BENDIGO HEALTH ACCELERATOR

Program Manual

(Version 2, September 2020)

Proudly supported by:

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In collaboration with:

MELBOURNE HEALTH

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Acknowledgment of Country
Bendigo Health would like to acknowledge the Traditional Custodians of the land and pay our respects to Elders past, present and emerging

Contents

Introduction

Foreword

I would like to welcome you to the inaugural Bendigo Health Accelerator (BHx) Program. We are thrilled to host the program, which aims to provide startup companies access to the health laboratory that exists within Bendigo Health.

It is a short, intensive program that offers mentoring by experts for a group of startups, allowing them to gain advice on how their product could function in the real world of healthcare.

The startups recruited to the BHx plan to develop a diverse range of products to support the health and wellbeing of regional people.

It is pleasing that three of the eight participants in the program are from regional Victoria, with two participants from the Loddon Mallee region.

We are excited the program can continue in spite of COVID-19. The majority of the program will be online and we hope to have the startups on site towards the end of the program for an immersive hospital experience. I would like to thank our BHx and the broader Research and Innovation teams for adapting the program in challenging circumstances.

The BHx is part of Bendigo Health's commitment to research and innovation that benefits regional communities, particularly in the current context of COVID-19; anything that helps work smarter, faster and safer is welcome.

Peter Faulkner
Bendigo Health CEO

Welcome

Welcome to Bendigo Health Accelerator Program 2020

Congratulations on making it through to the BHx Program 2020!

We are committed to providing you with the opportunity to access a world class digital hospital to validate and test your ideas, and potentially accelerate your startup into the health sector.

This may be your first time building a business from scratch or you may be an experienced entrepreneur; regardless of your knowledge and expertise in business methodology, over the next 15 weeks our program will help you and your startup grow.

Meet the Bendigo Health Accelerator (BHx) Team

Kylie Ovenden
BHx Manager

Evan Stanyer
BHx Coordinator

Dr Bruce Ross
MHx Manager

Laura Bamforth
BHx Administration
Assistant

Dr Cameron Knott
BHx Lead Innovation
Leader

Megan Gomez
BHx Startup-in-
Residence

Bruce Winzar
CIO / Executive Director,
Innovation and Digital
Services

Dr Angela Crombie
Director, Research and
Innovation

Professor Ingrid Winship AO
Professor of Adult Clinical Genetics, University of Melbourne
Director of Genomic Medicine, Melbourne Health

Contact Details

Bendigo Health Accelerator (BHx) Program
bhx@bendigohealth.org.au

Innovation Hub
Level 3 - Research and Innovation
Anne Caudle Campus, Bendigo Health
100 Barnard Street, Bendigo VIC 3550

Communication Toolsets

BHx are trialling Microsoft Teams as the main communications platform to keep you easily connected with your peers within the cohort, mentors, innovation leaders and administrative staff.

Microsoft Teams allows you to directly chat to your mentors, without the use of personal phone numbers or social media. The platform allows for Video and Audio Conferencing (1:1 or group collaboration), posts in Channels (specific topics), Chat, File Sharing, Screen Sharing, and more.

BHx will require an email address to add you as a guest member to Microsoft Teams. You will receive an email advising that you have been added to the BHx Accelerator Program team and specific channels. Then you will be prompted to sign this email address up as a Microsoft account, to access Microsoft Teams.
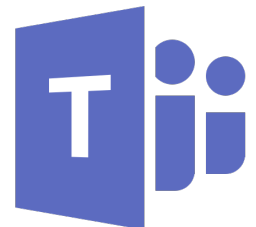
To access an interactive demo of Microsoft Teams, please visit
https://teamsdemo.office.com/

BHx administrative staff will post important notices on Microsoft Teams, so please check regularly for updates.

BHx will also be using Zoom to host Workshop sessions, facilitated by the BHx team, Program Associates and Innovation Leaders.

To learn more about Zoom, please visit https://zoom.us/

BHx have secured four pre-program sessions around these toolsets, to be run by members of the Bendigo Health ICT team, on Monday 15 June and Tuesday 16 June 2020.

Innovation Hub

The Innovation Hub, located on Level 3 Research and Innovation, Anne Caudle Campus at Bendigo Health, is a purpose built space for the BHx startups, mentors, facilitators and innovation leaders to meet and collaborate.

The space is fitted out with funky furniture, including whiteboard tables, glass-boards, a TV mega-wall, chairs, couches and artwork sourced from local Bendigo Senior Secondary College students.

Due to the COVID-19 pandemic and social distancing constraints, unfortunately we are unable to physically meet in this space until at least September 2020.

We hope to be able to share this space with you towards the end of the scheduled program, all being well. Watch this space!

Key Dates

Please find key dates for the BHx Program below:

Pre-Program Sessions: Toolsets	Monday 15 June - Tuesday 16 June
BHx Program Commences	Tuesday 23 June
La Trobe Business School Course Commences	Tuesday 21 July
Bendigo Invention + Innnovation Festival (BIIF)	Sunday 30 August - Friday 4 September
BHx Program Finishes	Wednesday 30 September

Cohort Timetable – Week 1 to 7

	Pre-Program Week Commencing 14th June	Week 1 Commencing 22nd June	Week 2 Commencing 29th June	Week 3 Commencing 6th July	Week 4 Commencing 13th July	Week 5 Commencing 20th July	Week 6 Commencing 27th July	Week 7 Commencing 3rd August
Monday								
Tuesday AM	Pre-Program Session 1: Zoom (BH ICT)	Welcome and Introduction (Prof Ingrid Winship and Bruce Winzar)	Marketing and Branding (Philip Trebilcock)	Review Business Model Canvas (Mentors)	Pitching 101 (Ajit Ravindran and Megan Gomez)	Design Thinking and Building a Minimum Viable Product (Mike Ebinum)	Intellectual Property (Peter Gretton)	Commercialisation Funding and Valuations for MedTech Startups (Mike Sewell)
					LUNCH			
Tuesday PM	Pre-Program Session 2: Microsoft Teams (BH ICT)	Meet our Mentors	Roundtable Introduction of Startups	Review Business Model Canvas (Mentors)	Pitch Presentations and Feedback (Ajit Ravindran and Megan Gomez)	Introduction to La Trobe Leadership Online Course	Intellectual Property (Peter Gretton)	Innovation Leader Roundtable Review of Startup 2
Wednesday AM	Pre-Program Session 3: Zoom (BH ICT)	Entrepreneurship and Failure - Lecture and Q&A (Prof Alex Maritz)	Commercialisation 101 (Joe Barber)	Digital Health (Dr Kevin Yap)	Review Business Model Canvas (Mentors)	Review Business Model Canvas (Mentors)	User Interface and Software Design (Peter O'Halloran)	Research and Development Tax and Government Funding (Ben Landsberg)
					LUNCH			
Wednesday PM	Pre-Program Session 4: Microsoft Teams (BH ICT)	Roundtable Introduction of Startups	Business Model Canvas Theory (Joe Barber)	Public Hospital Procurement (David Ray)	Growth Mindset (Hayden Nelthorpe)	Review Business Model Canvas (Mentors)	Innovation Leader Roundtable Review of Startup 1	Innovation Leader Roundtable Review of Startup 3
Thursday	Pre-Program Survey (Kylie Ovenden and Evan Stanyer)	For our Mentors - Compassionate Leadership and Becoming a Mentor (Bev Sutherland)						
Friday								

Cohort Timetable – Week 8 to 15

	Week 8 Commencing 10th August	Week 9 Commencing 17th August	Week 10 Commencing 24th August	Week 11 Commencing 31 August	Week 12 Commencing 7th September	Week 13 Commencing 14th September	Week 14 Commencing 21 September	Week 15 Commencing 28 September
Monday				Bendigo Invention + Innovation Festival (BIIF) 'Optimism through Innovation'				
Tuesday AM	Commercial Law and Directorship Responsibilities (Lachlan Edwards)	Innovation Leader Roundtable Review of Startup 5	Pricing, Business Models and Getting Access into Healthcare (Tori Fox)	BIIF	Venture Capital and Other Funding for Biomedical Startups (Dr Katherine Jackman)	Finance 101 and Valuations for Startups (Cameron Jones)	Innovation Leader Roundtable Review of Startup 8	Final Business Model Canvas Roundtable - Part 1
LUNCH								
PM	Personality Profile (Bev Sutherland)	Regulation of Biomedical Products - TGA (Jayne Foster)	Selling to Healthcare (Bruce Ross and Ross Hardy)	Industry Showcase	Social Procurement and Funding (Jon Anstey)	Banking 101 and Traditional Funding (Kylie Ovenden)	The Medical Device Partnering Program (Oded Van Ham)	Final Business Model Canvas Roundtable - Part 2
Wednesday AM	Biomedical Commercialisation and Agreements (Jeff Bergman)	Understanding Design Thinking Lean / Agile (Martin Alderette)	How to Influence Others (Bev Sutherland)	BIIF	Data Management and Security (Peter O'Halloran)	Innovation Leader Roundtable Review of Startup 7	Research, Governance and Ethics (Dr Casey Nottage)	Final Public Hospital Procurment Q&A (David Ray)
LUNCH								
Wednesday PM	Innovation Leader Roundtable Review of Startup 4	Understanding Design Thinking Lean / Agile (Martin Alderette)	Innovation Leader Roundtable Review of Startup 6	Regional Growth Summit	Creating a Company Vision / Mission and Organisational Values (Joe Ciancio)	Finances and Funding of Public Hospitals (Glenn Murphy)	Doing Business in Asia (Jason Sun and Tim Carroll)	La Trobe Leadership Course Discussion and BHx Completion Survey (Kylie Ovenden and Evan Stanyer)
Thursday			Health Startup Success Story - MedApps (Dr Rob Pearlman and Tom Collins)	BIIF Growing Innovation				**Tuesday 13th October** DEMO Day planning (DEMO Day TBC)
Friday			BIIF PitchFest Coaching (Ajit Ravindran)	BIIF - BHx PitchFest				

Meet the Startups

Age Up Health

Age Up Health was founded by Grace Petherick. The service is a new aged care provider offering, which is more flexible than current approaches to in-home support. The service offering is designed to reduce the length of stay of aged patients in an acute setting and deliver a high-quality customised service in the home to support this process. Each client is allocated a care companion and a care coordinator responsible for designing a unique program for each client. The flow-on effect to this is that the aged population can move back home with wraparound support services, resulting is less days of hospitalisation, superior transition into the home and better health for the elderly.

https://ageuphealth.com.au/

Ampisafe

Annette Nunn is a practicing nurse at a private surgery in Mildura. Ampisafe was created through necessity when a number of safety concerns were identified whilst assisting in every day minor surgeries.

Ampisafe's simplistic clear design allows for clear identification of ampule contents, ensures that no shards of glass are able to injure the user when opening an ampule, eliminates the chance of needle stick injuries on redraw and maintains sterile field throughout the procedure.

Ampisafe creates a strong sense of confidence for both the user and patient, particularly with the new 'social distancing' conditions, as Ampisafe aids and supports social distancing in a medical environment.

http://www.ampisafe.com.au/

Eaco Systems

Eaco Systems is a cloud-based Integrated Management System founded by Bruce and Danial Ahchow. It is currently deployed across a number of industry verticals and they have identified healthcare as an industry that could potentially improve its work-flows. Eaco Systems can automatically create and allocate jobs and tasks to staff and contractors, then track the progress and measure the outcome. Eaco Systems also has a powerful compliance management and document creation system. This has the potential to create significant improvements in the efficiency of healthcare delivery.

https://eaco.systems/

Social Impact Software Pty Ltd

Social Impact Software Pty Ltd develops health research technology in partnership with Research Path Pty Ltd; a long-term provider of data management solutions for Australian clinical and epidemiology research. Both companies are led by husband and wife team Adam Meehan and commercial lead Lexi Randall-L'Estrange.

Lexi has a diverse background spanning technology, online business, and social innovation and is the commercial lead for both companies. She is involved in the health and innovation ecosystem in Central Victoria as Chair of CHIRP Community Health and Co-Founder of The Castlemaine Institute.

Adam has 20 years experience in health data management and software and brings his passion for the importance of data quality in research to his role as technical lead and product owner for both companies. Since setting up the Research Data Centre for Dept. of Epidemiology at Monash University, Adam established Research Path where he designed and built the Clinical Trial Management System (CTMS).
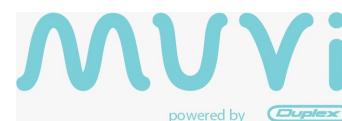
MUVi Mobile UV Innovations

MUVi is an internal MedTech startup that is spun-out and seed-funded through Duplex Healthcare and is being led by Murray McDonald, one of the founders of Duplex Healthcare, with 25+ years of experience in developing innovation healthcare disinfection and hygiene.

MUVi is developing an integrated disinfection system, which includes the trial-ready mobile germicidal light device and the disinfection detection sensor, called MUVi Lights and MUViSense. The MUVi integrated disinfectant system is automated, fast, and effective for rapid disinfection.

Additionally, the MUVi team is comprised of 10 individuals with a diverse experience in Healthcare Medtech commercialisation. Together, the team has already brought together its expertise in engineering, IoT (Internet of Things) development, data science, product development, business management, marketing, and microbiology in formulating the MUVi line of products.

MUVi technology will provide direct evidence, new data and visibility to the healthcare system in a paradigm-shifting manner to reduce HAIs (Hospital Acquired Infections) and improving quality and patient safety.

http://www.muvi-uv.com.au/

Virtualex

The founder, Nathan Beattie, has been working in virtual reality (VR) and augmented reality (AR) for many years and developed an interest in applying this technology to healthcare. 3D reconstruction of multi-slice images can provide new insights for specialists, particularly where they are going to undertake surgery. It can also be used for patients to reassure them during the consent process. The solution enables the reconstruction of medical images into a VR/AR environment for specialist clinicians. Through a better understanding of the patient's anatomical structure, this will lead to improved surgical outcomes and a better patient experience.

https://virtualex.com.au/

Telecare

Telecare was founded in 2019 by marketing, finance and medical professionals with the vision to improve access to medical care for all Australians.

The idea is simple, build a platform similar to Uber, but for doctors. We have grown since then and now offer over 24 bulk-billed specialties and allied health professions on our virtual clinic platform, covering every corner of Australia from Christmas Island to Tasmania, with a 1-2 week average wait time.

We use a highly efficient tech platform with automated processes, increasing staff productivity and reducing cost, whilst all being online. These cost savings are then passed onto the patient in the form of bulk-billed consults with no out of pocket fees. Through this platform physical barriers are also completely removed, allowing better collaborative care between general practitioners, carers, family members and specialists, resulting in better healthcare outcomes for our patients.

https://telecareonline.com.au/

Meet the Startup-in-Residence

Megan Gomez is the founder of Rural Health Connect and she is the BHx Startup-in-Residence. Megan will also be taking on the role of mentor.

Megan's Story

Surrounded by grief, isolation and hardship, Megan Gomez felt she needed to help.

The then-journalist had been working in remote Queensland, experiencing the impact of natural disasters and arid conditions on regional mental health.

Megan (pictured above right) had an idea of creating a secure online video conferencing platform that linked people to psychologists from their own home.

Megan credits the Melbourne Health Accelerator (MHx) with helping develop and test the program to ensure it was market ready. The MHx gave healthcare-related startups access to clinicians in a hospital setting to refine, test and re-evaluate their ideas. Megan's idea became reality with the successful launch of Rural Health Connect in September 2019.

Rural Health Connect (RHC) is a social enterprise set up to address the urgent need for better access to psychologists in rural Australia, via video conferencing. RHC firmly believe no-one should have to face tough times alone. Megan and her team wanted to provide rural Australians with a way to change the way they feel before they reach crisis point. To learn more, please visit Rural Health Connect.

Megan's experience, knowledge and wisdom will be invaluable for the BHx Program. The role of a startup-in-residence is to coach, mentor and support the startup participants through the program and help them progress their business ideas to the next level.

Meet the Mentors

The BHx is thrilled to have such talented and experienced mentors. We would like to thank them for their generosity in supporting the BHx. Each startup will have access to a dedicated mentor for eight hours on an as-need basis to help them through their BHx journey.

Tamara Marwood

Tamara (Tam) is an entrepreneurial, creative and innovative project manager and strategic engagement practitioner, founding her Create Business consultancy in 2013.

With over 15 years experience within the community, commercial, tertiary education and the not-for-profit sectors, Tam has a broad depth of operational and strategic knowledge to draw upon.

She has worked with a number of regional startups to position themselves within a market and refine their product offering. This has enabled them to strategically target potential audiences and establish relationships.

Dr Julia Rhodes

Julia is a practising dermatologist and co-founder of an online medical consent platform, Consentic. She has a passion for advancing healthcare through evidence-based innovation in technology, and in doing so, improving the healthcare experience for patients. Through her experience, over more than 10 years of clinical practice and in founding her own company, Julia has developed a comprehensive understanding of the processes and challenges associated with integrating innovation into practice. She was a participant in the 2019 Melbourne Heath Accelerator Program (MHx).

Dr Sandeep Rakhra

Sandeep is a medical doctor and an entrepreneur. He is completing his specialty training in anaesthesia at Alfred Health and has worked at a number of private and public hospitals in Victoria.

He is co-founder of The Research Collab; an online platform accelerating medical research by connecting researchers with projects across the globe.

In addition to completing his medical degree at the University of Melbourne, Sandeep has completed the Diploma of Clinical Education and has extensive teaching and supervision experience.

Outside of work, Sandeep is an avid runner, basketball fan, herb gardener, amateur cook, linguist, and traveller.

Paul Chapman

Paul Chapman is the founder and Executive Chairman of Australian Turntables Company (ATC). Prior to setting up in 1987, Paul and wife Annette were hoteliers. ATC is an innovative Australian-owned family business that provides specialist engineering solutions in rotational movement, across a range of industries. These industries include mining, construction, residential, transport, exhibition, automotive, theatre, shipping, and aviation.

Stef Cola

Stef Cola is the Engineering Manager at Clear Dynamics. Clear Dynamics is on a mission to be the biggest 100-person company in the world. Stef leads her software engineering team with a focus on collaboration, design thinking, and fostering a growth mindset. Stef is passionate about working with women in technology, entrepreneurship, and personal growth.

Josh Calder

Josh Calder completed his MBA through RMIT in 2019 with a focus on Design Thinking and Human Centred design. He is now the Chief Technology Officer (CTO) at the highly innovative software development company Clear Dynamics. Based in Bendigo, Josh has been involved in the IT industry for 12 years in roles including, large scale infrastructure project management within the health sector, business management and cloud architecture. Josh has a deep knowledge of business systems, cloud computing and innovative ways of working and is passionate about business innovation through technology.

Dr Rob Pearlman

As an intern, Rob found that he never had access to the hospital protocols or procedures when he needed them. Early on working as an intern, Rob came across a situation where he had to organise a CT scan for a patient. As Rob did not know that he had to submit a written contrast consent form with the CT request, it meant the patient was delayed a day in receiving their scan, it cost the hospital money and put him under unnecessary pressure.

From this, MedApps was created. Rob is founder, co-CEO and former Technology lead for MedApps, being the original developer of the platform. He is a practicing Doctor, who leads the MedApps engagement with clinicians during implementation.

Tom Collins

Tom is co-CEO and Director of MedApps. He is passionate about improving the working lives of clinicians by leveraging technology, so they can deliver more effective care and improve patient experience.

Tom's experience in hospital administration, management consulting and corporate finance has provided him with direct exposure to the commercial sustainability, clinical quality and policy issues that can impact a clinician's ability to deliver safe and efficient care. Tom also spent seven years as a member of part of the PwC Health Industries Advisory practice in Australia and the US, where he specialised in large scale health service provider transformations and strategy. He also has three years experience of day hospital and specialist surgery operations management and quality systems management consulting.

Associate Professor Andrew Stranieri

Andrew is an artificial intelligence researcher at Federation University, Ballarat, who co-founded the Anidra Group spin-outs to commercialise remote patient monitoring research. Prior to commencing at the Federation University, Andrew was awarded an Australian Research Council Australian Post Doctoral Award (Industry) to apply artificial intelligence to model legal reasoning (Split-Up). This research led to the formation of one of the country's first startup companies to automate legal reasoning in the early 2000's. Since 2006, he has performed research in group reasoning, data mining and intelligent decision support applied to healthcare through a series of Australian Research Council, philanthropic and industry grants. He has published over 150 peer-reviewed articles and has been named one of La Trobe University's Leading Digital Disruptors.

Meet the Innovation Leaders

We are fortunate to access brilliant and knowledgeable Innovation Leaders with deep experience in healthcare. Our Innovation Leaders will be there to provide our startups with real world hospital immersion through roundtable sessions. These sessions are where our startups will be able to test and validate their ideas in the health laboratory that is Bendigo Health.

Dr Cameron Knott

Cameron is the Lead Innovation Leader for the BHx Program.
Cameron works clinically as an Intensive Care Medicine specialist. His Bendigo Health role is the Deputy Clinical Unit Head of the Bendigo Health Intensive Care Unit (ICU). He also maintains links with the Austin Health ICU in Melbourne. Cameron works for Monash University as a Senior Lecturer and Academic Lead of the Clinical Skills and Simulation Centre (CSSC), Monash Rural Health Bendigo. This role supports the Bendigo-based Monash University and University of Melbourne clinical medical student programs for learning safe clinical skills for working doctors-in-training. Cameron holds a Master of Clinical Education with a thesis in clinical simulation education faculty development. Cameron carries honorary appointments at the University of Melbourne, with the Rural Clinical School and the Centre for Integrated Critical Care. His scholarly interests focus on person-centred healthcare system co-design, improved workplace inter-professional team capability development, safe patient-centred healthcare, and data-informed system performance improvement underpinned by digital health integration and collaborative data science.

Rushabh Shethia

Rushabh is an Integration Officer with Bendigo Health ICT Services. He has partnered with La Trobe University IT students to develop a mobile app for the Women's Ward. He is also co-founder of Codergarten, a program that teaches programming to primary school children. He is connected to the education industry and aware of the challenges faced by entrepreneurs. Rushabh describes himself as a simple developer and facilitator.

Wendy Millar

Wendy trained as a physiotherapist and worked in Australia and the UK before coming to live in Bendigo. She moved into Management about 20 years ago and has enjoyed leading a number of different programs at Bendigo Health. She believes good leadership is about service and supporting others to become their best selves. Wendy loves to question and understand as a way of finding good solutions for tricky issues. When not at work Wendy loves to travel, spend time with family or tend her large unruly garden.

Kate Renzenbrink

Kate is the Chief Nursing and Midwifery Information Officer at Bendigo Health. Kate is a Registered Nurse with extensive experience in acute care and aged care nursing, including clinical education, general medicine, stroke, cardiothoracic, gynaecology and cancer nursing. As the Chief Nursing and Midwifery Information Officer at Bendigo Health, Kate ensures that Nurses and Midwives have digital health skills to meet the challenges of contemporary practice. She holds a Bachelor of Health Informatics (Professional Honours) and is a Certified Health Informatician, Australasia as well as a Clinical Reference Lead for the Australian Digital Health Agency. Kate is the Deputy Chair of the Australian College of Nursing CNIO Community of Interest and is a strong advocate for patient-centred care and consumer involvement in healthcare using health IT tools such as My Health Record.

Paul Rumpff

Paul's Bendigo Health role is the Director of Nursing for Continuing Care, part of the Integrated Care Services (ICS) division.

Paul has over 15 years in senior leadership and management roles within the Acute, Ambulatory, Sub-Acute and Continuing Care settings. His role encompasses provision of operational and professional leadership for a number of programs where services are provided in inpatient, outpatient, community, home and residential care settings. He provides nursing leadership to the sub-acute and community areas of ICS, as well as playing a role in the nursing leadership for the wider Bendigo Health community.

Paul is a member of the Australian College of Nursing and through this is a coach and mentor to nurses aspiring to be leaders within the profession. He is passionate about the use of technology and telehealth within the workplace, and is an advocate for innovation and change.

Dr Dan Douglass

Dan is an experienced Chief Executive Officer with a demonstrated history of working in the hospital and health care industry. He is skilled in stakeholder engagement, partnering, negotiation, influencing, analytical skills, strategy, and organisational development. Dan is a strong business development professional with a Doctor of Philosophy (PhD) from RMIT University, focused on informed decision-making.

Ben Simpson-Thouliss

Ben is the Team Leader of Dental Administration. He has a MBA, Graduate Diploma of Management and Graduate Certificate of Management. Ben has a strong background in business management and administration with a focus on business processes. He loves travel and sport, especially following the Wallabies and Geelong Cats.

Shayne Beer

Shayne is a licensed Plumber and Gas Fitter with our Facilities Management team. Shayne is an experienced business owner, investor and entrepreneur who has been problem solving, repairing and fixing for over 30 years. He has proved to be a successful self-starter and innovator, demonstrating dedication, resilience and resourcefulness. Shayne is interested in renewable energy, water recycling, Tesla power walls, electric cars and solar panels.

Dr Rodney Wilson

Rod is a practiced consultant anaesthetist with experience across multiple sub-specialties and jurisdictions, both publicly and privately, in several countries. He has a proven commitment to regional health with his main interests including perioperative service development and improving the perioperative journey for the patient.

To this end, Rob has completed a Masters of Medicine at Monash University, which includes a thesis concentrating on human factors in the design and implementation of a perioperative anaemia pathway.

Excellence in clinical teaching remains a priority for Rod, with an emphasis on non-technical skills and team dynamics, in roles as a qualified Advanced Life Support (ALS) Instructor and a co-facilitator of clinical workshops in Mongolia and Myanmar on behalf of the Australian Society of Anaesthetists (ASA).

Dr Marietta Taylor

Marietta is a Senior Dentist at Bendigo Health. She received her degree at Melbourne University and joined the Royal Australian Navy on graduation. Marietta enjoyed postings in Sydney and Darwin, and eventually moved into a private dental practice in the Northern Territory. After 8 years in the tropics and completing her Graduate Diploma of Public Health at the Menzies School of Health Research, Marietta returned home to Melbourne. A 'tree change' beckoned and drew her to Bendigo in 2012 where, after 12 years of private practice, she moved into the public sector.

Marietta has enjoyed the opportunity to innovate with service provision at Bendigo Health, resulting in an increase in productivity, a dramatic reduction in dental wait list times, and ultimately the award of Victorian Public Dental Agency of the Year. Marietta is undertaking a PhD at La Trobe University, focusing on the analysis of large data sets to measure health outcomes, and she recently had her first paper published in the Journal of Prosthetic Dentistry. Marietta looks forward to working with the innovators in 2020.

Dr Casey Nottage

Casey is the Deputy Chief Medical Officer at Bendigo Health. She is passionate about public health practice, health literacy, social determinants of health, and supporting evidence based population healthcare. Casey will also be presenting on Research, Governance and Ethics.

Dr Buddhika "Buddy" Mudugamuwa

Buddy is a Consultant in Palliative Medicine with Bendigo Health. He believes in equal access to palliative care for rural and regional people and believes this can be achieved through the use of technology.

Buddy enjoys finding creative ways to make technology work for him to make his home life easier.

Meet the Program Associates

Our Program Associates are thought leaders and experts in their field. They will deliver the rich content of the BHx, via interactive lecture sessions, where they will impart their knowledge and expertise. We would like to thank our Program Associates for their generosity and support of the BHx.

Ben Landsberg

Ben Landsberg is a Director in PwC Australia's R&D Tax Incentive practice. He joined PwC Australia in 2013, having previously worked as Assistant State Manager in the R&D Tax Incentive team at AusIndustry. Having worked with clients in many different industries, from startups to large corporates, Ben has extensive and deep experience and knowledge concerning the application of the R&D program. Ben will deliver a workshop on R&D Tax Incentive and Government Support Programs.

Peter Gretton

Peter Gretton of Davies Collison Cave will deliver a workshop on the fundamentals of intellectual property learned from his 40 years experience in Intellectual Property (IP), working in Government, industry, private practice and academia. He is also a Registered Patent Attorney and Trade Marks Attorney and has a background in IP management. Peter's knowledge and experience will be invaluable for our startups.

Dr Kevin Yap

Dr Kevin Yap is an inter-disciplinary cyber-pharmacist and digital health researcher at the Department of Public Health, La Trobe University. His interests span the whole digital healthcare innovation cycle through the development, utilisation, application and/or evaluation of informatics, internet, digital and other health-related technologies in various healthcare settings to enhance medications management in patients (e.g. drug databases, health data analytics, mobile apps, telemedicine, virtual platforms, serious games).
Kevin is the co-ordinator of the postgraduate Digital Health Course Suite. He has over 90 publications, four book chapters, one book and presented at more than 70 local and international conferences. His work has also been featured in various media channels and won several international awards.

Cameron Jones

Cameron is the Managing Director of Bio101, a financial services firm providing accounting, tax and company secretarial services specialising in the life science sector. A qualified Chartered Accountant, Cameron acts as Chief Financial Officer (CFO) and Company Secretary for a number of ASX listed life science companies and venture capital investee companies. He has qualifications in Accounting, Governance Practice, and Financial Planning.

Jason Sun

Jason is a global minded senior healthcare management executive with a clinical background and over 20 years experience in a diverse range of healthcare environments, which include, international engagement, non-government organisations (NGOs), government, health insurance, phamaceutical company, community pharmacies, and public and private hospitals. Recently, Jason joined the Australian China Health Accelerator (ACHA) as the inaugural CEO. ACHA is a not-for-profit (NFP) organisation registered in Victoria with an independent board, to serve as the platform in connecting Australian and Chinese healthcare organisations. ACHA has an international team to assist Australian and Chinese organisations to overcome collaboration barriers by developing financially sustainable partnerships/business models across the two jurisdictions.

In his previous role at the Department of Health and Human Services as Head of Engagement (Greater China), Jason assisted Victorian Government and organisations in developing robust relationships in China; and has led many healthcare delegations into China, including two trips with the Premier and one with the Minister for Health. Jason brings with him to his role, in-depth knowledge of the health systems in Australia and China, business and program management skills, Asian cultural understanding and extensive networks in Australia and in China.

Tim Carroll

Tim is the Director of Technology for the Australia China Health Accelerator (ACHA) and the UprAsia Asia Ready Programme Director. He is the founder and Director of Start Global Pty Ltd, who deliver the innovative Glo Project (www.gloproject. community) that places international students in Australian Startups to build global thinking and global connectedness.

Tim is the former Australian Trade and Investment Commission (Austrade) State Director, Victoria and was the lead strategist in Health Sciences and Technology. He led the Austrade Landing Pad Program Startup Assessment Team. Tim had a long career at CSL, Australia's most successful biotherapeutics company and lived and worked in Asia, developing markets in Asian markets, including China.

Tim is an advisor to a number of startups and has extensive experience in developing global business. Tim has a personal interest in helping Australian businesses understand and operate with better understanding of Asian business and consumer culture.

Mike Sewell

Mike is experienced in growing revenue, productivity and profitability, and has successfully grown several small and medium enterprises in metering, print, warehousing and logistics, and medical research.

This depth of experience has proven invaluable in delivering services on behalf of the Entrepreneurs' Programme. Mike is able to analyse information and work with businesses to develop solutions that help improve the business, as well as help accessing a range of State and Federal Government programmes that add value to the business. Mike's focus is with businesses operating in Medical Technologies and Pharmaceuticals.

Mike Ebinum

Mike is the Director and Chief Technology Officer (CTO) of Sheda. Sheda is an innovation, service/customer experience, design, and product development agency. They specialise in using design driven methods to deliver innovation transformation and solutions to startups and large organisations.

Mikes prior experience as lead technologist for Deloitte, Isobar, and other companies, together with running several startups, gives him a unique perspective and skill set to combine human centred design techniques, rapid product development and deep technology skills to challenges. He works with startups and large organisations to explore challenges with empathy and to make solutions that matter, deliver real business outcomes and a positive social impact.

Dr Katherine Jackman

Katherine is an Investment Associate with life science venture capital firm Brandon Capital Partners. Prior to joining, Kath was based in academia working in the field of experimental stroke. She spent 5 years at Weill Cornel Medicine New York-Presbyterian Hospital as a NHMRC CJ Martin and American Australian Association Sir Keith Murdoch fellow, before returning to the Florey Institute in Melbourne. During her time in academia, Katherine has published 19 research papers and secured nationally competitive research funding.

Katherine has a Bachelor of Science degree with first class Honours from The University of Melbourne, a PhD in Pharmacology (University of Melbourne) and an MBA (Dean's Honours list) from Melbourne Business School.

Bev Sutherland

Bev has a dual background in business and psychology and is the Director of Organisational Development (OD) at Bendigo Health. OD drives and supports culture improvement initiatives, change management, leadership development and non-clinical education and training across Bendigo Health; a regional healthcare service in Central Victoria comprising of 18 sites and approximately 4200 staff. Supporting and influencing change in individuals and groups has been a common thread through Bev's years in human resources, general management and clinical work. She combines all of these skills and experiences in her current role, which has a primary aim of building a positive organisational culture for the benefit of patients and staff. An experienced trainer, facilitator and manager, Bev has a passion for evidence-based interventions that support compassionate and ethical leadership.

Lachlan Edwards

Lachlan is an experienced business lawyer with a background in commercial litigation, banking and finance, credit, consumer and insurance law. Having grown up in the Riverina, Lachlan has a passion for the country and working with country businesses to help them succeed.

Professor Alex Maritz

After more than a decade in Executive Directorships for multi-nationals as a corporate entrepreneur, Alex entered academia full-time. Roles included Chief Operating Officer (COO) of Sony PlayStation and Managing Director of Blockbusters Entertainment, National Sales Manager at Boots Pharmaceuticals and Glaxo SmithKline.

Alex is the recipient of Stanford Technology Ventures and Global Innovation Management Scholarships and internationally awarded finalist in the Entrepreneurship Education Award from the United States Association of Small Business and Entrepreneurship (USASBE). Having procured in excess of $4 million in external research grants and consultancies (including Chief Investigator of an ARC Grant in Biodevices), Alex has published over 200 scholarly-reviewed articles in entrepreneurship and innovation. Current interests include the development of cross-disciplinary entrepreneurship education (including online and blended technology innovations), Australian leadership of research and engagement on Senior Entrepreneurship, and startup consulting and international engagement with leading and prominent entrepreneurship ecosystems, networks and collaborations.

Ross Hardy

Originally from the UK, Ross has spent 30 years in healthcare beginning his career as an Operating Department Practitioner in the Royal Air Force and NHS, then moving into surgical medical device sales and marketing with global giant, Cardinal Health. Additional experience in distribution was gained during time, leading the marketing function for a family owned distribution company that focused on oncology fluid management, emergency airway devices and ambulatory infusion pumps. Ross has managed multi-millions of dollars in business across both public and private healthcare systems.

After a short stint back in public health as a business manager at a large tertiary facility, Ross completed his Executive MBA at Monash Business School with additional study in applied health economics and strategy. Ross co-founded a digital health startup whose mission is to prevent the progression of Chronic Kidney Disease with a personalised patient experience called KAREL. Ross will be also be acting as a mentor.

Jeff Bergmann

During his 25-year career, Jeff has covered all aspects of Intellectual Property (IP) commercialisation for clients from multinational and large corporations, through to investee companies of venture capital clients, and individual clients in the academic and not-for-profit (NFP) sectors. In 2007, he established Solubility to specialise in assisting creative clients in IP commercialisation law.

Jeff is in high demand to deliver presentations on IP and licensing to various clients, organisations and institutions, and has been the invited guest lecturer on Patents and Know How Licensing in the post graduate subject of Licensing Law at the University of Melbourne, since 2008.

He is listed in IAM 300 as one of the World's Leading IP Strategists in 2016, 2017, 2018 and 2019. He is also a member of the volunteer panel of lawyers for the Arts Law Centre Australia, and the Law Institute of Victoria.

Oded VanHam

Oded is the Operations Manager at the Medical Device Partnering Program (MDPP) in Victoria. The MDPP, funded by LaunchVic, helps entrepreneurs develop their medical and assistive product ideas. It does so by connecting clients with expertise and project funding that are needed to develop their idea into a product.

Oded has held senior roles in the healthcare, education, and financial services sectors in Australia, China, and Canada. He has worked in several entrepreneurial organisations, and has been a business professor teaching courses in entrepreneurship, marketing, international business, and project management. Oded holds an MBA and MSc (Molecular Biology) from the University of Western Ontario in Canada.

Ajit Ravindran

Ajit is the Chief Executive Officer (CEO) of Lenexa Medical, working on a device to prevent pressure injuries and provide patient monitoring. He completed his MBA with the Melbourne Business School in 2018.

Ajit is a management consultant with more than 15 years of experience across health and financial services. He has worked in large commercial organisations such as ANZ and Medibank in various capacities across strategy, innovation, product development, marketing, operations and commercial teams, and has extensive knowledge of the Australian health landscape and contacts in the industry.

During his time at Medibank, he was a part of the team that were looking closely at hospital-acquired complications (HACs), of which pressure injuries are one of the top complications, and how to reduce their incidence across the private hospital sector. This gives him very relevant domain expertise on hospital funding structures and how pressure injuries affect the healthcare system as a whole. Ajit will also be acting as a mentor.

Joe Barber

Joe has a deep understanding of both innovation and what it takes to build successful and scalable technology businesses. He has worked across diverse markets and geographies, advising companies on challenges such as restructures, acquisitions, capital raising and rapid growth, as well as thousands of businesses in the early stages of their development.

Joe has a flair for creating and investing in businesses, resulting in him founding 14 start-ups across various facets of the IT industry. He will take a business from concept to reality, find partners to commercialise the entity and bring in specialists to fully establish the business and realise the opportunity.

David Ray

David is presently Director of Procurement at Bendigo Health and is a strong supporter of Rural and Regional health services in Victoria with practical advice and assistance. He is an active member of the Health Purchasing Victoria Procurement Committee. Prior to entering the Public Health field he enjoyed an extensive career in the Banking industry that included Branch Management, Human Resources and senior Administration roles.

Jon Anstey

Jon brings agility to sectors, organisations and teams. He loves converting big picture thinking into impact; creating value from complexity.

Jon's experience includes 20+ years as a lawyer, leader and executive in 20+ countries and 10 years with Shell and the United Nations in Europe and Asia, across strategy, policy, regulation, innovation and digital areas. As a lawyer, he has 10+ years in finance, commercial, corporate, resources, climate and energy law. Jon is now at Australian Energy Market Operator and was previously at Westpac and Clayton Utz. Jon's 20+ years of governance experience, as director, chair and secretary in the health, resources, environment, art and sport sectors includes the Australian Conservation Foundation, as well as the Victorian Healthcare Association. Currently, Jon is developing social finance in new markets for health and wellbeing at Health Futures Australia; the charitable social enterprise which he helped establish. He holds five post-graduate qualifications, in climate, finance, investment, governance and international relations, including from Seoul National University.

Joe Ciancio

Joe brings over two decades of global technology experience to the table. A skilled facilitator and strategist, Joe brings clarity to organisations seeking to navigate the myriad of business technology options available, define which will deliver real outcomes, and design a transformation and innovation roadmap that will allow them to achieve those outcomes. Joe is passionate about the role emerging technologies, cybersecurity, data, and IoT (Internet of Things) that can offer businesses seeking to innovate and grow beyond their boundaries. Joe is responsible for delivering Maxsum's Business Technology Review projects and Virtual CIO engagements.

Martin Alderette

From the military field to corporate space, Martin is a practices professional with more than 15 years leadership and experience supporting the delivery of projects and outcomes using a blend of agile methodologies and his military background within leading organisations.

As an Agile Coach, Martin follows a proven training and mentoring approach blended with years of practice as an Australian Defence Force Instructor and Agile Coach. Using multiple approaches in training, mentoring and teaching to help people and teams successfully work together to become high-performing, able to deliver projects faster, through understanding value, maintaining high quality by leveraging lean thinking and continuous improvement.

Philip Trebilcock

Philip's (Phil) expertise spans a career involved in business and education in both Australia and Indonesia. Phil currently works in the Department of Economics Finance and Marketing of La Trobe University. His research interests include marketing, international education and management. Phil has being involved in a number of diverse boards and enjoys AFL football and gardening in his spare time.

Peter O'Halloran

Peter is a Solution Engineer working for InterSystems. Peter has many years of experience designing, building, implementing and supporting software solutions for major banks as well as for small business and not-for-profit (NFP.) organisations. He is passionate about helping people solve their problems.

Tori Fox

Tori Fox is the CEO and Founder of Siara Health. Her company provides patient engagement and education tools to assist surgeons and their clinical teams educate and engage patients before and after a surgical procedure. Prior to developing her startup business, Tori has worked alongside surgeons and healthcare providers for over 15 years, both as an operating room nurse, and sales and marketing professional in the medical device industry. Tori brings with her twenty years diverse experience in specialist pharmaceutical and medical device marketing and sales, digital health, business ownership and healthcare commercialisation.

Kylie Ovenden

Kylie is an experienced Business Leader with a demonstrated history of working in the Banking & Finance industry, Government, Health and Innovation sectors. Her qualifications include a Bachelor of Applied Sciences, Grad Cert (Mktg) and an MBA (Exe) at the Royal Melbourne Institute of Technology.

Kylie has deep banking and commercial experience, having spent a decade in the business banking sector at both ANZ and NAB. Kylie's time in this sector included strategic roles in strategy and business optimisation and also the opportunity to experience offshore operations in Malaysia. Kylie has further international experience having lived and worked in London and also worked for multi-national corporations such as American Express.

Kylie currently sits on the board of Workspace Australia Ltd, which is a startup incubator and is the BHx manager.

Hayden Nelthorpe

Hayden Nelthorpe joined Bendigo Health is early 2019 in the Organisational Development team. Hayden has been responsible for coordinating the Staff Development program, and the Leadership and Management Development Programs for over 4000 employees. Hayden has successfully held training and community engagement sessions on topics such as Situational Leadership, Emotional Intelligence, Diversity and Inclusion, and Growth Mindset.

Before joining Bendigo Health, Hayden worked as an HR Manager for a Melbourne-based start-up. In this previous role, Hayden was responsible for the end-to-end employment experience, focusing on innovation and modern workplace relations solutions. Outside of work, Hayden is passionate about health and fitness and personal growth.

Dr Jayne Foster

Jayne is Assistant Director of the SME Assist team at the Therapeutic Goods Administration (TGA), Canberra. TGA regulates and monitors all therapeutic goods in Australia to ensure that they are safe to use and fulfil their intended purpose. SME Assist is a tailored service that TGA provides to support small to medium enterprises, startups and those new to therapeutic goods regulation to understand their regulatory requirements.

Jayne joined TGA in 2015 as a scientific evaluator and has previous experience within the pharmaceutical industry as a medical writer. She has a PhD in Medicine from The University of New South Wales where she investigated a potential transplantation therapy for Type 1 diabetes. Jayne enjoys sharing her knowledge and insight to support startup companies trying to navigate the regulatory pathway.

Glenn Murphy

Glenn is a Finance Consultant for Melbourne Health. He comes with a wealth of knowledge, from over 20 years experience in finance in public hospitals. Glenn is responsible for ensuring the organisation meets its annual financial targets, that it provides timely and accurate reporting, and secures funding to support the operations of all Melbourne Health business units.

Affiliated Programs

LaunchVic

LaunchVic is the Victorian Government agency tasked with growing Victoria's startup ecosystem. LaunchVic invests in programs that empower entrepreneurs to scale innovative companies and deliver new industry benefits to the Victorian economy. LaunchVic is the primary funding body for the Bendigo Health Accelerator (BHx) Program.
https://launchvic.org/

Melbourne Health Accelerator (MHx)

Since 2016, the Royal Melbourne Hospital Melbourne Health has hosted four rounds of the Melbourne Health Accelerator (MHx). The MHx provides early-stage, health-related startup companies with the opportunity to access a world-class health system, and empowers clinicians and researchers to pursue an entrepreneurial mindset within a structured collaborative framework. The Victorian Health Network Accelerator (VHNx) project funded by LaunchVic is supporting both the MHx and BHx Biomedical Accelerators as a collaborative venture.
https://www.melbournehealthaccelerator.com/

La Trobe University

La Trobe University is ranked in the top 1.1 per cent of the world's universities and the world's top 400 universities by all three major independent ranking agencies. At La Trobe, we are at the forefront of research and education in the areas of cybersecurity, artificial intelligence, health and wellbeing, and big data; while our new degrees such as the Master of Internet of Things and Digital Health courses are designed to industry needs. We are proud to support the Bendigo Health Accelerator (BHx). This regional program complements La Trobe's passion for fostering inventiveness, innovation and creativity in our students, and developing future entrepreneurial talent.
https://www.latrobe.edu.au/

Bendigo Invention + Innovation Festival (BIIF)

The 2020 Bendigo Invention + Innovation Festival (2020BIIF) is an initiative of the City of Greater Bendigo (CoGB) and includes expansive collaboration between Bendigo Region Manufacturing Group, La Trobe University, Bendigo Kangan TAFE, Bendigo Tech School, Goldfields LLEN, Head Start, Digital Innovation Festival Victoria, several small to medium sized businesses and individual members of the wider community. The festival has strategic intent and aligns itself with some key local strategies, including the Regional Engineering and Advanced Manufacturing Skills Road Map 2019 and A Stronger Greater Bendigo 2030; the City's Economic Development Strategy to be launched in August 2020.
2020 marks 10 years of the BIIF and this year's theme focuses on 'Optimism through Innovation', consisting of a number of events held over five days.
https://biif.com.au/

Acknowledgements