

What's Up NZ MedTech?

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NZTE





Part 1 – Sector Overview

DHBs, Clinicians and
endusers

MedTech
CoRE

CMDT

Callaghan Innovation
MedTech Sector Network

Callaghan Innovation

Other government
organisations
- NZTE, MoH, MBIE,
NHC Pharmac

Industry

Industry
Associations
– MTANZ, NZ
Health IT,
NZACRes

Investment
-Private
equity,
incubators

Health Innovation
Hub

NZ MedTech Sector Ecosystem

NZ device and software companies

TIN Rev	2015	2014
Devices	857M	826M
Digital/IT	297M	277M
Total	1.154B	1.103B

Pre-revenue to \$10M
136 companies



\$10M-100M
12 companies



>\$100M
2 companies



2016 Snapshot

Adherium inhalers
bound for Canada

Orion Health
receives MBIE
partnership grant for
Precision Medicine

Titanium Solutions the
answer to NSW oral Health IT

Volpara announces ASX
listing later in 2016

MedTech CoRE/CMDT
exploring relationships
with Texas Medical
Centre and MedTeq
Canada

NZ MedTech
on
Bloomberg's
"Hello
World"



StretchSense in
2016 NY Fashion
Week

Licensing deal for
Pictor in Singapore

NZ joins
Australian
science
investment
fund

Rex Bionics
partnering US
Army

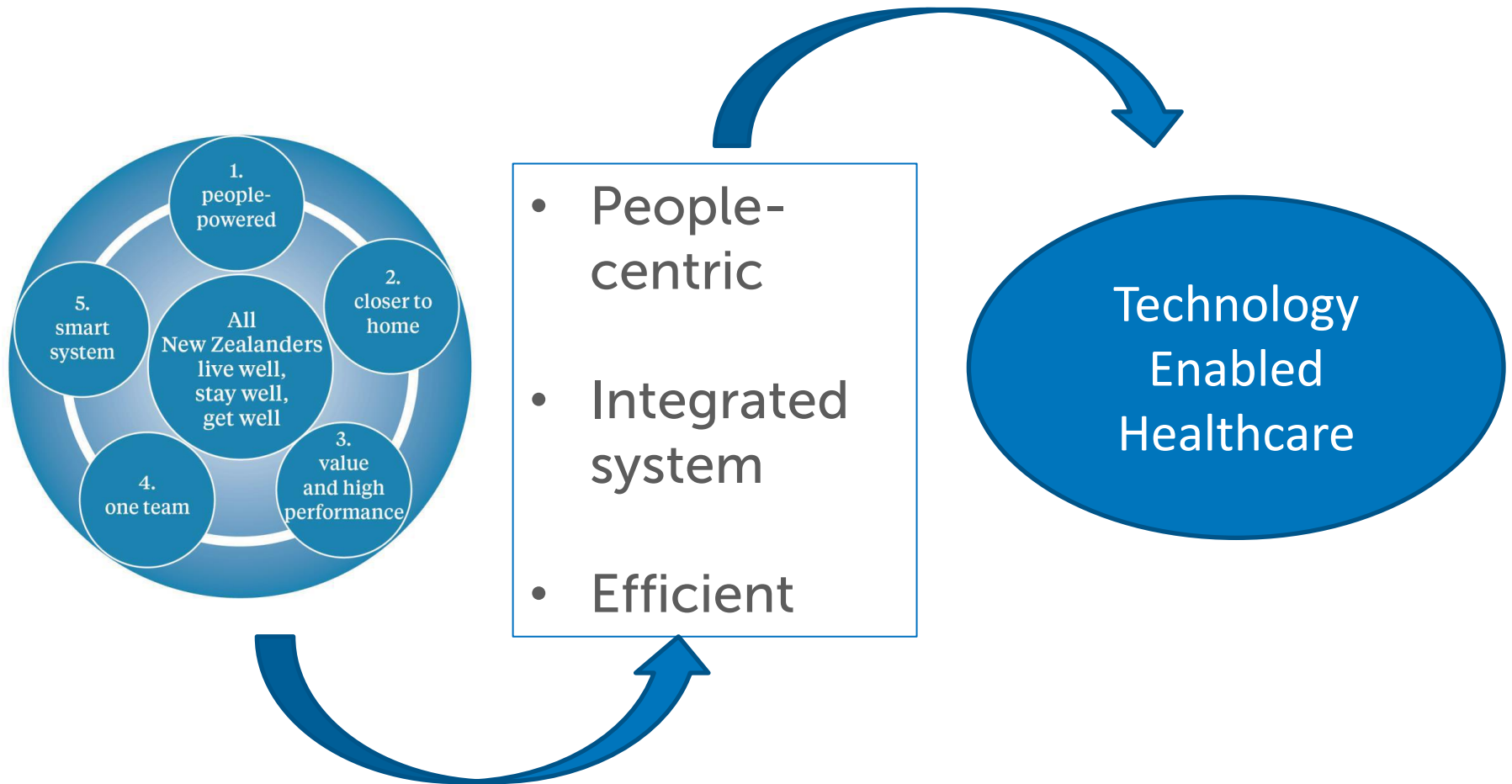
Health Technology
Assessment Process –
NHC, HRC and CI

Part 2: Government Policies



Ref: NZ Health Strategy Draft 2015, Ministry of Health

NZ National Health Strategy



NZ's Challenges Global Opportunities

- Elderly care
- Chronic disease – cardiovascular, diabetes, dementia, depression
- Affordable new technologies
- New infections and antibiotic resistance
- Workforce mobility
- Consequences of climate change



HRC Refresh Outcomes

- HRC has a critical role in supporting NZ health research.
- Health research is a priority for funding increase.

Follow-on

A National Health Research Strategy.





NZ Health Research Strategy (MoH, MBIE and HRC)

Aims

- Improve the health research and innovation system
- Provide a cohesive long term vision for health research

Where at?

- Workshops
- Draft for consultation – Q1 2016
- Strategy completed mid 2016

Part 3 - Strategic Initiatives: NZTE, Callaghan Innovation and CMDT



OUR PURPOSE



**To grow companies
internationally
— bigger, better, faster — for
the benefit of
New Zealand.**

COLLABORATE TO COMPETE

We are a nation of small businesses

97% of New Zealand businesses either have no
employees or fewer than **20**.

The scale and SME nature of our
companies means that we need to think
smarter and collaborate to compete.



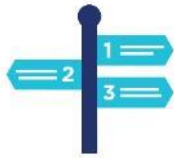
Can you achieve international growth by yourself or could you go bigger, better, faster by pooling resource, expertise or funding with other like-minded companies

BETTER TOGETHER

Coalitions are companies with a shared opportunity or challenge that come together to achieve international growth.



WHY DO COALITIONS COME TOGETHER?



To develop joined up products, services or solutions



To capitalise on international market opportunities



To share knowledge, costs and risks



To build capability to succeed internationally



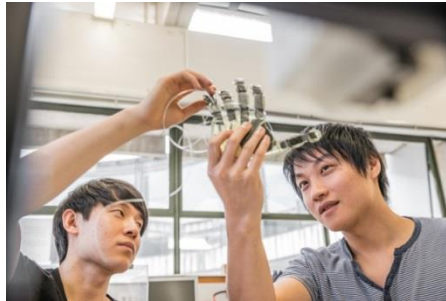
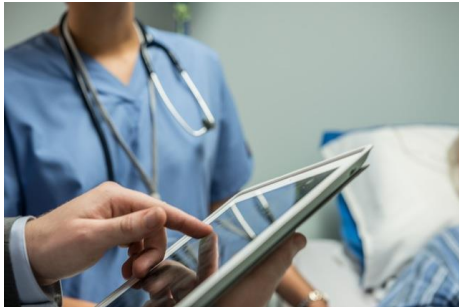
To win big deals and solve complex problems



To enter competitive markets

CRITICAL SUCCESS FACTORS OF A GREAT COALITION

- Hungry to learn, willing to develop their capability and open to collaboration.
- Select the right partner and model
- Internal leadership and clear definition of roles
- Long term view - innovating ahead of the curve in the target market – that aligns with coalition members' long term strategies
- Aligned values



THE NEW ZEALAND STORY

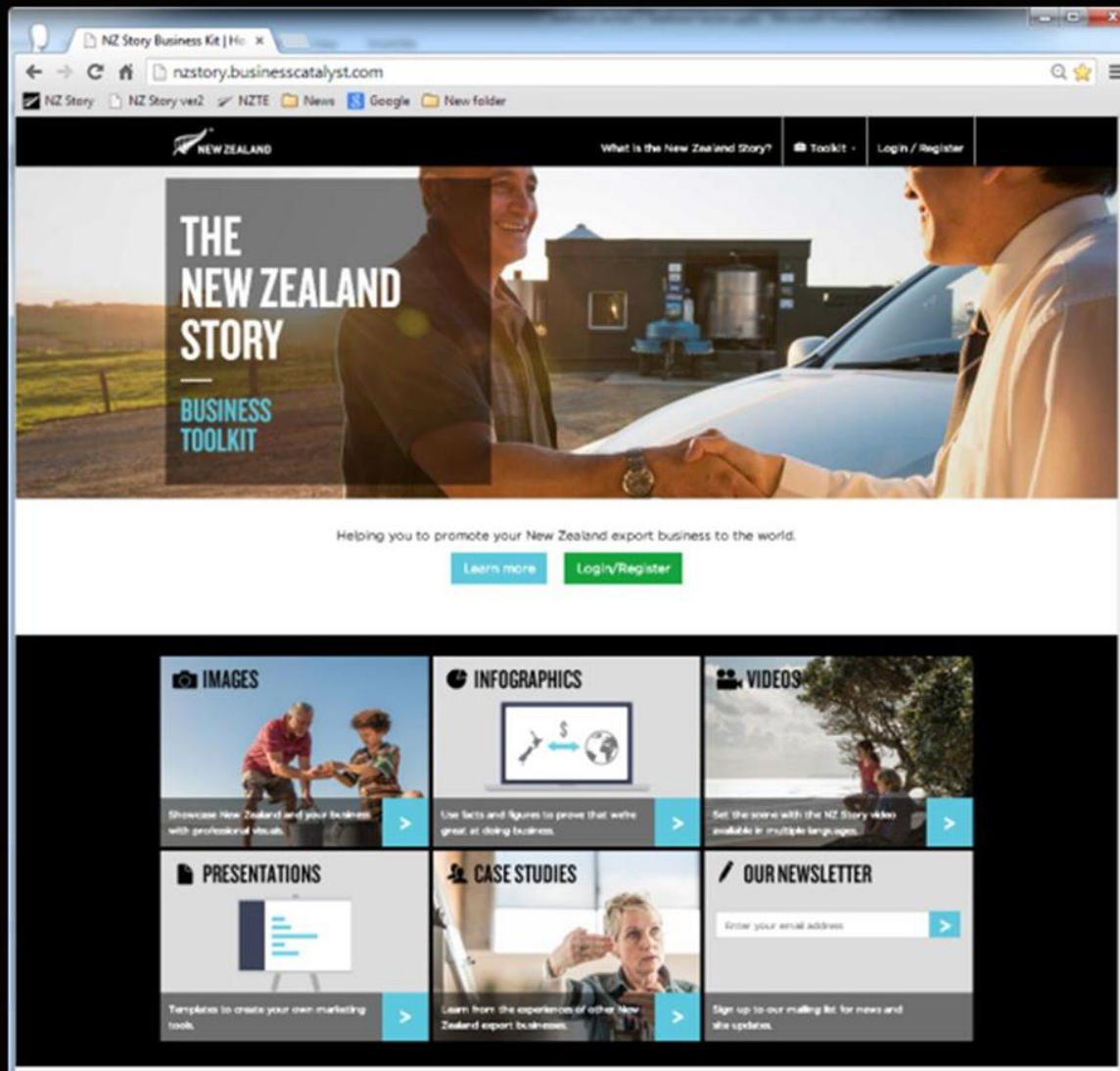
nzstory.govt.nz



WHY WAS THE NEW ZEALAND STORY CREATED?

- **Broaden the perception** of what NZ can contribute to the world
- Create more **relevant value** in NZ's brand for **exporters** and help generate new business opportunities offshore
- Provide **competitive advantage** and **added value offshore** by better communicating our unique attributes

USE THE **FREE** RESOURCES OF THE NZ STORY **BUSINESS TOOLKIT**



NZSTORY.GOV.T.NZ

WHAT IS THE BUSINESS TOOLKIT?

The New Zealand Story business toolkit contains **FREE** professional quality resources created to help New Zealand export businesses communicate their unique value to the world.

Standing Trial Populations (STP) - Update

Accelerating innovation

- Institute of Healthy Aging STP - Waikato DHB
(An.Yu@waikatodhb.health.nz)
- Rehabilitation Innovation Centre – AUT, BAIL (nada.signal@aut.ac.nz)
- Rural Health STP - Callaghan Innovation Maori Health & Social Services Cluster
- DesignLabs – AUT and VUW





- EU network supporting SMEs
- MedTech Sector Group includes Japan and NZ membership
 - Partnering opportunities
 - Source for manufacturers, distributors and other expertise



NZ's National Resource supporting the MedTech Sector



MedTech CoRE – How can we help?

- Research partnerships – develop and de-risk new concepts
- Access to new technologies
- Find your next talented employee



2016 Calendar



TIKI Tour - A dialogue between DHBs, researchers and industry to raise awareness of NZ Innovations

Health Sector Report – Survey of NZ MedTech

SAVE THE DATES 17-23 JUNE 2016

HEALTHTECHWEEK '16



HEALTHCARE HACKATHON

17-19 JUNE 2016



MEDTECH CORE DAY

20 JUNE 2016



HEALTHCARE CONGRESS

21-22 JUNE 2016



INNOVATION &
INVESTMENT WORKSHOP

23 JUNE 2016

www.healthtechweek.org.nz

Help



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What other initiatives are needed to create an effective MedTech ecosystem?

Where should the 2016 MedTech Innovation Delegation focus after AdvaMed and MEDICA?

Are you interested in MedTech Canada and Texas Medical Centre links?

Are MedTech networking sessions useful? What should we cover?