

2023 KIWINET INITIATIVES SUMMARY

WHAT'S ON OFFER?

COMMERCIALISATION ENABLEMENT

INVESTMENT COMMITTEE

The KiwiNet Investment Committee (IC) is the engine room and the focal point of KiwiNet's collaborative model. Representatives from KiwiNet's 15 shareholding organisations (Universities, Crown Research Institutes and Entities) meet every 6 weeks to share their expertise, networks and also invest Government PreSeed Accelerator Funding (PreSeed) into early-stage research discoveries. The aim is to fast track projects with commercial potential to a point where they can be taken on by the private sector.

RETURN ON SCIENCE MOMENTUM COMMITTEE

KiwiNet supports Return On Science Momentum Committees.

Today's students will not only be the researchers of tomorrow, but also the future entrepreneurial workforce that could take new science discoveries with commercial promise to market.

The Momentum Investment Committee is focused on fast moving student and staff ventures that may not have a deep technical base. This committee includes technical and commercial expertise across all sectors and provides easy to access advice and fast funding. The first Momentum committee was established in Auckland and has successfully supported student entrepreneurs and built commercial capability through the collegial committee format and with small project grants, working alongside local student entrepreneurship initiatives. There are currently Momentum committees the NZ University's @ Auckland, Massey (PN), Victoria, Canterbury and Otago

CAPABILITY AND DEVELOPMENT

EMERGING INNOVATOR PROGRAMME

This 6-month programme aims to inspire and empower scientists with entrepreneurial DNA and fast-track them to commercial success. It is intended for very early stage development to seed new ideas and industry engagement that will ultimately increase the quality and quantity of new innovation opportunities emerging from research organisations.

The programme provides a wide range of initiatives and resources to support recipients on their commercial journey. These include a commercial mentor, coaching in media engagement, training courses in pitching for investment and commercialisation.

Several Emerging Innovators have progressed along the KiwiNet commercialisation channel securing PreSeed Accelerator Funding with 8 forming new start-up companies. We have already seen a direct impact on deal flow from the programme as well as a recruitment effect. Emerging Innovators can powerfully influence colleagues, growing an entrepreneurial culture across amongst researchers.

There are three intakes annually for the Emerging Innovator Programme. At the February, May and September IC meetings

Alongside maintaining the new innovators entering the programme, KiwiNet continues to support existing innovators through professional development and opportunities to network as a cohort.

More information: <https://www.kiwinet.org.nz/EmergingInnovatorProgramme>

Getting Started	<ol style="list-style-type: none">1. Rea2. LinkedIN learning3. Hautau – Te Ao Maori online
Leaner Canvas 101	GetFUNDED
Prototype Thinking	MVP (ion Development- Wnt)
Finance	PreSeed IC Crowd Funding U Lite programme
Market Validation Customer Discovery	<ol style="list-style-type: none">1. Market Validation for Deep Tech innovators2. GetFUNDED3. Rewa Ake
Unique Value Proposition	GetFUNDED
Self awareness	PreVue Profiling
Media Training	Handling media

Governance	Governance for start-ups
Team Building	Building better and faster collaborations and networks with researchers, industry and government
Pitch Practice and Deck Preparation	GetINVESTED
Leadership/Founding/Investment	Exp90 MedTech specific -CureKids & Brandon Capital (in development)
Understand how IP helps	IP Searching for Researchers

Capability supports include:

GETFUNDED – 1 Day **inperson** workshop

Building a Value Proposition for your Science Idea <https://www.kiwinet.org.nz/GetFunded>

Based on the well-respected start-up weekend format, this workshop provides an excellent opportunity for researchers to learn more about commercialisation and its benefits. The aim is that they come away better prepared when communicating the impact of their science ideas for investment, be that Industry or MBIE. Delegates work with the very best mentors who are ready to help them make the most of their ideas.

Attendees experience mentorship, comradeship, market validation and opportunity assessment tools that allows for deeper insights when marshalling an idea into shape.

This one-day workshop is focused on building a better value proposition for research ideas.

One days, attendees experience mentorship, comradeship, market validation and opportunity assessment tools that allows for deeper insights when marshalling an idea into shape. Attendees come away better prepared to communicate the impact of their science ideas for investment, be that to industry or MBIE. Attendees work with the very best mentors who are ready to help them get the most from their ideas. Bring a science idea, and watch it soar!

Key learnings include:

1. Identifying a value proposition – how to assess an opportunity and narrow down on a core value proposition that meets an identified market need.
2. Preparing investment/funding case – how to construct an investment case that combines a realistic implementation plan with a strong value proposition to the investor.

GetFUNDED puts attendees in an environment to run faster, think harder and bake more into their ideas with the support of experienced mentors and a tried and true format built to create results. Short talk, more action.

Occurs twice a year -Nth Island/Sth Island

GETINVESTED – PITCHING WORKSHOP ONE day **inperson** workshop.

How to get more Yes's.

One day Pitching workshop, to hone communication of the 'Why should I back your idea'. Pitch Guru Daniel Batton guides a small group to best formulate and deliver a compelling communication for a binary decision.

Occurs once a year

MARKET VALIDATION FOR DEEP TECH INNOVATORS - One day **inperson** workshop.

Intelligence gathering

Participants are provided with the knowledge and tools needed to discover how to create a profitable company, with a sustainable competitive advantage, that leverages these innovations founded on intellectual property. This workshop provides guidance and tools on securing convincing interest to a given target market.

Occurs once 3 or 4 times year, aiming to be month post EI cohort decision.

Facilitated by Hester Cooper, or Wnt Ventures

BUILDING BETTER AND FASTER COLLABORATIONS AND NETWORKS WITH RESEARCHERS, INDUSTRY AND GOVERNMENT

Half Day **online** workshop.

Relationship building- <https://kiwinet.org.nz/Events/BuildingCollaborations>

Facilitated Ian Storie, MHG Global consultant and Start-up Co-founder, Entrepreneur in Residence at CSIRO

Do you want to learn more about how to engage with others in your industry? This workshop is all about teaching and supporting you to make stronger network connections, and foster relationships with those who have an interest in your work. So you can take your career and scientific innovations further.

Occurs Online once a year

CUSTOMER DISCOVERY EVENT –REWA AKE

<https://kiwinet.org.nz/Events/CustomerDiscovery>

3 half day online workshop, 2x in week one, 1x 3 weeks later,

Facilitated Ian Storie, MHG Global consultant and Start-up Co-founder, Entrepreneur in Residence at CSIRO The program would be run over 4 weeks consisting Day 1 and Day 2 workshops during week 1, a three- week application of skills learnt reinforcement and concluding during week 4 with Day 3 workshop.
*More information on the web site

Aim to be held twice a year- depends on interest

101 GOVERNANCE – 1/2 Day In Person

This workshop is designed to introduce governance and make it accessible for scientists and academic entrepreneurs.

Research staff, using their scientific and subject matter expertise, are engaged in research that can lead to innovation with commercial value. Realizing this commercial value often requires the start-up of new enterprises. Oversight of these enterprises requires the identification and development of governance expertise, something that most academic staff have not needed in order to be successful in their chosen career.

Once a year with Mark Cleaver & David Tweed in person, but there is also a great online version delivered by Angel Association by Debra Hall

UNDERSTAND HOW IP HELPS – Online- 3 1 hr workshops spaced over 3 weeks

Provide IP training for emerging researchers keen to learn more about Intellectual Property and specifically patent searching.

Focus on conveying:

- reasons for searching, e.g. technical knowledge, competitor intelligence, novelty (patentability) searching, FTO.
 - an understanding of when in the academic research timeline is good to do patent searching and when your TTO should be engaged
 - how to do meaningful searching for technology in their area of research
 - the different types of patent searching and how this can evolve from landscape searches to novelty to freedom-to-operate (FTO)
 - the benefits of doing patent searching for their current academic position
 - how patents or commercialisation are “recognised” as academic work outputs
 - how publication and commercialisation are balanced and what strategies can be used to manage this effectively
- The patent search training would be predominantly for gaining a deeper understanding of the commercial literature in their area of interest.

Twice a year with Tim Stirup, IP Lawyer.

UNDERSTANDING MEDIA; 2HR **inperson** or online workshop.

Handling media

Sandra Lukey is a skilled marketer and public relations consultant, who supports KiwiNet’s external media relationships. Working with a small group to providing general guidance on how to prepare and stay on point when media is interviewing, with the tricks and angles they aim for. Also covered is the need to identify and then communicate to all relevant parties before anything is released into the public domain.

Occurs: On Demand

EXF90 PROGRAMME 90 day **online** program.

Special Leadership programme

A 12 week online programme built to deliver leadership skill and mindset builder for scientific entrepreneurs. Covers networking, personal development, establishing a peer group. The people who would get the most from this program are those that lead in some capacity, either project, team or potential company leader, those open & ready for feedback and willing to make changes in their lives, and those who will be honest and real about where they are and where they want to be.

ONLINE LEARNING

Kiwinet has a limited number of LinkedIn learning subscriptions, offered to Emerging Innovators. LinkedIn Learning offers 1000s of video courses taught by industry experts in software, creative, and business skills.

We are also looking for other useful online tools

COMMERICAL MENTORS & DEEP TECH LEADERS

KiwiNet maintains a network of technology commercialisation experts that are deployed to public research organisations to provide expertise and build capability, shape propositions for PreSeed investment, and provide ongoing on-the-ground commercialisation support.

SELF AWARENESS PROFILING – KNOW AND GROW YOUR TEAM

KiwiNet is pleased to offer Prevue psychometric assessments providing valuable insights into an individual's abilities, motivations, personality and approach to work. It's a useful tool to support investors, research organisations and entrepreneurs to assess and build commercial capability on projects. Contact KiwiNet to request an assessment as part of your potential founder DD.

KIWINET RESEARCH COMMERCIALISATION AWARDS

The KiwiNet Research Commercialisation Awards is an annual event designed to celebrate the achievements of individuals, teams and organisations actively commercialising publicly funded research.

Bringing together over 300 commercialisation and tech transfer professionals, researchers and investors, this event provides an excellent opportunity to strengthen and build networks across NZ.

Through the Awards, KiwiNet aims to instill a sense of pride in Tech Transfer professionals and inspire a more entrepreneurial outlook and activity amongst researchers.

The event provides a unique opportunity for research organisations to showcase their great work in getting science discoveries to market. It also reinforces the value of research commercialisation in the innovation community, the value of the Commercialisation Partner Network and the importance of KiwiNet as a champion of this space.

NEW INITIATIVES- WILL NEED TO UPDATE

REA – Online platform to provide EI with commercialisation principles, + generating a community for the complete EI community

HAUTAU – Online platform to EI to access te Ao Maori learning

PRIVATE SECTOR ENGAGEMENT

CHINA-NEW ZEALAND (SUZHOU) INNOVATION CENTRE

A centre established with Suzhou Industrial Park (SIP) through the leadership of Victoria University of Wellington's tech transfer office, Viclink, as a vehicle to access local investment platforms, commercialisation support and channels-to-market, to lower the barrier-to-entry for NZ public research organisations into China.

EMERGING OPPORTUNITIES

A collection of technology summaries from the KiwiNet pipeline, highlighting organisation capability and commercial opportunities. These will be developed to attract potential investment and licensees, and to showcase the PRO capability.