

INDUCTION PACK

Discover new pathways for your science to be recognised
and make a difference in the world!

EMERGING INNOVATOR PROGRAMME

KiwiNet | admin@kiwinet.org.nz | www.kiwinet.org.nz





Welcome to the Emerging Innovator Programme

"I'm forever grateful to KiwiNet for their support and encouragement. None of this would have been possible without you guys!"



Introduction

You are one of a select, but growing number of Kiwi researchers who are exploring exciting new possibilities and applications for their research discoveries.

Buckle up for the ride. It's time to test drive your ideas in a commercial context - who knows where the journey will take you!

Emerging Innovator - Dr Swati Gupta, Callaghan Innovation and Founder of "Inclusys" unlocking the world of communication for children with special needs.

Congratulations on securing your place in the KiwiNet Emerging Innovator Programme!



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Emerging Innovator Programme

KiwiNet's Emerging Innovator Programme provides targeted support to early stage career scientists, fast tracking them to become the future innovators of New Zealand.

Expand your horizons!



As a scientist with a clever idea and a willingness to work with industry to get it to investor ready stage, this programme is designed especially for you!

The programme aims to inspire and nurture Kiwi scientists with entrepreneurial DNA and support their commercial success.

The total value of the Award is more than \$25,000!

Each recipient gets \$10,000 to enable them to build industry connections and demonstrate a proof-of-principle of a disruptive new invention.



Dr Ivan Kurtovic, from Plant & Food Research is creating specialised lipids for use in nutraceutical and functional food manufacture. The Emerging Innovator programme has enabled him to progress from the laboratory to prototype pilot scale. Ivan hopes to attract further investment through this validation of his new technology.

PURPOSE

www.kiwinet.org.nz

OF THE PROGRAMME



Strengthening entrepreneurship in our scientists is essential to transforming scientific discoveries into new businesses that will drive prosperity for New Zealand.

What is Research Commercialisation?

The period between making your discovery to launching a start-up is considered the 'research commercialisation' phase. It encompasses securing your intellectual property, creating a prototype, validating your market and identifying your channel to market. KiwiNetPreSeed investment is available along with your Emerging Innovator funding to support this process.

PROGRAMME OBJECTIVES:



Support you to identify and develop an appropriate opportunity with strong fundamental features for commercial success, and provide you with new tools and connections.



Nurture entrepreneurship and develop your commercialisation skills as you progress along your commercial journey.



Be part of a new cohort of researchers that are well-networked, self-actualising and actively working alongside private-sector stakeholders to create new business for New Zealand.



Raise your profile publicly and as an entrepreneurial champion within your organisation, as you demonstrate commercial success.



Celebrate your success as your ideas come to life in the real world.



- Andrew Harwood
- Claire McGowan
- David Eldor
- Eithne Sweeney, Wires Uncrossed
- Ferris Lu
- Geoff Cossey
- Janine Manning
- Marisa Fong
- Nelson Wang
- Richard Coon
- Rudi Bublitz
- Shannon Thomas
- Sharon Bryant
- Suse Reynolds
- And our extended group of wonderful PledgeMe supporters

“

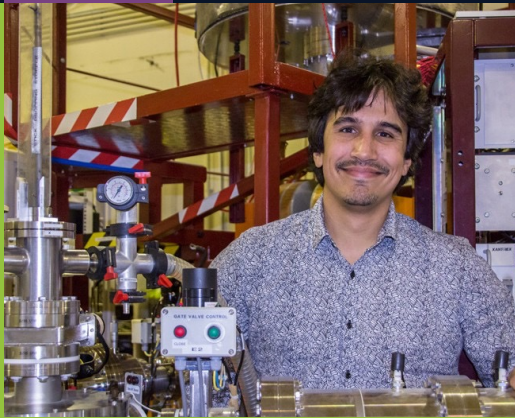
“Both KiwiNet and the Foundation share the common goal to inspire young people to pursue science careers and seek out opportunities to apply their knowledge to the benefit of the community and the economy”

”

John Smith,
Chairman of the Norman Barry Foundation



Dr Jérôme Leveueur, is a researcher in the Environment & Materials division of GNS Science's National Isotope Centre. Having completed his Emerging Innovator experience, Jérôme has become a powerful influencer within GNS Science, which has seen innovation and commercialisation factored into GNS Science's long term strategy. He has also successfully secured Tier Two PreSeed funding from the KiwiNet Investment Committee for multiple projects.



Dr Andrea Bubendorfer from Callaghan Innovation: "The programme was a fantastic opportunity and it totally changed the way I look at my research. Now I approach it thinking: "How can we scale this up? Is it translatable? Is it going to be commercial?"

Successful outcomes of the programme include:

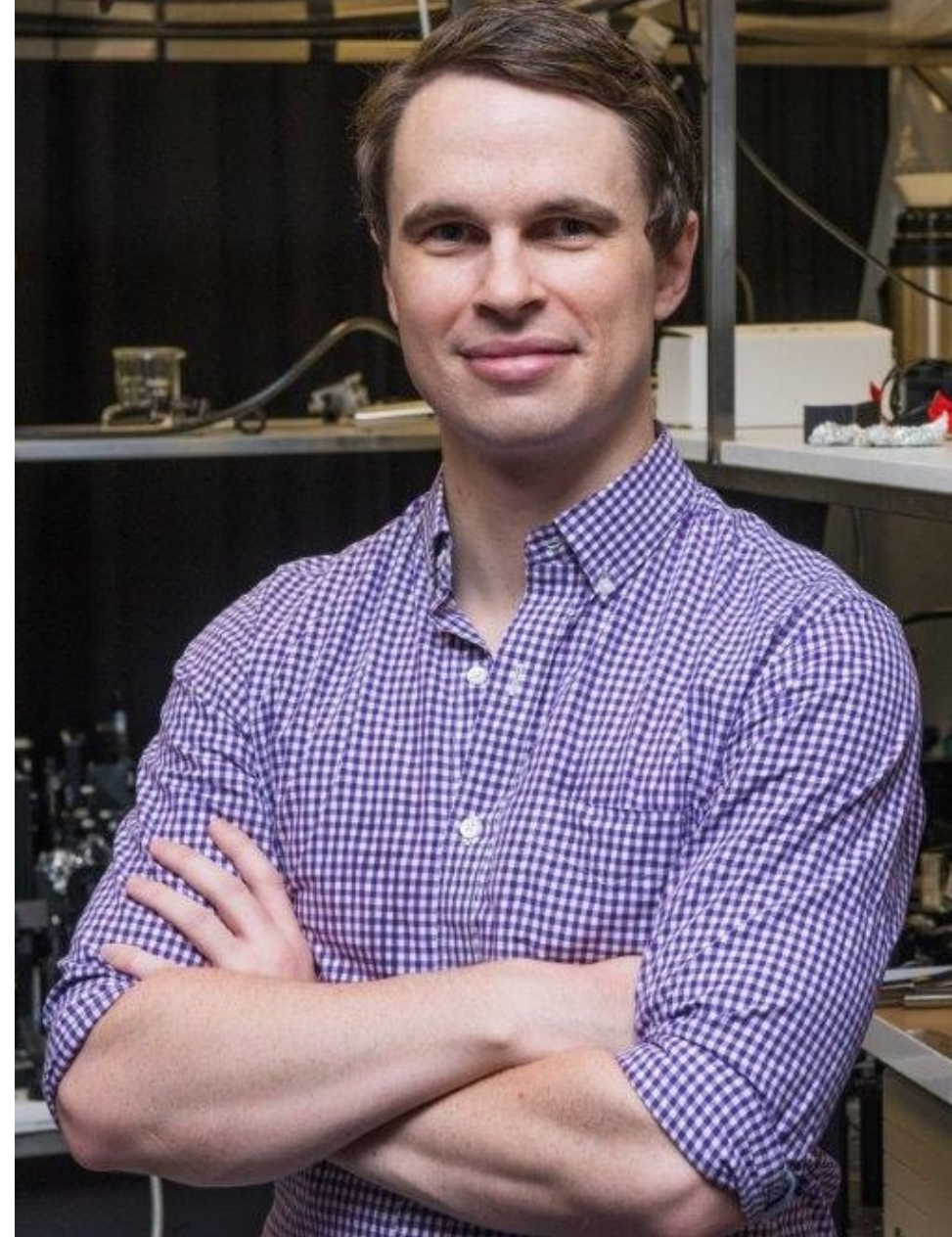
- PreSeed proposals from Emerging Innovators presented to the KiwiNet Investment Committee
- Emerging Innovator projects pitched to the investment community, raising awareness of new opportunities coming through the pipeline
- New business created from Emerging Innovator projects
- Emerging Innovators that have gained a positive experience from the programme with enthusiasm to continue their entrepreneurial journey, with enhanced profile within their organisation and externally
- 'Serial Entrepreneurs' – Emerging Innovators that are continually exploring new commercial opportunities from their research discoveries
- A cohort of entrepreneurial scientists that are self-actualising and inspiring others to follow their lead.



What's on offer?



The Emerging Innovator programme provides a suite of initiatives and resources to support you on your commercial journey.



Dr Nick Monahan, from Victoria University of Wellington, focuses his research on video fingerprinting for border control scanning using ultrafast spectroscopy. He used the Emerging Innovator programme to work with industry to develop a prototype handheld device that can rapidly scan passengers and other items in real-time to identify prohibited items.



MENTORING



\$10,000
FUNDING



ACCESS NETWORKS



PROFESSIONAL
DEVELOPMENT



PUBLICITY

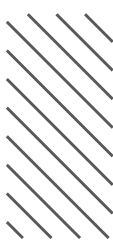
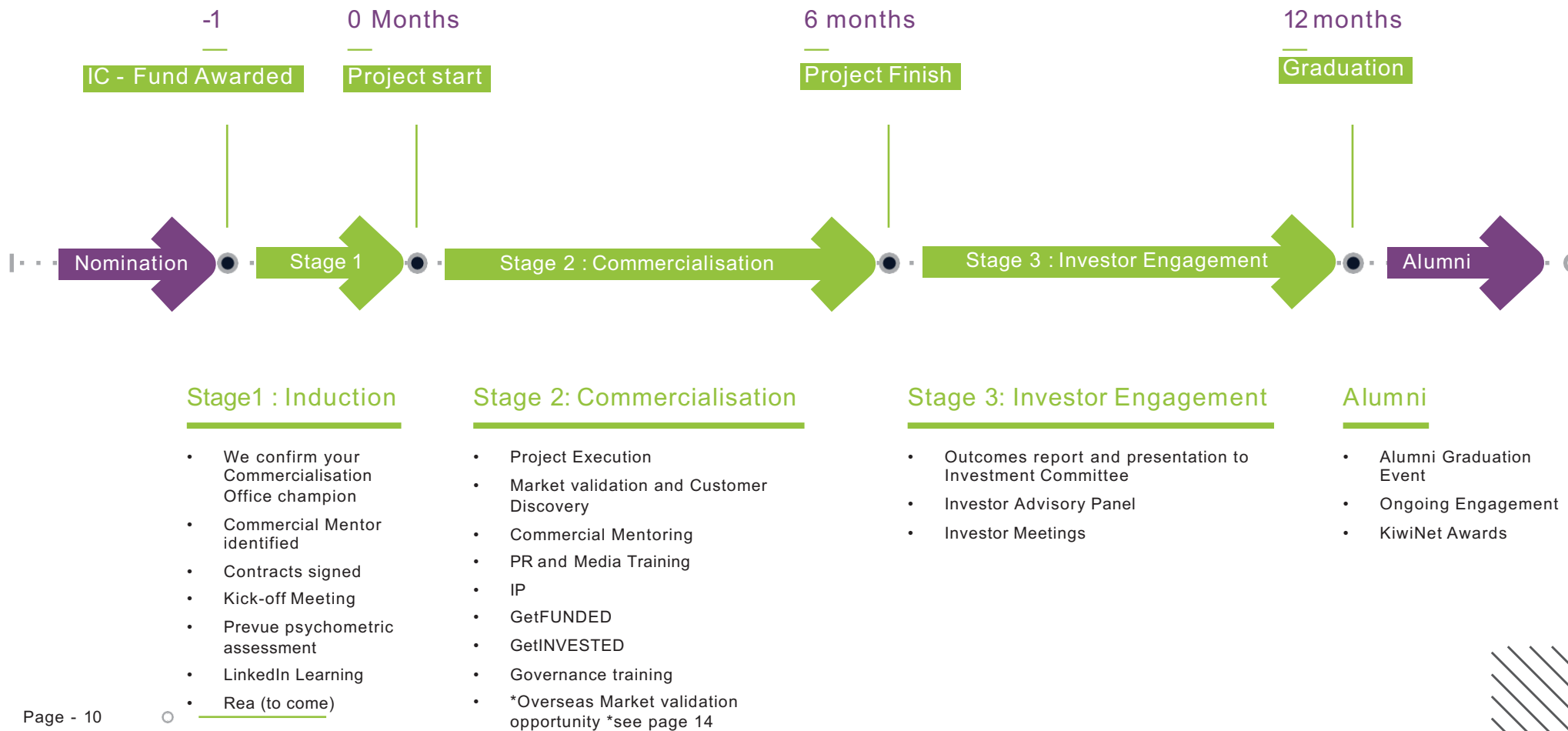
You will be supported through a tailored professional development programme that includes a selection of:

- Exclusive access to the collective wisdom of KiwiNet's extended networks through the Investment Committee members, investors, mentors and business experts.
- Self directed online platforms; LinkedIn Learning (*coming soon Rea & Huatau)
- KiwiNet GetFUNDED – Unique Value Proposition definition workshop
- KiwiNet SMARTen Up Your Ideas workshop – Lean Canvas
- 101
- KiwiNet GetINVESTED –the Pitch-workshop
- Market Validation, Market Customer discovery workshops
- Team building events
- Strategic IP Searching
- Targeted meetings with investors and investor-representative groups
- Coaching in Governance for start-ups
- Media coaching and a press release tailored to help further the goals of the researcher's project.
- **Plus much more!** We continually refine the programme so are keen to hear your thoughts on what else would be of value.



PROGRAMME STRUCTURE

Emerging Innovator programme is built on three stages of progression. Successful applicants enter Stage One upon confirmation of their award by the Investment Committee (IC).





STAGE ONE

Induction (one month)

Expectations and deliverables for the programme are agreed, and you are paired with a Commercial Mentor.

Key Induction Activities:

- ✓ KiwiNet Management confirms your Commercialisation Office champion (likely to be your Nominator) who will be your key liaison point throughout the programme.
- ✓ KiwiNet Management works with you and your Nominator to identify and contract a Commercial Mentor.
- ✓ An 'Emerging Innovator Contract' between KiwiNet and your research organisation is prepared and executed, covering the duration of the programme.
- ✓ A 'kick off' meeting is convened between you, your Nominator, Commercial Mentor and a KiwiNet Commercialisation Manager. This meeting will cover what's on offer and the process, set expectations and desired outcomes, finalise the commercialisation project plan, plan the professional development and support programme, and agree a timeline for publicity.
- ✓ Tap into Prevue - a psychometric assessment tool providing valuable insights into your abilities, motivations, personality and approach to work. The results enable greater self awareness, highlighting your strengths and opportunities for growth.
- ✓ You'll be introduced to all the support and resources available to you throughout the programme.



STAGE TWO

Commercialisation (six months)



The action begins!

You commence your six-month project as outlined in your nomination and crystallised during the Induction period. You meet periodically with your mentor to advise and shape your project during this time. Make sure you take advantage of the initiatives available to provide you with additional project support to upskill you in the principles of commercialisation.

Your Commercialisation Office Nominator will be your key liaison point and support person throughout the programme.

Key Commercialisation Activities:

- ✓ **Project Execution** – commencement of your six-month project to build private sector connections and demonstrate a proof-of-principle of a disruptive new invention, working closely with industry/end-users and your Commercial Mentor.
- ✓ **Commercial Mentoring** – periodic engagement and support from a Commercial Mentor to help shape the project and to provide commercial expertise, coaching and advice.
- ✓ **GetFUNDED** - a two-day workshop where participants work in teams to build a better value proposition for their ideas
- ✓ **GetINVESTED** - a one-day, small group workshop providing one-on-one pitch training for your individual project
- ✓ **Governance training** - an introduction to governance for start-up founders
- ✓ **Publicity/Media Training and Delivery** – you will work with KiwiNet's PR consultant to identify the objectives and timing of your PR. Together you will identify target audiences and prepare and execute a press release. You will also receive coaching on media engagement and interview preparation.
- ✓ **Your local experts** - work with your organisation's Tech Transfer / Commercialisation staff to get the most out of your project. They are a great source of knowledge!

COMMERCIAL MENTORS

Your Commercial Mentor will develop an on-going relationship with you, guiding you through the commercialisation process ahead.

Your mentor will be external to your organisation and will have domain and / or commercialisation expertise. Each mentoring relationship is unique, however mentors are typically expected to provide you with several hours of coaching and engagement per month, for a six-month period.

The Commercial Mentor's role

- ☑ A Commercial Mentor's role is to coach you in commercial principles and to guide you in how to achieve your commercial goals, enabling you to maximise your learnings from the programme.
- ☑ A Mentor is not responsible for the ultimate success of the project – they are to act as guide, trusted adviser and 'critical friend'.
- ☑ A Mentor acts as 'devil's advocate' – challenging ideas and encouraging discussion.
- ☑ Your Mentor will treat all information shared as confidential and will not disclose it to any other person, unless authorised by you.





STAGE TWO

Commercialisation

(six months)



GetFUNDED

KiwiNet's two-day commercialisation and business plan workshop for researchers



SMARTen Up Your IDEAS

KiwiNet's one-day commercialisation fundamentals workshop for researchers



New in 2022:

Post COVID where overseas travel is possible again, KiwiNet is keen to encourage Emerging Innovators to think global from day one – it is important to connect and broaden market prospects. Therefore – with written permission, KiwiNet Management can approve an extra \$5K of funds to support travel outside of NZ to expressly investigate the Emerging Innovators project international market.

Commercialisation development training on offer:



GetINVESTED

Participate in a one-day pitching and investor engagement workshop. This event brings Emerging Innovators together to meet and share experiences with each other, and learn new techniques when pitching for investment.



Market Validation

Robust market validation is one of the most common weaknesses in early deeptech investment readiness–this workshop unpacks the following for your project:

- What's different for deeptech
- Clarifying the problem context and the customer
- Identifying assumptions & how to (in)validate them



Governance training

An introduction to governance for start-up founders



STAGE TWO

Commercialisation

(six months)



By the end of your six month project you will have learned important commercialisation principles, both through structured training and through doing it yourself. The formal commercialisation project and mentor engagement is now completed.

What's next?

- ✓ You need to complete a short written and verbal Outcomes Report (10 mins) to the KiwiNet Investment Committee on the results and your experience of the Programme.
- ✓ Your commercialisation office can now submit an invoice to KiwiNet for your eligible expenses.

PLEASE NOTE:

Eligible expenses – Prototype development expenses such as equipment, materials, consumables, consultants and temporary staff/students recruited specifically for the project. Co-investment from sources such as business, PreSeed funding or the research organisations is encouraged to increase the scale of a project. However, the funding is intended to be an enabler, not just a small financial contribution to a large project that was already planned.

Non-eligible expenses – The funding is not intended to be used to offset fixed staff costs and overheads that the organisation would have incurred anyway if the project did not proceed. Nor is the funding intended for IP protection, academic conference attendance or clinical trials. It is expected that such costs are already covered from other funding sources such as the research grants, PreSeed Accelerator Funding or the research organisation's own funds. Any exceptions to these criteria have to be justified prior to a funding decision being made.



Dr Brendan Darby presents his Outcomes Report to the KiwiNet Investment Committee.

STAGE 3



Investor engagement

(Six months)

Having completed your six-month project, you will have gained a robust understanding of the commercial potential of your technology and a possible route to market.

With a well-validated proposition in hand, the Investor Engagement stage helps you to identify next funding and development steps for your project, and to facilitate deeper engagement with relevant private sector stakeholders.

Investor Engagement Activities on offer:

- ☑ **KiwiNet Investment Committee** - present your project to the IC for additional advice, industry connections and PreSeed accelerator funding.
- ☑ **Investor Advisory Panel** – present your project to KiwiNet’s panel of corporate partners and selected investors, to gain further advice on shaping the commercial proposition, pitch feedback and guidance on next steps.
- ☑ **Meetings with selected Investors** – work with KiwiNet to identify and pitch to a group of selected investors, relevant to the commercial prospect. Initial groups may include the Angel Association, Flying Kiwis, and/or Enterprise Angels.





Programme Completion & Alumni engagement

Congratulations -
you've made it!



- ✓ **An annual Emerging Innovator Alumni event** brings recipients back together with select VIPs, providing an opportunity to celebrate your success and formally thank sponsors for their financial support.
- ✓ Emerging Innovator Alumni are encouraged to participate in the **KiwiNet Research Commercialisation Awards**, particularly within the Breakthrough Innovator category.
- ✓ KiwiNet management periodically engages with you to ensure you are continually supported in your entrepreneurial journey.



Dr Matt Miller from Massey University is presented with his graduation certificate by Hon Dr Megan Woods, Minister of Science and Innovation.

Meet some off the Emerging Innovators...



Dr Andrew Kralicek
Plant and Food Research

Andrew is harnessing insects' amazing powers of smell to revolutionise the world of electronic sensors. Backed by PreSeed accelerator investment, Andrew has engaged with potential customers, collaborators, funders and advisers to better understand the commercial opportunities that could be captured by his novel device. He won the Supreme Award at the 2018 KiwiNet Research Commercialisation Awards, as chosen by the public and judges.



Dr Vlatko Materić
Callaghan Innovation & Hot Lime Labs

In just two short years Vlatko is realising his dream, having founded a start-up company as a commercialisation vehicle for his discoveries. Vlatko's technology produces clean CO2 from the combustion of waste which reduces our carbon footprint and boosts greenhouse productivity. Hot Lime Labs has already attracted \$1.3m private investment and has eager early adopters lined up for commercial trials. Vlatko won the Breakthrough Innovator category at the 2018 KiwiNet Research Commercialisation Awards.

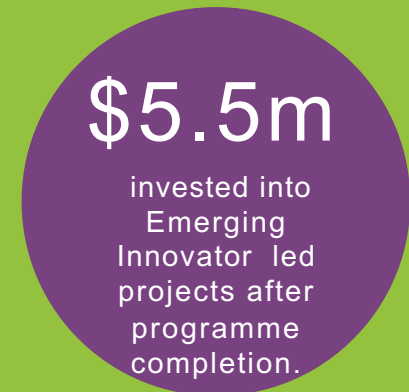


Dr Swati Gupta
Callaghan Innovation & Inclusys Limited

Swati used her Emerging Innovator award to further develop her revolutionary tool Talk With Me, a high-tech software platform opening the world of communication to children with Autism. Her new company "Inclusys Limited" won a special award for the start-up with Best Social Value from Zino Ventures. She is currently looking for investment into her venture.



As of Dec 2021



Dr Andrea Bubendorfer
Callaghan Innovation

Andrea's project is focussed on exploiting microfabrication techniques. She has developed a collection of techniques which will enable industry to rapidly and inexpensively set-up and produce commercially valuable microstructures. She has used the Emerging Innovator fund to develop a proof of concept device required for prototyping simple microstructures and is using this to further identify and engage with companies in this space.



Dr Brendan Darby
Victoria University of Wellington

Brendan is lead researcher for commercialisation and development of a new type of UV-Vis instrument, invented by the team at the Raman Lab in Wellington, which is capable of measuring the optical properties of turbid solutions. MaramaLabs is currently funded by Viclink, the tech transfer office of VUW. Brendan is pursuing the commercialisation potential of this high-tech invention. Highlights have been business partnerships with NZ's largest wine producer and commercialisation mentorship at Viclink, with the aim of forming a start-up in the near future.



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Contact us at any time - We're here to help!

Emerging Innovator Alumni 2022

- Ebubekir Avci – Massey University
- Kishor Kumar- Manaaki Whenua Landcare Research
- Julia Allwood - Manaaki Whenua Landcare Research
- Shalini Divya– Victoria University
- Duncan Cameron – Victoria University
- Matt Cowan – University of Canterbury
- Khoon Lim –University of Otago
- Ged Finch – Victoria University
- Lari Dkhar – Auckland University of Technology

Crouching- Seumas McCroskery -KiwiNet