

Engaging with the NZ MedTech Ecosystem

Diana Siew
MedTech Sector Manager

In 15 minutes.....



- How Callaghan Innovation can help you
- A snapshot of NZ's medtech ecosystem
- 2016/2017 MedTech Initiatives
- Some useful contacts

Callaghan Innovation – Our Purpose

To grow NZ's
economy by
helping
businesses
succeed through
technology



Our Inspiration

Rukuhia te wāhi ngaro
hei maunga tātai whetū

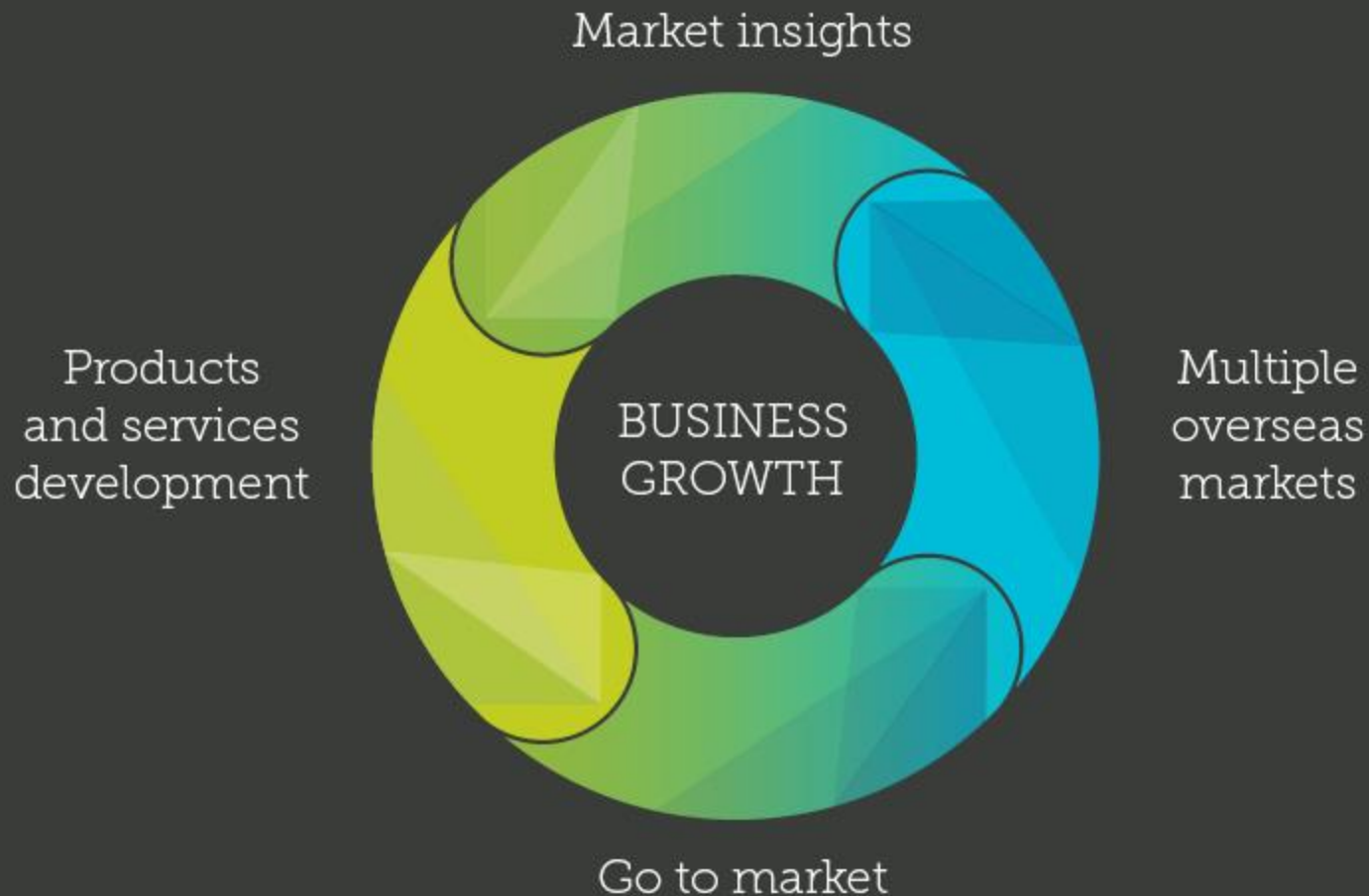
Explore the unknown,
Pursue excellence

Sir Paul Callaghan
(1947–2012)



NZTE and Callaghan Innovation

CallaghanInnovation
BUSINESS TECHNOLOGY SUCCESS



How we support businesses

- Technical and scientific expertise



- Access to industry networks



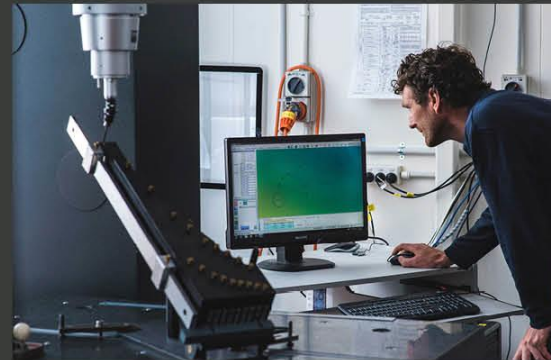
- Skills development



- Impartial advice



- Grant funding



Benefits for businesses



Speed up and strengthen product development

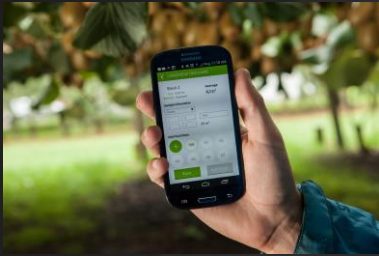


Reduce risk



Create market advantage

Sectors



Agritech



Aviation



Biotech



Energy



Food & Bev

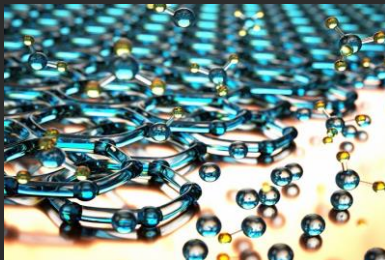


ICT



MedTech

Technology Networks



Advanced
Materials



Design &
Manufacturing



Sensing &
Automation

MedTech Sector Snapshot



Titanium Solutions wins
Australia's largest oral Health IT
contract

NZ on Bloomberg's "Hello World"

Adherium inhalers go to Canada

Rex Bionics partners US Army

O-Docs wins Best Start-Up Social
Impact in Talent Unleashed
Awards

Doc2Go partners with NIB

NZ MedTech Sector

TIN Rev	2015	2014
Devices	946M	826M
Digital/IT	291M	277M
Total	1.237B	1.103B

Pre-revenue to \$10M
136 companies



\$10M-100M
12 companies



>\$100M
2 companies



Health Professionals and users - DHBs, Clinicians, Health providers, patient groups

MedTech CoRE

CMDT

Clinical Trials – CROs, Standing Trial Populations*

Industry

Investment - Private equity: Angels, VC, Crowd funding, MRCF,

Callaghan Innovation

Industry Associations – MTANZ, NZHIT, NZACRes

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

The NZ MedTech Ecosystem

2016/2017 MedTech Initiatives



Callaghan Innovation International Innovation Delegations

- On-shore market research
- Technology trends
- Partnerships
- 2014: ADVAMED
- 2015: Indigenous Health
- 2015: MEDICA
- 2017: Texas Medical Centre



International Partnerships



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



International partnerships - New



Houston Calling

- Texas Medical Centre
- Noel Group
(hamish.clark@noel-group.com)



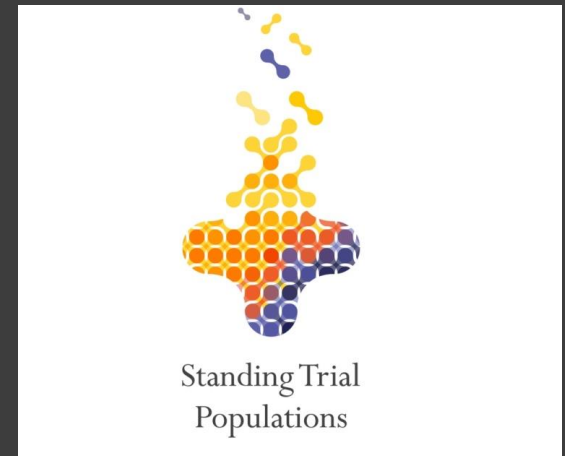
Next Stop Tokyo

- Technologies for elderly care – science and wider business collaborations

Standing Trial Populations (STPs)

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



www.standingtrialpopulations.nz

MedTech Centre of Research Excellence – Can we help you?

Accelerating Innovation

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

National resource supporting the MedTech sector

MedTech Centre of Research Excellence

CMDT Consortium for Medical Device Technologies

Host institution:

THE UNIVERSITY OF AUCKLAND
AUT
CallaghanInnovation
UNIVERSITY OF CANTERBURY
UNIVERSITY OF OTAGO
VICTORIA

www.cmdt.org.nz

2016/2017 Calendar



- TIKI Tours – Innovation showcase with DHBs
- MedTech CoRE Outreach - SILO Exhibition
- Healthtech Week 2017

Help



Diana.siew@callaghaninnovation.govt.nz

Are you
interested in
EU, TMC or
Japan
opportunities?

Do you want
to be part of
our 2017
TMC
International
Delegation?

Want to know
more about
the CMDT or
MedTech
CoRE?

Useful info –

08004CALLAGHAN

www.cmdt.org.nz

www.standingtrialpopulations.nz