of the roll out of a National Medical Device Partnering Program (NMDPP) to bring together research, clinical and industry partners in a streamlined process for collaboration and product development.

**Outcomes:** A National program is in place across all States with appropriate guidelines and governance determined.

A lead for each State has been identified and is driving the program.



## Vaccine Research in Australia: Landscaping Capabilities and Relevant Service

### Vaxine Pty Ltd

**Project description:** To assist in landscaping Australia's vaccine research capabilities and relevant services for the use by the whole MTP sector in a searchable database. Australia's first national Vaccine conference.

**Outcomes:** A better connected Vaccine community, engaging through the database and in person.

At least 5 collaborations on research or commercialisation occurring.



### The Bridge Program

#### Queensland University of Technology (QUT)

**Project description:** A consortium of 15 companies, universities and industry associations that aims to transfer practical skills on pharmaceutical commercialisation through online and residential training in drug discovery and development, and direct exposure to industry practitioners in the scientific, legal, financial, clinical, regulatory and reimbursement disciplines that contribute to the commercialising of medicines.

**Outcomes:** 200 early careers researchers knowledgeable in pharmaceutical commercialisation.

Networks developed between participants and industry.



### Accelerating Australia

#### Centre for Entrepreneurial Research and Innovation Limited (CERI)

**Project description:** A national consortium for translational medical technology and pharmaceuticals research and training. A small grant offered for scoping / development project on governance and national collaboration work.

**Outcomes:** Between March 2017 and March 2018, 194 people took part in training courses run by consortium members or by external providers but sponsored by the consortium. Their trainees have invented 19 new medical technology opportunities and since won commercial grants, seed funding, placements in accelerator programs, established companies and filed patent applications.





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## Biofabrication Institute

### Queensland University of Technology (QUT)

**Project description:** Support for a biofabrication research centre located on a hospital campus utilising 3D digital scanning, modelling and advanced manufacturing technologies. Initially scanning and modelling ears for children with Microtia.

**Outcomes:** Specifications for a Biofabrication centre, with industry partners engaged.

Children recruited to a pilot project investigating biofabrication of ear prosthetics.



## Clinical Trial: Impact and Quality (CT:IQ)

### Bellberry Ltd

**Project description:** Clinical Trial Improvement Initiative - based on the CTTI (US) model with a vision for a whole of sector approach to improve the quality, efficiency and impact of clinical trials.

**Outcomes:** Five sector wide, industry led projects benefitting the clinical trials sector.



## Australia-China Life Sciences Partnership Program

### AusBiotech Ltd

**Project description:** The Australia-China Life Sciences Partnership Program aims to increase opportunities for communication, collaboration and commercialisation between the life sciences sector in Australia and China.

**Outcomes:** A free-to-use database with facilitated connections benefitting at least 20 businesses with knowledge and connections.



## AMMRF Technical Voucher Fund (Microscopy Australia)

### University of Sydney

**Project description:** The scheme will fund vouchers to support medtech R&D by providing easy and discounted access to microscopy services.

**Outcomes:** Up to 200 assisted research projects, engaging industry with microscopy facilities across 5 universities. Data on engagements continuing after vouchers will be collected.



## Ab-initio Pharma | Formulation and GMP Product Manufacturing Services for Clinical Trials in Australia

### The University of Sydney

**Project description:** A unique manufacturing and training facility to provide bespoke pharmaceutical products that meet regulatory and quality control standards for SMEs, academics, clinicians and larger pharma for early phase clinical trials in Australia.

**Outcomes:** Production facility to produce small volumes of solid fill product for Phase II and Phase III Human clinical trials at a reasonable cost.

20 postgraduates knowledgeable in production system.



## ClinTrial Refer Australia Improve Recruitment to all Clinical Trials in Australia

### South Eastern Sydney Local Health District.

**Project description:** ClinTrial Refer Australia will develop a new IT platform to integrate the 19 derivative apps, create one combined database, create new search functions, enable electronic referrals, link to ANZCTR and build a national solution to trials recruitment.

**Outcomes:** A single App platform with at least 20 specialist networks, to assist in clinical trial recruitment.



## Accelerating Australia – Stage 2

### Centre for Entrepreneurial Research and Innovation (CERI)

**Project description:** Accelerating Australia facilitates translation of biomedical research through experiential entrepreneurial courses, brokerage and early stage commercialisation support services.

**Outcomes:** Commercialisation training and support for at least 100 students / clinicians from 20 partner universities and companies.

Improved collaboration between universities and companies in each State Node.



## The BridgeTech Program

### Queensland University of Technology

**Project description:** The BridgeTech Program will provide mid-career and senior entrepreneurs and scientists with relevant, specific commercialisation training. The program will be delivered by companies, universities and industry operating in the sector through online mediums; residential training; and networking events.

**Outcomes:** 200 early careers researchers knowledgeable in medical device commercialisation. Networks developed between participants and industry.





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### Certara-Monash University Industry Fellowship Program Certara Australia Pty Ltd

**Project description:** The Certara-Monash Fellowship Program in drug development and pharmaceutical science will increase sector-wide capabilities through consistent, scalable, expert-led, industry focused training of postdoctoral fellows. The national program will identify and develop the next generation of pharmaceutical scientists who will help shape the future of the biotech and pharmaceutical industry.

**Outcomes:** Up to 5 postdoctoral fellows trained in drug development and pharmaceutical science, engaged with industry and advancing drug discovery and commercialisation in the MTP sector.



### CRITERIA – Building Clinical Trial Capability and Capacity ARCS Australia Ltd

**Project description:** This project aims to train graduates in clinical trials - to equip them with job ready skills to meet the Australian need for appropriately skilled and experienced workforce participants in conducting clinical trials.

**Outcomes:** At least 20 additional graduates trained and given practical experience in conducting clinical trials.



### Enabling Precision Cancer Clinical Trials: A Molecular Profiling Platform for the Australian Clinical Trials Industry The Garvan Institute of Medical Research

**Project description:** This project will deliver a molecular profiling platform to increase capacity in Australia's clinical trial sector, and increase the attractiveness of Australia to the international pharmaceutical industry. The platform includes a clinically-accredited molecular test for cancer trials, a genomics data platform to support clinical trials, and patient-matching capabilities to facilitate recruitment.

**Outcomes:** At least 5 companies engaged and 250 tests conducted on a purpose built SME engagement platform to facilitate genomics testing and patient matching for clinical trials and focused therapies.



### Clinical Trial Assist – Facilitating Clinical Trial Recruitment in General Practice VentureWise Pty Limited

**Project description:** To identify, develop and evaluate a model to support clinical trials in Australia by providing access to the leading clinical data set in Australia to facilitate direct patient recruitment and engage the general practice sector.

**Outcomes:** At least two clinical trials recruited with additional patients through facilitated engagement with GPs.

A higher level of awareness for GPs on clinical trials and their benefits.



### Accelerating Precision Therapies through Digital Infrastructure for Adaptive Trials and Trial-Ready Cohort Studies Queensland University of Technology

**Project description:** To develop digital infrastructure to support adaptive clinical trials and 'trial-ready' natural history cohort studies. The open-source solution will enable seamless capture and linkage of clinician-entered and patient-reported data with health system administrative data, improving efficiencies for assessing and connecting eligible patients to trials, supporting the efficient systematic capture of data for trials, and for enabling real-time Bayesian analysis for novel trial designs. It is specifically intended to facilitate capture of clinical evidence to inform the licensure and funding of new therapeutic products.

**Outcomes:** An open-source adaptive clinical trial platform to improve patient recruitment and feedback for an initial three rare diseases.

To prove the concept of adaptive clinical trials in rare disease populations.



### Training Programs for the Biologics and Biomedical-Based Industry Sector Australian Institute for Bioengineering and Nanotechnology, University of Queensland

**Project description:** The project seeks to design and create training programs for industry associated with the R&D and advanced manufacturing of biologic medicines and more broadly for industry associated with biomedical sciences.

**Outcomes:** At least 200 individuals received training on the R&D and advanced manufacturing of biologic medicines.





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### Installation of Robotic Sterile Finished Product Clinical Trial Manufacturing Capability

**Pharmaceutical Packaging Professionals Pty Ltd**

**Project description:** Whilst PPP can manufacture non-sterile products for Phase I, II and III, they are limited to Phase I for sterile products. This project will provide a fully robotic, sterile vial-filling line to manufacture Phase II and III products.

**Outcomes:** Production facility to produce small volumes of sterile vial fill product for Phase II and Phase III Human clinical trials at a reasonable cost.



### Operationalize the Centre for Commercialisation for Regenerative Medicine Australia (CCRM Australia)

**Monash University**

**Project description:** This project will see CCRM Australia accelerating the commercialisation of Australian regenerative medicine technologies, therapies and related products. This is achieved by fostering increased collaboration between industry, clinicians and academia, both locally and globally; and nurturing local regenerative medicine companies for the international market.

**Outcomes:** 20 regenerative medicine product companies that are collaborating locally and internationally to advance their product commercialisation.



### National Mtp+D Live Showcase: Searchable, Trackable, Public Pipelines for Medtech, Pharmaceutical and Digital Health Innovations

**Health-Innovate Pty Ltd**

**Project description:** We plan to catalogue and track publicly exposed MTPD innovations under development in Australia. By the end of the year-long collaborative campaign the catalogue will be publicly and globally accessible and kept up-to-date using a humanised machine learning system.

**Outcomes:** A learning platform following at least 200 products as they progress towards commercialisation.



### A Cloud-Based Ai Digital Health Platform (Hospital 4.0) Applied to Nationwide Cardiovascular Clinical Decision Support

**Integrated Cardiovascular Clinical Network (iCCnet) CHSA**

**Project description:** The consortium will implement a Cloud Artificial Intelligence digital health platform to eliminate avoidable/preventable errors in health care services by automating best practice clinical guidelines, invoking AI risk stratification (triage) and delivering real time guidance to clinical decision makers, via notifications and escalations. The initial clinical focus will be on cardiovascular services in rural/remote SA, however, the infrastructure will be commercially scalable to other chronic diseases, and across Australia and beyond.

**Outcomes:** An Artificial Intelligence digital health platform focused on improvements to cardiovascular assessment and health outcomes in rural and remote communities.



### The Bioprint Facility for Translational Science and Medicine in the MTP Sector

**University of Wollongong**

**Project description:** This project will create a facility (BioPrint) to expedite the development of commercial opportunities in 3D bio-printing. It will provide the technical expertise and facilities to enable the development of commercial opportunities identified with/by the clinical partners, the partner SMEs and other industries for the production of relevant biomaterials, formulations of bioinks or customized bioprinting systems.

**Outcomes:** Engagement and commercialisation assistance for at least three SME's in progressing their BioInk, related production or delivery system.



### Establishment of a Mtp Competency-Based, Manufacturing Skills Development Facility/Training Hub and Early Stage Clinical Trial Manufacturing Facility

**Translational Research Institute (TRI)**

**Project description:** This project will establish a medtech/pharma clinical manufacturing training hub to enable the translation of innovative, investigational products into clinical studies. Additionally, the project establishes a 'turn-key' early stage clinical product manufacturing facility for a wide-range of clean to sterile medtech products at the TRI in Brisbane.

Production facility to engage with SMEs in development of their product to clinical study.

**Outcomes:** Facility to allow the production of small volumes of sterile medical device product for human clinical trials at a reasonable cost.





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## ASIALINK

### Asialink Business

**Project description:** This project will develop two guides for use by Australian SMEs - Digital Health in Indonesia and Frugal Innovation in medical devices and technologies in India and identify Asia knowledgeable executives in Australian companies to assist SMEs in navigating export opportunities.

**Outcomes:** Two industry guides produced for SMEs focused on export.

Asia knowledgeable high level executives identified and events to connect them with SMEs.



## National Expansion of the MDPP Stage 2

### Flinders University of South Australia

**Project description:** Additional funding from MTPConnect to expand the Medical Device Partnering Program nationally. It builds on the review and scoping work undertaken in PRJ2016-27 and seeks to establish the foundations for national operations.

**Outcomes:** A MDPP in all major Australian States.



## IMNIS Stage 2

### ATSE

**Project description:** An additional 200 PhD students supported by industry mentors, with a focus on rural and remote student opportunities. An Alumni program to be introduced.

**Outcomes:** 200 industry knowledgeable PhD students, including rural and remote students. Engagement with program Alumni for continuing information, networking and feedback.





# **MTPConnect**

MedTech and Pharma Growth Centre

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