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# ANNUAL CONFERENCE 2019

**Pier One Sydney Harbour,  
11 Hickson Road, Walsh Bay,  
Sydney 12 - 13 September 2019**

**Innovating for Impact: Trends,  
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We've delivered industry engagement training to hundreds of researchers and helped more than a dozen universities and CRCs to commercialise new knowledge and technology across a wide range of industry sectors.

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# WELCOME

**This year's KCA conference will continue the conversation on best practice in knowledge transfer and commercialisation. With our focus on innovating for impact, we have an excellent program aimed at meeting the challenges of what a modern-day Tech Transfer Professional (TTP) might encounter.**

This includes everything from industry engagement and partnership development, traditional licensing and intellectual property management, through to new ventures and innovation precincts. While the pathway might vary according to individual projects and technologies, we aim to explore the core skills that a TTP might need to create positive outcomes for their organisations and the broader community.

In the midst of an evolving policy landscape, we're also keen to continue the conversation on innovation metrics and how they contribute to Australia and New Zealand's overall economic development. Delegates will hear from leading practitioners, industry experts and policy makers on how to create long-term partnerships, implement best practice and showcase examples of tools to use in their own organisations.

We are excited to again be running our VIP Networking Function prior to the conference to give our sponsors the opportunity to network with key decision makers in a focused setting, along with establishing a Registered Tech Transfer Professional (RTTP) breakfast to ensure we recognise our registered practitioners.

Join us in Sydney to be a leading voice in this discussion, share ideas and network with fellow peers. We hope that this event will inspire you to innovate for impact!



**Erin Rayment**  
*Chair, Knowledge Commercialisation  
Australasia (KCA) Ltd*

## ABOUT KCA

Knowledge Commercialisation Australasia (KCA) is the peak body representing organisations and individuals participating in or supporting the commercialisation of Australian and New Zealand public funded research. It promotes best practice in industry engagement, commercialisation and entrepreneurship. It does this through its three core activities of

- Facilitating stakeholder connections,
- Professional development and
- Advocacy

KCA is a not for profit organisation and members expedite the commercialisation of innovative research discoveries to the Australian and New Zealand communities. Those discoveries strengthen the competitiveness of existing companies, generate new companies and generate significant revenues to member institutions for research.

KCA conducts its three core activities by:

- Annual Conference and seminars
- Professional development programs
- Engaging with government and government departments to as an advocate of commercialisation activities

KCA has many strategic alliances with counterparts internationally via the Alliance of Technology Transfer Professionals (ATTP). KCA is a founding member of ATTP, an alliance of national technology commercialisation associations from around the globe promoting and maintaining global standards in knowledge and technology transfer.

KCA believe that knowledge commercialisation must be inclusive of people from many backgrounds, and acknowledge that we need to do work to remove the barriers that still remain for people from underrepresented groups. We are committed to the safety and support of our people, and therefore will work to promote inclusion, and prevent bullying and discrimination in all their forms.

We commit to appropriate representation of our community at all KCA events. The programme of KCA Annual Conference speakers is required to constitute at least a 40:60 gender balance and must be provided to the Director in advance to ensure that it does not misrepresent our community. We also encourage all event organisers to think of ways to encourage broader diversity.

# MESSAGE FROM THE CONFERENCE CHAIR

There has never been a better time to be involved in the knowledge commercialisation space. With record investments into cross-sectorial collaborations and a renewed focus on ensuring publicly-funded research has tangible positive outcomes for our society, it's clear that partnerships are crucial to the success of translating research into impact. At this year's KCA Annual Conference, Innovating for Impact: Trends, Models and Commercialisation, we have more industry and government speakers than ever before. A truly diverse range of world class speakers will debate and discuss the current dynamic state of innovation and technology transfer in the region and also offer insights as to what the future may look like. With un-paralleled networking opportunities and cross-pollination of ideas, we hope this year's conference will start conversations and build relationships that will shape the way in which we approach the translation of research in Australia and New Zealand for years to come.



## **Quin Chang**

*Chair, KCA Conference Organising Committee 2019  
Director, KCA Board  
Senior Manager, Research Partnerships, RMIT University*

*Quin is the Senior Manager of Research Partnerships at RMIT University and also serves as a director on the board of Knowledge Commercialisation Australasia Ltd. He is passionate about developing a healthy innovation ecosystem for Australia to help enable industries and universities to work closer together and deliver meaningful impact for our society. His dynamic career has enabled him to take leading roles in research partnerships, industry engagement, human resources and product development. Prior to moving to the higher education sector, Quin spent more than 10 years in various senior positions in the automotive industry, both in Australia and Japan. During this time, he has led teams of engineers through the complete product development life-cycle, from concept design to global mass production in leading automotive companies such as Ford and Toyota.*

## KCA CONFERENCE ORGANISING COMMITTEE

**Quin Chang** (Chair), RMIT University  
**Erin Rayment**, University of Southern Queensland  
**John Grace**, UniSA Ventures  
**Amanda McAlpine**, Meat & Livestock Australia  
**Jodi Richards**, University of Queensland  
**Daniel Rowe**, CSIRO  
**Laura Issa**, Abbvie Pty Ltd  
**James Hutchinson**, KiwiNet  
**David Hemmi**, IP Group  
**Bayode Ero-Phillips**, University of Western Australia  
**Shakila Fernando**, ANSTO  
**Evelyn Body**, Auckland UniServices

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# KCA PRE-CONFERENCE COURSE

## NEGOTIATION FOR TECHNOLOGY TRANSFER PROFESSIONALS

Wednesday 11 September 2019

This one-day course is designed to introduce technology transfer professionals to the theory behind different negotiation styles and then identify practical skills on how to apply them in their roles. The content will include an introduction to the stages of a negotiation, different negotiation styles and being able to articulate a value proposition on the technology or product that you are pitching. This will be demonstrated through exploring real case studies, including examples of past intellectual property negotiations. Negotiations tricks will be identified, including practical ways to manage these and what to do when you reach an impasse. The day will conclude with a lively panel discussion, featuring other experts in the field to consolidate the learnings.



6 CE Points

### Venue

Dawes Point Rooms 1-2,  
Pier One Sydney Harbour



## COURSE PROGRAM OUTLINE

Dawes Point Rooms 1-2,  
Pier One Sydney Harbour

8.30am	Registration – Tea and coffee on arrival
9.00am	Welcome and Introduction to Negotiating
9.15am	Negotiation Styles
10.00am	Dollar Auction
10.30pm	Morning Tea
10.45pm	Negotiation Phases
11.30pm	Negotiation Techniques
12.30pm	Lunch
12.45pm	'Coal Face' Experience 3 Licencing Case Studies
1.45pm	Exercise – Aerospace Investment
3.15pm	Afternoon Tea
3.30pm	Panel Discussion <i>Timothy Boyle, ANSTO</i> <i>Linh Nguyen, LinhLaw</i> <i>Rob McInnes, Rob McInnes IP Advisory Pty Ltd</i> <i>Amanda McAlpine, Meat &amp; Livestock Australia</i>
4.30pm	Summary and discussion

<b>5.00pm</b>	<b>Masterclass summary and close</b>
<b>5.30pm – 7.00pm</b>	<b>VIP Networking Reception with Directors and Sponsors</b> The Dining Room, Pier One Sydney Harbour, Walsh Bay, Sydney
<b>7.30pm – 9.00pm</b>	<b>Young Professionals Cocktail Reception</b> Rawson Hotel, 100 George Street, The Rocks, Sydney  <i>Proudly sponsored by</i> 

## COURSE FACILITATORS

### John Grace AO FTSE FAICD

*Chair, UniSA Ventures & Director, TechAdvisory Pty Ltd & Treasurer, Knowledge Commercialisation Australasia Ltd*



**John Grace** is currently serving as the Chairman of UniSA Ventures and as Director of his consulting company TechAdvisory Pty Ltd. He has a Bachelor of Science degree from the University of NSW. John was the Chief Executive Officer for 11 years of AMRAD a listed company commercialising medical research technology. His past executive roles have been primarily in the area of commercialising Biotechnology. He has been a member of a number of government committees and private company boards. He was a Vice President of ATSE and served on the ATSE board over a period of ten years. Mr Grace was made an Officer of the Order of Australia in 2018 for his contribution to biotechnology research and its commercialisation.

### Dr Erin Rayment PhD GAICD RTTP

*Director, (Office of Research Development), University of Southern Queensland & Chair, Knowledge Commercialisation Australasia Ltd*



**Dr Erin Rayment** is the Director of the Office of Research Development at the University of Southern Queensland. Prior to USQ, Erin was responsible for commercialisation at qutbluebox and large-scale collaborative research projects for Griffith University. Erin began her career as a biomedical scientist and worked on the UK 'Regenerative Medicine - A New Industry' Grand Challenge. She has a Bachelor of Biotechnology Innovation with Honours, a PhD in tissue engineering, is a Graduate of the Australian Institute of Company Directors and is a Registered Technology Transfer Professional. Erin is currently Chair of Knowledge Commercialisation Australasia and a Director of the Queensland Cyber Infrastructure Foundation Ltd.



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# Business



*Innovation Connections helps businesses to understand their research needs, connect with the research sector and fund collaborative research projects.*

Up to \$50,000 in matched funding support is available to businesses that choose to fund their collaborative research project with the recommendation of the Innovation Connections facilitator.

For more information visit [business.gov.au/IC](http://business.gov.au/IC) or call **13 28 46**  
 This assistance is offered as part of the Australian Government's Entrepreneurs' Programme.



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# KCA ANNUAL CONFERENCE

THURSDAY 12 SEPTEMBER 2019

**7.30am** **RTTP Breakfast** *View by Sydney, Pier 2 Sydney Harbour, Walsh Bay Sydney*

**8.00am** **Registration and Arrival Tea / Coffee** *Pier One Sydney Harbour, Water@Pier One Room*

**9.00am** **Welcome Address: 2019 Sector Overview**  
*Dr Erin Rayment, Chair, Knowledge Commercialisation Australasia*

**9.30am** **Keynote Presentation**  
*Sally-Ann Williams, CEO, Cicada Innovations*

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**10.30am** **Morning Break**

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**11.00am** **To Spin out or to License: Does it even matter?**  
*Moderator: Duncan Mackintosh, Investment Manager, Brandon Capital Partners*  
*Marthe D'Ombra, Director, Research Innovation, CSL*  
*Will Charles, Executive Director, Commercialisation, Auckland UniServices Ltd*  
*Andrew Wilks, Co-Founder & Executive Chairman, SynThesis Med Chem*

Picture this – you have two competing term sheets for the technology that you have been working on for the last 12 months. That is until you realise that one proposes a licensing model and one an investment into a –yet-to-be-formed investment vehicle.

What to do? This session will explore the licensing and start-up commercialisation pathways but also look at emerging commercialisation trends. It will investigate how to go about comparing the different deal structures to ensure that the return from an innovation is maximised. In addition, speakers will identify key parameters to consider when deciding the best commercialisation strategy.

**12.00pm** **What the Triple Helix Model of Innovation Looks Like in Australia and New Zealand**

*Moderator: Laura Issa, Business Development Search and Evaluation ANZ, Abbvie*  
*Seumas McCroskery, Commercialisation Manager, Kiwi Innovation Network*  
*Erin Rayment, Director, Office of Research Development, University of Southern Queensland*  
*David Martin, Innovation Connections Facilitator, Ai Group*  
*Richard Taube, Australia Manager, University Programs, Ford Motor Company*  
*Gary Hogan, Executive Director, APR.intern*

Industry and academic partnerships are regarded as a source of innovation and a pathway to delivering real world impact for our societies. This is often recognised by government bodies who seek to develop mechanisms to better support and leverage such initiatives. Industry and academia partnerships, with all their inherent benefits also come with their own unique challenges and hurdles. This free-flowing fireside chat session will explore what successful (and not so successful) collaborations look like from various perspectives. Audience members will have the opportunity to listen and engage with speakers from industry, government and research organisations who all have had firsthand experience of developing successful partnerships.

**1.00pm** **Lunch**

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# KCA ANNUAL CONFERENCE

THURSDAY 12 SEPTEMBER 2019 CONTINUED

## 1.45pm **Build, Measure, Learn: How can Governments and research organisations better incentivise entrepreneurship?**

*Moderator: Sandy Plunkett, Commentator/Consultant, Founder Innovation Clearing House*

*Natasha Rawlings, Managing Partner, UniSeed*

*Martin Duursma, Partner, Main Sequence Ventures*

*Hamish Findlay, General Manager Commercialisation, VicLink*

*Elizabeth Hopkins, New Zealand Ministry of Business, Innovation and Employment (MBIE) Science Board*

Research emerging from Australia and New Zealand is world-class, and their talented citizens are found all over the world working in start-ups with their iconic mix of humour, pragmatism and smarts. So why aren't there more research start-ups in our own backyard?

The commercialisation of deep tech can be difficult. But when the stars of investment, team and timing align, start-ups provide vehicles for public research organisations to deliver real-world impact while enjoying a share of intellectual property and global recognition.

For governments, a thriving deep-tech start-up environment can lead to increased returns on investment from publicly funded research, clearer translations of research to solutions, and a diversified knowledge-based economy which can stimulate productivity and further innovation, and drive prosperity.

So, what's holding us back? This session explores how governments and research organisations can better recognise and support entrepreneurship and boost the development of deep tech start-ups.

## 2.45pm **KCA Awards Finalist Pitches**

*Moderator: Natalie Chapman, Managing Director, gemaker*

*Presented by Mark Wickham, Phillips Ormonde Fitzpatrick*

*Rohan McDougall on behalf of Curtin University*

*Timothy Boyle on behalf of ANSTO*

*Kim Fung on behalf of CSIRO*

The KCA Awards celebrate the achievements of members, and highlight "top tier work" in Australasian tech transfer. The winner, as deemed by a panel of judges, and the people's choice award winner, will be announced at the KCA Annual Conference dinner.

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## 3.00pm **Afternoon Break**

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### 3.30pm **Wielding the double-edged sword of software inventions**

*Moderator: David Hemmi, Commercialisation Associate, IP Group*

*Angela Coble, Director Business Technology, Johnson & Johnson*

*Allison Lawrence, Lead Senior Lawyer, Commercialisation, Monash University*

*Connie Merlino, Partner & Patent Attorney, FB Rice*

The most dramatic societal changes over the last 30 years can arguably be attributed to software technologies. The pace at which artificial intelligence, big data and software in general is transforming traditional industries is unprecedented.

The fast-paced nature of this industry simultaneously presents opportunities and challenges for innovative universities, companies and indeed policy makers.

This session will explore:

- current state of play on patentability of software inventions;
- challenges of commercialising Software as a Medical Device; and
- potential pitfalls in data and software licensing

### 5.00pm **Conference Day 1 Close**

#### 5:10pm **KCA Annual General Meeting**

*Water@Pier One Room*

#### 6:30pm **KCA Annual Conference Dinner**

*The Loft, Doltone House, Jones Bay Wharf*

*Special Guest Speaker Jim Patrick (AO), Chief Scientist, Cochlear Limited*

Coach transfers for Conference Delegates departing 6.15pm from Pier One travelling to Doltone House. Return transfer to Pier One departing at 11.00pm.

#### **KCA Commercialisation Awards Presentation**

*Presented by Mark Wickham, Phillips Ormonde Fitzpatrick*

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# KCA ANNUAL CONFERENCE

FRIDAY 13 SEPTEMBER 2019

**8.30am**     **Registration and Arrival Tea / Coffee**

*Pier One Sydney Harbour, Water@Pier One Room*

**9.00am**     **Keynote Presentation**

*Tanya Monro, Chief Defence Scientist, Defence Science and Technology*

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**9.45am**     **Ag Tech – Reinventing Agriculture for the Future**

*Moderator: Amanda McAlpine, Program Manager, Meat and Livestock Australia*

*Russel Rankin, Director & Founder, Food Innovation Partners Pty Ltd*

*Tim Zoch, Director Isometis*

*Sean Starling, General Manager, Research Development & Innovation, Meat and Livestock Australia*

Right now is an exciting time in agriculture. Recent breakthroughs in research are reinvigorating a traditional industry sector by introducing new innovations and ideas. There are groundbreaking developments being trialled in remote farming, robotics, artificial intelligence and farming practices. Farmers and the industry are being challenged more so than ever before to transform, towards an evolutionary and dynamic industry.

This session will bring together game changing examples and enabling opportunities. Speakers will explore how science is revolutionising a once conservative agricultural landscape, as well as provide insight on how Australasia is leading the world and will be required to continue to evolve to maintain its competitiveness on a global scale.

**10.45am**     **Morning Break**

**11.05am**     **CRISPR and Gene Editing Technologies: Commercial and legal considerations for research and commercialisation**

*Moderator: Laura Issa, Business Development Search and Evaluation, Abbvie Pty Ltd*

*Simon Potter, Principal, Chemical/ Life Sciences Leader Australia, Spruson & Ferguson*

*Ian Nisbet, Co-Founder and Corporate Advisor, Cartherics Pty Ltd*

*Jae Young Lee, Director of R&D Therapeutics and BD Strategy & Planning, ToolGen Inc*

Gene and cell therapies such as chimeric antigen receptor T-cell (CAR-T) and adoptive cell therapies (ACT) are emerging treatment modalities which are experiencing increased adoption as they enter a new era of de-risking. FDA approval of the first gene therapy for a genetic disease with first approval of an adeno-associated virus (AAV) vector in the December 2017 (US), as well as the recent acquisition of Spark Therapeutics by Roche for \$4.8B, has renewed confidence in these treatment modalities. The world-first FDA approval of a CAR-T therapy for blood cancer in late 2017 also marked a transformative time in cancer care, and further ignited interest in cell therapy R&D. Consequently, we are seeing an influx of university spin-outs and biotechs entering this segment as expansion into mainstream therapy becomes a commercial reality. This session explores the legal and IP considerations for enabling research as well as the commercialisation of gene and cell therapies. KCA delegates will also obtain an understanding of the pertinent FTO issues through real-world case studies and examples delivered by commercial experts.

## 12.15pm **Competition and Consumer Act 2010 (Cth) (CCA) – Repeal of the IP exemption**

*Moderator: Amanda McAlpine, Program Manager, Meat and Livestock Australia*

*Parnos Munyard, Assistant Director, ACCC*

Licensing patents, registered designs, copyrights currently have some level of protection from competition provisions under a specific exemption in the Competition and Consumer Act. Recently a new Bill was passed that removes the IP exemption in the Competition and Consumer Act which will impact licencing agreements. All current licences will have 6 months to conform to the changes. In this session, we will hear from ACCC on how these changes may affect current and future licences.

## 1.00pm **Conference Summary and Closing Remarks**

## 1.15pm **Lunch**

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## 2:00pm **Conference Close**



# KEYNOTE SPEAKERS

## Professor Tanya Monro FAA FTSE FOSA FAIP

*Chief Defence Scientist, Department of Defence  
Science and Technology*



**Professor Tanya Monro** commenced as Chief Defence Scientist in March 2019. Professor Monro was previously Deputy Vice Chancellor Research and Innovation and an ARC Georgina Sweet Laureate Fellow at the University of South Australia.

Professor Monro was the inaugural Director of the Institute for Photonics and Advanced Sensing (IPAS) from 2008 to 2014 and was also the inaugural Director for the ARC Centre of Excellence for Nanoscale BioPhotonics (CNBP) at the University of Adelaide. Her research is in the field of photonics, with a focus on sensing, lasers and new classes of optical fibres. Professor Monro obtained her PhD in physics in 1998 from The University of Sydney, for which she was awarded the Bragg Gold Medal for the best Physics PhD in Australia. In 2000, she received a Royal Society University Research Fellowship at the Optoelectronics Research Centre at the University of Southampton in the UK, and is also an inaugural Bragg Fellow of the Royal Institution of Australia (RIAus).

Professor Monro is a Fellow of the Australian Academy of Science (AAS), the Australian Academy of Technological Sciences and Engineering (ATSE), the Optical Society of America (OSA) and the Australian Institute of Physics (AIP). She is member of the Board of the Commonwealth Science and Industrial Research Organisation (CSIRO) and the South Australian Economic Advisory Council. Her awards include: the Prime Minister's Malcolm McIntosh Prize for Physical Scientist of the Year (2008), South Australian Scientist of the Year (2010), South Australia's Australian of the Year (2011), and the Eureka Prize for Excellence in Interdisciplinary Scientific Research (2015) and she is the 2019 SA winner of the Australian Award for Excellence in Women's Leadership.

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## Sally-Ann Williams

*CEO, Cicada Innovations*



**Sally-Ann Williams** is the CEO of Cicada Innovations, Australia's home of Deep Tech. Cicada Innovations unlocks the power to create the industries and jobs of the future addressing some of the most pressing global issues that face our world today.

Prior to joining Cicada Innovations, Sally-Ann was an Executive Program Manager at Google Australia for 12 years where she was responsible for leading Google's efforts in CS and STEM education & outreach (K-12), research collaborations with universities and entrepreneurship and startup engagement.

Sally-Ann has been involved in driving national engagement and change strategies in innovation & entrepreneurship, Computer Science and STEM education including contributing to the COAG STEM Partnership Forum and the foundation of StartupAUS, a non-profit with a mission to transform Australia through technology entrepreneurship.

Sally-Ann is an experienced Non-Executive Board member currently serving on the boards of Fishburners and World Vision Australia. She is a mentor in the Startmate program and has served as an advisor and mentor to several industry and university incubators & accelerators.

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# PANEL AND PRESENTATION SPEAKERS

## Will Charles

*Executive Director Commercialisation, UniServices*



**Will Charles** has been General Manager Commercialisation since 2005. During this time UniServices has transacted over 165 licensing deals, started 30 companies and raised over \$50 million in venture and seed funding for these companies, and has successfully exited a number of these. He set up the TransTasman Commercialisation Fund, a A\$30 million seed fund with four Australian Universities and sat on the Investment Committee of the fund. He is a director of a number of start-up companies. He also set up and is responsible for the direction of Return on Science which is part of the Ministry of Business, Innovation and Economic Development's Commercialisation Partner Network. He has been a speaker at a number of international Technology Transfer events including the Association of Technology Managers in the US (AUTM) and BioEurope. Previously, Will has had extensive senior commercial experience in businesses in Europe, Asia and New Zealand where he has held executive positions at a number of companies including Novartis, GlaxoSmithKline, Roche, Celltech and Wolters Kluwer.

## Angela Coble

*Director, Business Technology, Johnson & Johnson*



**Angela Coble** is a senior ICT leader and internationally published author, with experience in healthcare, utilities and finance. Ange is passionate about using technology to improve wellness in the community by powering preventative, remote and pre- and post-operative in home care solutions. Her more than 20 years of leadership experience include senior positions within the Medical Devices Healthcare industry in Security and Technology and Electricity Supply industry, including Group Manager Business Planning Infrastructure Operations for NSW. Ange has an MBA from USQ, and a Bachelor of Business from USQ. She gained her Certification as an Information Security Manager from ISACA and qualified in Information Security Risk Management at the SANS institute. Ange holds qualifications across various domains, has embarked on her PhD (leadership in tech & impact of Women in tech) and is an Advisory Board Member with CEC (IDG company), regularly contributes to publications and events such as CeBIT, Women InTech and emerging technology start-up advisory's.

## Marthe D'Ombra PhD GCALL

*Director, Research Innovation, CSL*



**Marthe D'Ombra**, as the Director of Research Innovation at CSL, plays a key role in the identification and integration of new technology and project opportunities into CSL's global Research portfolio and leads efforts to establish and strengthen key external collaborative partnerships. Marthe has a PhD in immunology and parasitology from the University of Melbourne, which she undertook at the Walter and Eliza Hall Institute, and a Bachelor of Science (Honours) from the University of Melbourne. Marthe undertook postdoctoral studies at the Université de Lausanne and the Walter and Eliza Hall Institute.

## Martin Duursma

*Partner, Main Sequence Ventures*



**Martin Duursma** is a Partner at Main Sequence Ventures. Martin has over 25 years' experience as a Senior Executive, Technologist, Business Founder, Angel Investor and Mentor both in Australia and the US. Prior to joining Main Sequence Martin was a senior executive with a range of global responsibilities at Citrix. Martin joined Citrix in 1997 when it acquired Datapac Australasia, a company which he co-founded. While at Citrix Martin started and built the company's research arm, Citrix Labs, started and led the CTO Council and CTO function and also started the Citrix Accelerator and led the investment in over 30 new companies. As VP and head of the Global Technology Office, Martin led due diligence in over 60 transactions totalling \$2.5B in value. Martin continues to be active as an angel investor as well as in various advisor and mentor roles at Macquarie University, Sydney University and ON, Australia's national science technology accelerator. Martin holds a Bachelor of Computer Science and a Bachelor of Electrical Engineering from Sydney University.

# PANEL AND PRESENTATION SPEAKERS CONTINUED

## Hamish Findlay

*General Manager Commercialisation, VicLink*



**Hamish Findlay** is responsible for managing Viclink's Intellectual Property (IP) Commercialisation Team as they work alongside Victoria University of Wellington's researchers to bring research with commercial potential out into the market where it can have the most benefit. He

brings a wealth of commercialisation experience to the role having worked in management roles for Otago Innovation, the Ministry of Business, Innovation and Employment and, most recently, as the General Manager, Commercial and International, for the Institute of Environmental Science and Research (ESR). Born in the far North—but currently enjoying being a Wellingtonian—Hamish holds a double degree in Management and Psychology from the University of Auckland, and a DipGrad in Accounting from the University of Otago.

## Professor Gary Hogan AM

*Executive Director, APR.intern*



**Professor Gary Hogan** joined the Australian Mathematical Sciences Institute (AMSI) as Executive Director of its national PhD internship program, APR.Intern, in 2018 and is responsible for leading stakeholder engagement and corporate relations with government, universities and industry

partners. A graduate of the Royal Military College, Duntroon, Gary spent more than 30 years in the Australian Defence Force – most notably as Head of Military Intelligence and Director-General Scientific and Technical Analysis, retiring with the rank of Brigadier-General. Gary has held executive and advisory positions at KPMG, RMIT, UNSW and the Victorian Government and is currently an Enterprise Professor at the University of Melbourne. Gary holds a First Class Honours degree in History (UNSW), a Master of Strategic Studies (UNSW) and is fluent in Mandarin, Vietnamese and Bahasa Indonesia. Gary is passionate about APR.Intern's ambition to transform the futures and career trajectories of PhD students across Australia, not to mention the innovation dividends that will be delivered to the Program's industry partners.

## Elizabeth Hopkins

*NZ Ministry of Business, Innovation and Employment (MBIE)*



**Elizabeth Hopkins** is a member of the Investment Committee of Kiwinet and Acting Commercial Director at the University of Canterbury. She trained as a research biologist at Oxford University where she investigated the role of genetic inheritance in breast cancer. Mrs Hopkins has over 25

years of experience of successfully transitioning biological research into products in the life science sector. She has held several Director and Chairperson roles on biotech and state-owned enterprises, and served as CEO of Wool Equities, a NZX listed company. Mrs Hopkins has also served as a senior advisor to MBIE and other government agencies.

## Allison Lawrence

*Lead Senior Lawyer (Commercialisation, Technology and Innovation), Monash University*



**Allison Lawrence**, as Monash University's Lead Senior Lawyer (Commercialisation, Technology and Innovation) supports applied innovation by advising in the protection, licensing and commercialisation of Monash's valuable intellectual property, information assets and emerging

technologies. She enjoys translating ideas into outcomes working within the digital and technology space exploiting her significant expertise in IT, IP, privacy, information and data management and governance - having worked previously in a variety of public and private sector organisations, including as a technology lawyer in private practice and over 7 years at the Australian National University. Prior to switching careers to become a specialist lawyer, she had a 15-year career advising senior executives in information management and digital solutions design and delivery. She has a multi-disciplinary education including: a Masters of Business (in Information Innovation) from the RMIT School of Business IT; and a Master of Laws (in Innovation Law) from UNSW; and is an admitted solicitor of the Supreme Court of NSW currently holding a Victorian Corporate Practising Certificate.



## Jae Young Lee

*Director, ToolGen Inc*



**Jae Young Lee** is a director of R&D Therapeutics and Business development of ToolGen Inc., a gene editing based company. Jae's role in ToolGen Inc., as a business developer is to build external partnership and to establish strategic decision/plan. His role as a R&D director is to develop CRISPR/

Cas9-based therapy. Jae received his BEng (First Class Honours) from the University of Melbourne and his PhD in Medicine (graduated with Dean's Award for doctoral thesis excellence) from Monash University.

## David Martin

*Innovations Connections Facilitator, Ai Group*



**David Martin** works with executives across multiple industries from large and small organisations to facilitate innovative solutions to complex and wicked problems. Using a wide range of tools and experience that includes active listening, coaching, design thinking, sprints, canvas and an

ability to effectively communicate with very diverse groups of people, he crafts elegant narratives that allow decision makers to make key operational and strategic choices. Whether leading teams or acting as an individual, his greatest strength is effectively executing the project at hand. He has maximised opportunities for Australian industry in \$88 billion dollars of major projects, delivered financial assistance of over \$22 million dollars to innovative SME's and pulled together over 140 commercially astute bleeding edge research/industry collaborations that have resulted in novel technology and jobs of the future. He has excelled as a lifelong learner with awards for academic excellence and participated in and led teams in global business competitions. In his personal life, he is a crowdfunding tragic, thwarted blacksmith and doting dad to two dachshund fox terrier crosses.

## Seumas McCroskery

*Commercialisation Manager, Kiwi Innovation Network (KiwiNet)*



**Seumas McCroskery** is a Commercialisation Manager at Kiwi Innovation Network (KiwiNet). KiwiNet is New Zealand's network of public research organisations, working together to transform scientific discoveries into marketable products and services. Core to his role is bridging support between the

entrepreneurial researcher to the commercialisation professional and into the private sector. His personal vision is increasing the number of entrepreneurial researchers with the core skills and confidence to deliver positive and fundamental changes to the world through their amazing ideas tackling solutions to challenges. Having worked on multiple initiatives over the years, he is keen at KCA to discuss lessons learnt, ongoing successes and future programs to keep the snowball of success growing.

## Connie Merlino

*Partner and Patent Attorney, FB Rice*



**Connie Merlino** joined FB Rice in 2000 and is a partner of the firm in our Sydney ICT team. Specialising in patent specifications in a range of ICT technologies, Connie's experience covers areas such as software, telecommunications and data communications, security, databases and

imaging. Connie has been recognised as an IP Star for patent prosecution in Managing Intellectual Property, 2019/20. Connie specialises in drafting patent specifications in a range of ICT technologies. Her experience covers areas such as software, telecommunications and data communications, security, databases and imaging. Connie is known for her ability to quickly comprehend high level mathematics and has extensive experience in application software, including business methods and internet applications. Particular examples include smart phone applications, formal verification of drivers for hardware devices, multi-spectral imaging, video processing and virtual networks. Representing both small companies and start ups, as well as large international companies and universities, Connie's experience includes prosecution of patent applications in Australia and the major commercial markets including all of Asia. Connie's experience also includes patent oppositions before the Australian Patent Office and providing strategic advice in relation to patent portfolios, including infringement advice and licensing agreements. Connie also works on the prosecution of a varied array of registered designs. Connie is a registered Australian Patent and Trade Marks Attorney.

# PANEL AND PRESENTATION SPEAKERS CONTINUED

## Parnos Munyard

*Director, Advocacy and Law Reform, Australian Competition & Consumer Commission*



**Parnos Munyard** currently leads the Advocacy and Law Reform team. Broadly speaking, his role is to ensure that the Competition and Consumer Act including the Australian Consumer Law is able to address anti-competitive conduct and consumer harm effectively. This includes engaging with internal and external stakeholders about forthcoming amendments and/or the need for future change. This is Parnos' 11th year at the ACCC. He spent the first half of his time in the Enforcement Division, investigating and litigating both competition and consumer matters. He then moved to merger investigations branch where he reviewed prospective mergers for competition concerns. He then moved to the ACCC's International team where he was responsible for the international engagement on competition issues in particular with the International Competition Network (ICN) and the OECD competition committee.

## Ian Nisbet BSc, PhD

*Director & Founder, Cartherics Pty Ltd*



**Ian Nisbet** has over 30 years of product development, business development and project management experience in the biotechnology sector at an executive or board level in both Australia and the US. He was project leader for two FDA-approved oncology drugs, VELCADE® and SYNRIPO. Ian is a co-founder of Cartherics Pty Ltd, a developer of cellular therapies for the treatment of cancer, and serves as its Corporate Advisor. He is CEO of Cancure Ltd, an oncology development company, and Chair of VivaZome Pty Ltd, a company developing exosome treatments for ischemic diseases. He also acts as a director or advisor to several Australian and US biotechnology companies. Ian received his BSc from the University of Melbourne and his PhD in molecular biology from Monash University. He is also a graduate of the Advanced Management Program at Melbourne Business School.

## Jim Patrick AO FTSE

*Chief Scientist, Cochlear Limited*



**Jim Patrick** is one of the original engineers who pioneered the development of the multichannel cochlear implant with Professor Graeme Clark. He is recognised as a world authority on cochlear implants. He joined Professor Clark's research team at The University of Melbourne in 1975. In 1981, after the first successful human implants were concluded, he moved to Sydney as a key member of the original three-man team, devoted to developing a 'clinically applicable' cochlear implant. He was responsible for systems engineering and the digital aspects of the implantable stimulator, playing a key leadership role in the development of the commercial medical implant. Since then he has been a member of Cochlear Limited's senior management team, holding a number of technology management roles, including responsibility for R&D, Quality and Manufacturing. Since retiring at the end of 2016, he has taken on a consulting role at Cochlear Limited with the title Chief Scientist – Emeritus.

## Simon Potter

*Principal, Chemical / Life Sciences Leader Australia, Spruson & Ferguson*



**Simon Potter** is an experienced patent attorney specialising in biotechnology. As head of Spruson & Ferguson's Chemical/Life Sciences team in Australia, he assists clients in all aspects of patent practice including drafting, prosecution, oppositions, patentability/validity/freedom to operate opinions, and portfolio strategy/management. He has drafted and successfully managed sizeable patent portfolios for a number of prominent Australian biotechnology companies and works closely with several leading Australian universities. Simon has research experience in molecular biology, immunology and genetics. After graduating from the University of Sydney with a university medal, he gained a PhD for research on HIV antiretroviral drug resistance at the Westmead Millennium Institute. Simon also held a postdoctoral research position at the Pasteur Institute as a CJ Martin Postdoctoral Fellowship recipient. Simon is a fellow of The Institute of Patent and Trade Mark Attorneys of Australia (IPTA), and a member of The Intellectual Property Society of Australia and New Zealand (IPSANZ).

## Russel Rankin

*Director & Founder, Food Innovation Partners Pty Ltd*



**Russel Rankin** has more than thirty years' experience in the food and beverage industry in various senior commercial and research positions. Russel has an inherent ability to connect companies, research organisations, financial institutions and Government and understands how to manage the innovation process and the steps required to commercialise innovative ideas. Currently Russel is Director and Founder of Food Innovation Partners Pty Ltd, a company that makes the connections between commercial companies, research organisations, Governments, Finance providers, marketing and Industry Bodies. Russel is currently Board Member of the Australian Research Council's Robotics Vision Centre of Excellence; Member of SA Government's Advisory and Assessment Board for their Advanced Food Manufacturing program; Director of The Food Market Company (TFMC); Director of Freshly & Co; Director of The Beauty Drink Company and Member of the Advisory Board to KFSU Pty Ltd, a company making dietary fibre from sugar cane.

## Natasha Rawlings

*Investment Manager, Uniseed*



**Natasha Rawlings** is a tech entrepreneur who has led, founded and mentored early and mid-stage tech start-ups, with a particular focus on creating revenue through sales and marketing. Prior to this, Natasha had a successful career as a marketer holding top management positions in Australian and UK companies. Natasha has rich experience in new product development and building revenues through new routes to market. Natasha's previous roles include CEO and Founder of StreetHawk, a mobile relationship management platform, and CEO of Heads Over Heels – an organisation that helps women entrepreneurs with scalable businesses grow. Natasha's corporate experience includes Marketing Director of International Masters Publishers (publishing) and Guthy-Renker (cosmetics and fitness), and as a Senior Manager in corporate innovation and new revenue streams at News Corporation in the UK. Natasha holds a Bachelor of Business from the University of Technology, Sydney and is a Graduate of the Australian Institute of Company Directors.

## Dr Erin Rayment, RTTP FAICD

*Director, Office of Research Development, Research and Innovation Division, University of Southern Queensland Chair, Knowledge Commercialisation Australasia (KCA) Ltd*



**Dr Erin Rayment** is the Director of the Office of Research Development at the University of Southern Queensland. Prior to USQ, Erin was responsible for commercialisation at qutbluebox and large-scale collaborative research projects for Griffith University. Erin began her career as a biomedical scientist and worked on the UK 'Regenerative Medicine - A New Industry' Grand Challenge. She has a Bachelor of Biotechnology Innovation with Honours, a PhD in tissue engineering, is a Graduate of the Australian Institute of Company Directors and is a Registered Technology Transfer Professional. Erin is currently Chair of Knowledge Commercialisation Australasia and a Director of the Queensland Cyber Infrastructure Foundation Ltd.

## Sean Starling

*General Manager, Research Development and Innovation, Meat and Livestock Australia*



**Sean Starling** is General Manager – Research, Development and Innovation. As member of Meat & Livestock Australia's executive team, Sean is responsible for MLA's \$170 million annual R&D investment across the Australian red meat industry value chain. Innovation areas cover: global innovation insights; value chain innovation; food safety and industry traceability and integrity systems; product development and value-adding; automation technology; and building industry innovation capability. Sean has been engaged in food value chains for most of his career. Having worked in a range of organisations and positions from factory engineer to general manager in manufacturing, R&D and engineering organisations, underpins Sean's ability to work with business and scientific thinkers to facilitate delivery of their concepts into commercial reality. In addition to ensuring no good opportunity is wasted, Sean has a passion of supporting young people to strive and deliver in an ever changing and complex environment.

# PANEL AND PRESENTATION SPEAKERS CONTINUED

## Richard Taube

*Australia Manager, University Programs, Research and Advanced Engineering, Ford*



**Richard Taube** is a Mechanical Engineer and has worked in the Automotive industry in Australia since 1994. His Postgraduate Research was in the field of Sheetmetal Stampings Optimisation and he has been active in BIW structures design, development and testing of the Ford Territory, Falcon and T6 Ranger since 1999. He currently manages the collaborative University Research Projects for Ford of Australia Pty Ltd and acts in a technical capacity for the BIW Product Development teams. He has an ongoing interest in applied research and collaboration between industry and research schools as well as advanced BIW structures planning, development and cost optimisation.

## Andrew Wilks

*Co-Founder & Executive Chairman, SynThesis Med Chem*



**Professor Andrew Wilks** is a serial entrepreneur with twenty years on the “dark side”, following a successful academic career at the Ludwig Institute for Cancer Research. At the Ludwig, he discovered and named (and, indeed, patented) many novel protein kinases, including the JAK family of kinases, and went on to found Cytopia in 1997, one of Australia’s earliest listed drug discovery companies. Since then he has founded or co-founded ten companies that undertake self-funded drug discovery or provide drug discovery services to the Australian drug discovery sector. In particular, he is co-founder (with Dr Xian Bu) of SYNthesis med chem, a global contract chemistry group with laboratories in China and more than 250 scientists world-wide, and SYNthesis Research, a “venture-discovery” company that funds and manages drug discovery collaborations generated from academia. Andrew holds an Adjunct/Honorary Professorship in the Department of Medicine, Nursing and Health Sciences at Monash University. He was awarded the Australian BioBusiness Award in 2007, and was elected to the Australian Academy of Technological Sciences and Engineering (ATSE) in the same year. He was awarded the Johnson and Johnson Ausbiotech Innovation Industry Leadership Award in 2016 and the ATSE Clunies Ross Medal (Entrepreneur of the Year) in 2017.

## Tim Zoch

*Director, Isometis*



**Tim Zoch** has over 20 years commercial experience as a senior executive, innovator, business driver and mentor in Livestock and Pet Health throughout Australasia, Europe and emerging markets (Russia CIS). During this time he has represented local and global marketing teams for two of the largest global veterinary pharmaceutical companies, Boehringer Ingelheim and MSD Animal Health. Tim is now director and founder of Isometis, a VetTech network incubator supporting businesses and their founders to commercialise the next generation of solutions in the growing Livestock and Pet Health markets. He also acts as an advisor to several Australian and international companies looking to locally or globally scale, pivot or enter new markets. An avid design thinker, Tim received his MBA from Charles Sturt University and his degree in Agricultural Science from LaTrobe. He is also a member of the Australian Institute of Company Directors.



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IP PRAGMATICS

# KCA RESEARCH COMMERCIALISATION AWARDS

The KCA Awards celebrate the achievements of members, and highlight “top tier work” in Australasian tech transfer. In 2019 we once again had one open category and invited members to put forth any activity that realised success in the last 18 months.

These three finalists will pitch their nomination at the KCA Annual Conference on Thursday 12 September 2019 in Sydney. The winner, as deemed by a panel of judges, and the people’s choice award winner, will be announced at the KCA Annual Conference dinner that same evening.

The 2019 KCA Awards finalists, in no particular order, are:

## CURTIN UNIVERSITY

### HiSeis exit



HiSeis Pty Ltd was formed by Curtin in 2009 to commercialise new technology enabling the application of the seismic techniques to minerals exploration. Seismic is commonly employed in oil & gas exploration but, before HiSeis, had not been successfully applied in minerals exploration. Curtin’s commercialisation team supported the company through establishment, growth and in 2018 facilitated a sale of the company to bring in new owners and take the company to its next stage. HiSeis continues a research relationship with Curtin, employs Curtin graduates, has significant alumni as shareholders and Curtin retains a shareholding to participate in future upside.

## ANSTO

### nandin – ANSTO’s Innovation Centre



*nandin\** – ANSTO’s Innovation Centre is the home of industry partnerships, knowledge exchange and technology commercialisation in Southern Sydney. Over the past 18 months *nandin* has progressed from a small pilot incubator with a single member to being a thriving innovation centre that is home to eleven community startups, four ANSTO technology ventures, and serves as a base for seven industry clusters. *nandin* was recently awarded \$12.5 million from the NSW state government to scale operations to include a next generation nuclear medicine facility, shared laboratory suites, a makerspace and a node of the Design Factory Global Network.

*\*nandin* means “look ahead” in the Dharawal language of the indigenous people in Southern Sydney

## CSIRO

### ColoSTAT®: a blood-based biomarker panel for colorectal cancer detection



CSIRO, with clinical and scientific collaborators, discovered and patented a panel of protein biomarkers with strong promise as a blood test for early detection of colorectal cancer (CRC) when the chance of cure is greater than 90%. Based on clinical studies, ASX-listed Australian Biotech company, Rhythm Biosciences, licensed the technology to translate it from research laboratory promise to clinical and commercial utility. The resultant test (ColoSTAT®), still in development, is being positioned as a simple, low cost & patient friendly blood test that will significantly improve CRC screening participation and compliance, reducing CRC morbidity and mortality in Australia and globally.

Thank you to our KCA Awards Sponsor



# NETWORKING EVENTS



## VIP Networking Reception with Directors and Delegates

**Date:** Wednesday 11 September 2019

**Time:** 5.30pm – 7.00pm

**Venue:** Pier One Sydney Harbour, Dining Room  
(Conference Venue)

An exclusive networking reception for Technology Transfer directors across Australasia, and the KCA Conference sponsors.



## RTTP Networking Breakfast

**Date:** Thursday 12 September 2019

**Time:** 7.30am – 8.30am

**Venue:** View by Sydney, Pier 2,  
Sydney Harbour Walsh Bay  
(2 minute walk from Conference Venue)

Exclusive networking event for RTTP and Candidate RTTPs.



## Young Professionals Cocktail Reception

**Date:** Wednesday 11 September 2019

**Time:** 7.30pm – 9.00pm

**Venue:** Rawson Hotel,  
100 George St, The Rocks, Sydney  
(5 minute walk from Conference Venue)

A networking reception for early career and young commercialisation professionals.

*Proudly sponsored by*



## Annual Conference Dinner

**Date:** Thursday 12 September 2019

**Time:** 6.30pm – 10.00pm

**Venue:** The Loft, Doltone House, Jones Bay Wharf  
(10 minute drive or via Conference Delegate  
Coach Transfer)

Enjoy an evening of networking with your colleagues at the KCA Annual Conference dinner on. The winner of the KCA Award and People's Choice Award will be also announced following the dinner. Dinner tickets are included in full registration fee.

Coach transfers for Conference Delegates departing 6.15pm from Pier One travelling to Doltone House. Return transfer to Pier One departing at 11.00pm.

# GENERAL INFORMATION

## REGISTRATION DESK

On arrival, delegates are asked to make their way to the registration desk, located at Pier One Sydney Harbour. The Registration desk will be open:

**Wednesday 11 September:** 8.30am – 5.30pm

**Thursday 12 September:** 8.00am – 5.00pm

**Friday 13 September:** 8.00am – 2.00pm

The conference officially opens at 9.00am on Thursday 12 September 2019.

## NAME BADGES

Delegate name badges will be issued at the registration desk upon your arrival. For security purposes, the conference name badge must be worn at all times during the conference. A person will not be granted entry to the conference sessions if their name badge is not visible.

## WI-FI

Wi-fi is complimentary to conference delegates at Pier One.

## PRESENTER INSTRUCTIONS

- Presentations must be provided on a USB (memory stick) with the file in a PowerPoint PC 16:19 format.
- Speakers will upload their PPT presentations on arrival. Please see registration desk staff for assistance.
- Please do not bring your own computer. There will be no time to swap computers over between presentations.
- Audio-visual technical support will be available on the day.

## TRANSPORT

### Airport Transfers

**Train** – The T8 Airport & South Line stops at the Sydney Domestic Airport station, and Sydney International Airport station, with services departing frequently between 5am and midnight, 7 days a week.

**Bus** – The route 400 and 420 regular bus and 420N night bus all travel to Sydney Airport, with stops at both domestic and international terminals. The bus stop at the domestic airport is located outside Terminal 3, which is walking distance from Terminal 2.

### Taxi

Silver Service Taxis provides taxi services throughout Sydney. Taxis are available outside Sydney Airport or can be booked directly by dialing 133 100 or visiting [www.silverservice.com.au](http://www.silverservice.com.au). Taxis are approximately \$50.00 from the airport to the conference venue.

### Opal Card

You will need a valid Opal Card ticket to travel on public transport in New South Wales. Opal cards are smartcard tickets that you keep, top up and reuse to pay for travel on public transport. Simply add value to your Opal card then tap on and tap off to pay your fares on metro, trains, buses, ferries and light rail – anywhere within the Opal network. Learn more at [www.opal.com.au](http://www.opal.com.au)

## Public Transport

The following transit lines have routes that pass near Pier One Sydney Harbour.

- Train – T2
- Bus – 324, 325
- Ferry – F2

The nearest stations to Pier One Sydney Harbour are:

- Wharf Theatres Hickson Rd
- Hickson Rd Opp Wharf Theatres
- Hickson Rd Opp Roslyn Packer Theatre
- Roslyn Packer Theatre Hickson Rd
- Argyle Pl At Lower Fort St

## Parking

Pier One Sydney Harbour have a valet service which is \$55 flat rate for guests. Otherwise there is street parking which is \$4.20 per hour. For further information on Sydney parking, visit [www.cityofsydney.nsw.gov.au/explore/getting-around/parking](http://www.cityofsydney.nsw.gov.au/explore/getting-around/parking)

## INSURANCE

Registration fees do not include insurance of any kind. We strongly recommend that, at the time of booking your travel, you take out a travel insurance policy. This policy should take into account loss of deposit through cancellation, medical insurance, loss or damage to personal property, and financial loss incurred through disruption to accommodation or travel arrangements due to business failures, strikes, or other industrial action. KCA and the KCA Conference Organising Committee, cannot take responsibility for any participant failing to arrange their own insurance. Insurance must be purchased in your country of origin.

## DISCLAIMER

KCA and the KCA Conference Organising Committee will not accept liability for damages of any nature sustained by participants or loss or damage to their personal property as a result of the conference or related events. Neither KCA or the KCA Conference Organising Committee are responsible for any loss or damage as a result of alteration to the program, cancellations or postponement of the conference due to unforeseen occurrence or any other event that results in staging of the conference being impractical or impossible. Delegates are encouraged to take out their own insurance as necessary to cover potential losses.

## PROGRAM CHANGES

KCA Conference Organising Committee reserves the right to amend or make changes to this program.



# TRAINING AND EVENTS

## BEST PRACTICES IN IP COMMERCIALISATION

This is a two-day course designed to give an overview of issues relating to the commercialisation of PFRO intellectual property in Australia. Course content is primarily aimed at new or recently recruited staff from technology commercialisation or contracts offices in academic institutions, but will also be of interest to those in industry who work with academics or who are involved in the academic/industry interface.

**For those working towards RTTP status, earn 15 CE points by attending.**

## INTERMEDIATE LICENSING COURSE

KCA's two-day interactive licensing course has been specifically developed with university technology transfer professionals in mind and will be for those practising individuals who already have a basic understanding of the licensing process. The objective of this course is to upskill the licensor, and content will build upon the basics and focus on areas where people most commonly fall down in academic technology transfer licensing.

**This course will earn you 15 CE points towards RTTP status.**

## START UPS / SPINOUTS TO START UPS MASTERCLASS

KCA's Chatham-House Start-ups Masterclass provides participants with the best available methods and insights for achieving success managing PRFO spinouts from inception to exit. This masterclass is ideal if you are, or will be, working with startups as part of your commercialisation role within a PRFO.

**This course will earn you 7 CE points towards RTTP status.**

## INDUSTRY ENGAGEMENT & BUSINESS DEVELOPMENT

The KCA Industry Engagement & Business Development Course has been designed and written with TT/KT practitioners in mind, and will be run by highly experienced industry business development professional to offer insights around engagement with established companies. The course will cover off both proactive and reactive BD strategies to ensure that you are getting the greatest return from your BD activities and efforts.

**This course will earn you 7 CE points towards RTTP status.**

## AGTECH & FOOD - CONTRACTING PRACTICALITIES

This new course, AgTech and Food - Contracting Practicalities for Project Managers and Business Developers, covers the broad concept of commercialisation; the process by taking research, using intellectual property tools, through to commercial markets for adoption. Intellectual Property (IP) is a tool to enable adoption and commercialisation.

**This course will earn you 7 CE points towards RTTP status.**

*We are currently hosting the above courses upon request. If you or your organisation are interested in attending one of the above events, please contact the KCA National Office at [admin@kca.asn.au](mailto:admin@kca.asn.au).*



# SAVE THE DATE

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