

## DIGITAL HEALTH COMPANIES TO BENEFIT FROM UNIQUE MARKET ENTRY FOCUSED ACCELERATOR

**Sydney, Tuesday 19 September 2017:** ANDHealth, Australia's first industry led, national accelerator for digital health technologies today announced the first cohort of six companies that it will begin working with.

ANDHealth's unique model, led by a consortium of industry leaders with proven track records in commercialising digital health technologies in global markets, and supported by Australian Industry Growth Centre, MTPConnect, is focused on mid-stage technologies which will benefit from support and assistance in clinical and commercial validation to enhance their ability to penetrate global markets and/or raise significant growth capital.

**ANDHealth Managing Director, Bronwyn Le Grice said:** *"There are many early stage accelerators in Australia that provide support for ideas and concepts behind innovative new companies. ANDHealth is different in that it brings a tailored support and advisory package for companies that already have a product, drawing on the deep knowledge and expertise of Australia's own industry leaders who know what it takes to take a product from Australia to the world."*

ANDHealth's first cohort of companies will benefit from a hands-on advisory group drawn from ANDHealth's industry members, which include Novartis Pharmaceuticals, RMIT University, Planet Innovation, Curve Tomorrow, The Murdoch Children's Research Institute, GP2U, HPM Executive, AusBiotech and HealthXL, that will work alongside each company to define and support a project which makes a significant contribution to their market readiness. In addition to the time and resources of the advisors, companies also can access \$60k of project funds, media and communications support, intellectual property advice and access to a global network of digital health experts.

The quality of applications to participate in the first program was exceptionally high, with 55 mid-stage companies across the country seeking to accelerate the commercialisation of their digital health technologies.

*"We had anticipated significant interest and demand, but were ultimately overwhelmed by the number and quality of applications, particularly given our focus on companies that are already well down the product development pathway. The exceptional quality of the first cohort of companies is a clear indication of the global potential of our digital health sector and we are delighted to be working with such innovative and dynamic teams,"* said Le Grice.

The six successful participants are:

- 1. DoseMe** – A precision medicine dosing platform which improves dosing accuracy and patient outcomes through real-time medication dosing decision support.
- 2. Human Gas Capsule** – A connected electronic pill sensor which provides real time gas information for gut health diagnosis and management.
- 3. Perx** – A digital intervention for changing the way people and healthcare organisations approach medication adherence which forms positive habits through fun games and memorable rewards.
- 4. Seer Medical** – A wearable device and cloud computing technology which delivers hospital standard epilepsy monitoring and diagnosis in the home.
- 5. SkinView** – A point of care solution for diagnosis of skin cancer and skin lesions which transforms a smartphone into a diagnostic dermatoscope.

6. **PenPal** – A digital allergy tool which empowers temporary carers of children with allergies through on the spot access to life saving personalised information and treatment steps.

### **Quotes from Successful Cohort Companies**

#### **DoseMe**

*“We feel very privileged to be selected for the inaugural ANDHealth+ program and look forward to working with a remarkable set of advisors. DoseMe was founded with the sole purpose to improve patient care through better dosing, and with ANDHealth’s core focus on achieving outcomes for their cohort, it’s a partnership destined to help deliver precision dosing to the world,”* said DoseMe Founder and Chief Scientific Officer, Robert McLeay, PhD.

McLeay remarked: “The ANDHealth process is unique, as unlike many accelerators and grants which focus on very early stage ideas, ANDHealth supports innovative companies like DoseMe, to expand into other marketplaces and sustain that growth. Developing a strategy for DoseMe in partnership with a talented set of ANDHealth advisors, with expertise ranging from clinical research through to pharmaceutical marketing, is of distinct value as we scale our operations,” said DoseMe Founder and Chief Scientific Officer, Robert McLeay, PhD.

#### **Human Gas Capsule**

*“It is an honour to be selected for this exciting program and work with such innovative and successful companies. To have guidance from the ANDHealth industry participants is unique among accelerators and is crucial for us in the commercialisation of this technology. Commercialising connected medical devices is a highly specific skill and ANDHealth has brought a strong and experienced team to the table that we would not have been able to access otherwise.”*

*“The ANDHealth+ process allowed us to look deeply at the areas that mattered for our business to ensure success. As an innovation based on academic discovery, the commercial guidance from the ANDHealth program will be vital in commercialising this research project.”*

#### **Perx**

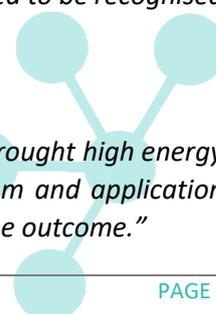
*“The team is really excited about being selected for the ANDHealth program and the opportunity to work with key stakeholders with a wealth of knowledge on the issues we’re trying to solve. Whether it’s pharmaceutical companies like Novartis who know the problem of medication adherence all too well, leading research institutions like MCRI and RMIT, or successful companies commercialising other technologies in the digital health space like GP2U, Curve Tomorrow or Planet Innovation. We can’t wait to get all of their perspectives on what we’re doing and learn from their experiences.”*

*“The application process was a great experience in itself. I don’t think I’ve ever pitched to a room so knowledgeable on the problem we’re solving and the healthcare sector more generally. The Q&A session was a great opportunity to walk through our business with the entire panel - I actually walked out with 3 or 4 new ideas for our product and business strategy.”*

#### **Seer Medical**

*“Digital Health technology stands to improve health for all Australian’s, so we are honoured to be recognised as a standout company in the area.”*

*“It has been a pleasure working with the team at ANDHealth. The ANDHealth team has brought high energy and deep knowledge throughout the selection process. As a result, the ANDHealth team and application process had been valuable to our company in organising our future plans, regardless of the outcome.”*



## **SkinView**

*“The team at SkinView is delighted to be selected in the initial cohort and to help lay the foundation for successful commercialisation of home grown digital health initiatives.”*

*“For digital healthcare to thrive and survive in Australia it's essential that an ecosystem is established and managed by a dedicated and experienced team. We are certain that the ANDHealth team can assist Australian digital healthcare entrepreneurs connect with local and international customers and to better navigate the challenges of commercialisation and sustainability.”*

## **PenPal**

“We are honoured for PenPal to be a commended participant in the ANDHealth+ program. It is and will be an exciting opportunity to tap into the expertise and mentorship of the ANDHealth+ team to best position PenPal for the market.”

“We have already gained significant insights from the panel feedback after our qualifying pitch, so are looking forward to what lies ahead.”

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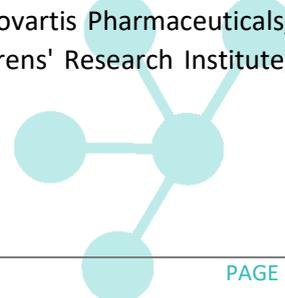
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## **About ANDHealth**

ANDHealth is a national digital health initiative established by a consortium of commercial and government partners to facilitate and support the development & commercialisation of clinically validated digital health technologies across Australia. ANDHealth focuses on supporting mid-stage digital health projects with proof of concept and pivotal clinical validation, investment readiness and market entry - with a specific focus on regulated digital health technologies which have a clear impact on clinical outcomes for patients.

ANDHealth is partially funded by MTPConnect – established as part of the Australian Government Industry Growth Centre initiative, aiming to accelerate the rate of growth of the medical technologies, biotechnologies and pharmaceuticals sector to achieve greater commercialisation and establish Australia as an Asia-Pacific hub for MTP companies. Industry consortium members include Novartis Pharmaceuticals, Planet Innovation, Curve Tomorrow, GP2U Telehealth, HealthXL, Murdoch Childrens' Research Institute, RMIT University.

## **About MTPConnect**



MTPConnect was formed as an independent, not-for-profit organisation in November 2015, as part of the federal government's \$250 million Industry Growth Centres Initiative. MTPConnect's mission is to champion a sector-led approach to accelerate the rate of growth of the MTP sector; fund national, industry-led, collaborative projects to improve productivity and competitiveness; achieve greater commercialisation; and establish Australia as an Asia-Pacific hub for MTP companies.

The MTPConnect Head Office is located at the New Horizons Building at Monash University, co-located with CSIRO and industry. There are also key hubs at the University of Sydney's Institute of Biomedical Engineering and Technology and the Medical Device Research Institute at Flinders University at Tonsley in Adelaide.

