



KiwiNet

Kiwi Innovation Network

Kiwi Innovation Network Ltd

Annual Report Highlights

2012



About KiwiNet

The **Kiwi Innovation Network** (KiwiNet) is a consortium of 10 Universities and Crown Research Institutes who are dedicated to taking a collaborative approach to research commercialisation. Together these research organisations represent a total combined research expenditure of over \$500 million and represent 70% of the total devolved PreSeed investment in New Zealand.

KiwiNet’s role is to empower people who are involved in research commercialisation by helping them to access the tools, connections, investment and support they need. By collaborating on projects, combining capability and sharing networks, we, at KiwiNet, believe that we can better leverage the limited resources available for commercialisation, and help one another achieve better commercial outcomes for New Zealand

KiwiNet Partners



Funding

KiwiNet is funded with investment from the partnering research organisations and the Ministry of Science + Innovation (now part of the Ministry of Business, Innovation and Employment).



Ministry of Business, Innovation & Employment



Industrial Research Limited •

Landcare Research Limited were not shareholders at March 2012

Contents

Contents	1
Chairman's Report 2012	2
General Managers Report	4
Highlights	6
KiwiNet Strategy	8
KiwiNet Support	10
KiwiNet Collaborate	12
KiwiNet Connect	14
KiwiNet Portfolio	16

Chairman's Report 2012



The establishment of KiwiNet was driven by the belief that more effectively turning ideas into value demanded greater connection and collaboration on the part of the publicly funded research organisations.

The shareholding organisations, in the search for how best to commercialise their smarts, determined that the traditional fragmentation had to be abandoned in favour of leveraging the science and innovation eco-system.

That logic, and a willingness to act on it, saw KiwiNet embraced by the government as a vehicle that could advance the public policy objective of ensuring that science and innovation contributed to better economic, social and environmental outcomes.

The diagram below best captures KiwiNet's ambition and how we go about executing our mission which is to empower and enable New Zealand's public research organisations to better commercialise their ideas, intellectual property and capability to lift New Zealand's economic game.

The participating Universities and Crown Research Institutes supplied the

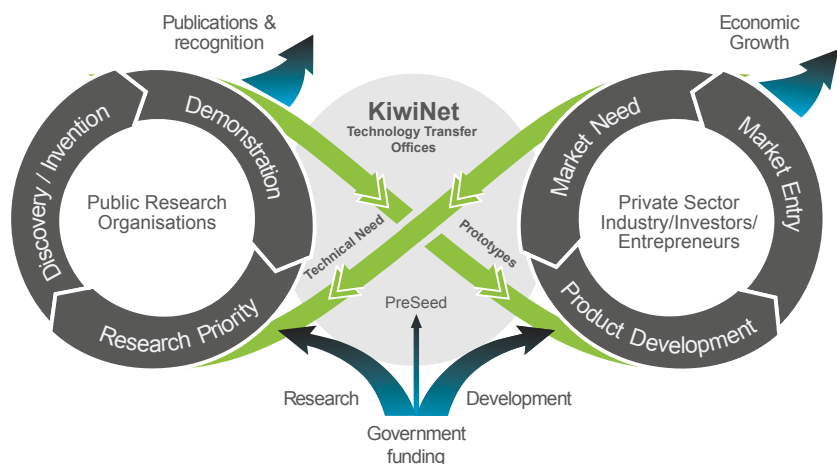
establishment capital and the government came to the party with follow on funding, initially for nine months, and then for the remainder of 2012.

While the sector is in a state of policy, funding and structural flux, KiwiNet has not wavered from the proposition that greater connection and collaboration holds the key to success, best summed up by the adage that "none of us are as smart as all of us".

KiwiNet was able to showcase the tangible benefits of this approach to the Minister of Science and Innovation when he attended our May meeting in the form of the Biopesticides and the Animal Health initiatives involving collaboration between Lincoln University and WaikatoLink respectively with the Plant and Food CRI.

KiwiNet is not content to just bridge the divide between research organisations; equally critical is breaking the boundaries between discovery and business.

KiwiNet understands that, for the ideas to get commercial legs, a stronger connection is required between the public sector world of research organisations and the private sector world of investors, entrepreneurs and business champions.



Making these breakthroughs requires a fair degree of activism and both the Board and the Investment Committee of KiwiNet have shown both commitment and initiative in the cause. We have not been afraid to confront an unsatisfactory status quo, and to experiment with new ways of unleashing the innovation dynamic.

KiwiNet has targeted four core areas to drive better commercialisation of innovation; support, collaboration, connection and portfolio.

The prime responsibility for executing this strategic intent has fallen on the capable shoulders of Dr Bram Smith and his seasoned team from WaikatoLink, our contracted management vehicle.

This is new territory and has involved, during the establishment phase, a disproportionate amount of time Ministry facing rather than value adding market facing activities.

Funding has been secured for now, as has the roll-over of the Ministry's PreSeed scheme, but there is a worrying short-termism that compromises the chance of optimum outcomes.

As before, KiwiNet will be proactive in endeavouring to shape public policy by arguing for the kind of 'intervention logic' that the Ministry's own expert

advisers have promoted. That logic calls for more emphasis on connections, collaborations, clustering and capability building as essential to deliver the social, environmental and economic outcomes the Government wants. KiwiNet epitomises such a regime.


Shareholders will need to keep a watching brief on how policy and funding unfolds. There is no constitutional commitment for a further injection of funds in addition to the substantial in-kind contribution to KiwiNet's activities.

Relevance and results are the KiwiNet watch words and I want to thank all contributors who have made this such a vibrant and dynamic organisation.

In particular I want to commend the inaugural leadership of Bill Day as Chairman of the Investment Committee, so ably succeeded by Andrew Turnbull.

To the Independents on both the Board and the Investment Committee, my acknowledgement for the additionality (a favourite Ministry word) you bring to proceedings.

I have enjoyed this at times taxing, but always worthwhile, task helping make KiwiNet a force to be reckoned with in the effort to turn great ideas into even greater value.



Hon Ruth Richardson
July 2012

General Manager's Report



Over the past year we have seen KiwiNet transform from an idea into a reality that few thought possible until recently. Commercialisation staff from research organisations that previously worked in isolation are now meeting regularly and building strong relationships. As the networks and trust build through KiwiNet, collaborative activities are expanding and KiwiNet is having an increasingly positive impact.

KiwiNet was founded on a commitment to setting a new direction for research commercialisation in New Zealand. The Shareholders now can look back on the establishment period and see a spectrum of new and innovative activities, designed and initiated by the group, that demonstrate a willingness to follow through on this commitment.

Ultimately, the success of KiwiNet is dependent on the enduring backing of the research commercialisation community, and we have seen strong support. The Shareholders in particular have all made considerable contributions in time and funds to running KiwiNet. A rough calculation recently presented to MSI estimated that the in-kind contributions to KiwiNet are at least \$1 million per annum. This is on top of a considerable investment from the Shareholders totalling \$420,000.

The Shareholders established KiwiNet with a vision centred on working together to generate greater economic growth out of investment in publicly funded research. The Ministry has a complementary goal of doubling the

value of science and innovation over 5 years. To achieve these goals KiwiNet is working with the research organisations to commercialise more technologies of greater value, faster and more efficiently. This requires inputs at all points along the innovation value chain, from laboratory research to market entry.

KiwiNet's activities are grouped under four strategic themes: support, collaboration, connections and portfolio. These themes represent the layers of support that KiwiNet wraps around the government's PreSeed investment which is so critical in this space.

KiwiNet's Support activities provide training and resources to help research commercialisation staff where previously there has been little or no support. Our training courses and forum have already involved 108 researchers & 93 commercialisation professionals. 13 organisations are participating in our Best Practice Resource Library initiative.

KiwiNet's Collaboration activities facilitate the research organisations to work together around commercialisation where previously there has been considerable fragmentation. Initiatives such as the Animal Health portfolio, the Biopesticides Alliance, and the Digital Ag TechClinic are examples of a growing trend where organisations combine technologies into portfolios and join forces to engage with business.

KiwiNet Connection activities focus on building connections with channel to market partners to accelerate commercialisation. The Innovation Database now contains over 300 entries

from across 17 organisations, representing the most comprehensive national portfolio of its type in New Zealand. KiwiNet's successful Investor Engagement Event in Wellington has led to two other investor networks approaching KiwiNet to run similar events. KiwiNet's international connections are also growing, with two MOUs now in place, and a third in preparation.

KiwiNet's Portfolio is steadily growing. There are now 45 project in the KiwiNet portfolio representing a combined PreSeed investment of \$5 million and a combined potential return to New Zealand of \$200 million. The Jumpstart initiative has resulted in 28 new invention disclosures. The Project Preview process has significantly boosted the support to commercialisation staff and the number of projects that the Investment Committee views.

A limited liability company was chosen by the Shareholders as the best vehicle to achieve KiwiNet's objectives. Kiwi Innovation Network Limited has been formed and the research organisations have taken shares in the company in return for capital contributions. Establishing KiwiNet has taken a considerable amount of time, but we now have a robust corporate structure that satisfies the Shareholders and meets the Ministry's requirement for independent governance. We've also seen an expansion of the shareholding base with Landcare joining since early 2012.

KiwiNet's initial nine month establishment period was completed in

March with the achievement of all major objectives stated in KiwiNet's proposal to the Ministry for this period. The Ministry has now agreed to provide further funding for KiwiNet through to December 2012. Negotiating with the Ministry has taken a lot of resources, but once their early stage funding review is completed we are hopeful that we can achieve longer term stability around KiwiNet funding.

KiwiNet's activities such as the Commercialisation Training courses, the Commercialisation Forum and the Investment Committee are becoming accepted as part of normal business. However, KiwiNet's greatest potential lies in the emerging trend of research organisations combining technologies and expertise to create stronger value propositions.

The Animal Health project and the Biopesticide Alliance are two good examples of combining technologies across multiple organisations for a common market. The Digital Ag TechClinic event demonstrated how research organisations can join forces to meet with industry and identify future innovation opportunities. It is these types of activities that I believe will enable KiwiNet to achieve its vision and drive a substantial improvement in the contribution research organisations make to economic growth.



Dr Bram Smith
July 2012

Highlights



IP Aggregation

Two IP Aggregation projects have been initiated through KiwiNet targeting the animal health market and the biopesticide market. These projects are great examples of realising greater value from pooling IP across multiple research organisations to create a national portfolio targeting a specific market.



Industry Foresighting

The KiwiNet Digital Ag TechClinic run in Christchurch included a cross section of representatives from research organisations, industry, farmers and government. The event delivered a range of benefits with participants gaining valuable insights and making useful contacts. Amongst the outcomes, a Precision Ag Association has been formed as a direct result of KiwiNet's event.



Investment Committee Independents

Dean Moss from UniQuest has joined as an independent committee member, giving the group a valuable Australian connection. Andrew Kelly from the VC firm BioPacific Ventures has also joined as an independent, bringing with him a wealth of early stage investment experience.



Investment Committee Processes

A KiwiNet Investment Committee Operational Policy has been developed and adopted. This is a great example of converging on a commonly agreed best practice process for investment allocation.



Pooling Investment

AgResearch and Plant and Food have both agreed, in principle, to pool PreSeed investment through KiwiNet. KiwiNet is also opening up its PreSeed investment pool to be more widely available, with ESR and Cawthron currently preparing project proposals for submission to KiwiNet. Working together around a common PreSeed investment pool is an important step towards breaking down the fragmentation that has occurred in the past to ensure that everybody who needs PreSeed can access it, and that the best projects get the investment regardless of what organisation presents them.



New Shareholder

Landcare are now joining KiwiNet as a KiwiNet Shareholder. Landcare Research is New Zealand's foremost environmental research organisation. Landcare has been a strong supporter since before KiwiNet was established, and they are keen to pursue collaboration opportunities.



Investor Engagement

KiwiNet held its first Investor Engagement Event in Wellington in May. The aim of the event was to showcase projects coming through the pipeline to investors and encourage them to get involved earlier. Over 10 investors attended. Two further events are being organised in Tauranga and Auckland in partnership with those networks.



International Connections

KiwiNet is steadily building international connections, with MOU's now in place with Texas A&M and CSIRO. Connections with international partners will help New Zealand technologies find international markets and help international technologies find application in New Zealand. Knowledge Commercialisation Australasia (KCA) partnered with KiwiNet to run the KCA conference in Auckland, which built considerable exposure for KiwiNet in Australia. Other international organisations are also keen to collaborate. The aim is to leverage these connections with international partners to accelerate commercialisation into international markets.



Return on Investment

\$1.3 million of PreSeed investment has been allocated across 7 projects by the KiwiNet Investment Committee. The combined potential return to New Zealand across these projects is estimated at \$100 million. The KiwiNet Investment Committee now oversees a portfolio of 45 projects representing a combined PreSeed investment of \$5 million. The combined potential return to New Zealand across these projects is \$200 million.

“ KiwiNet has expanded our networks considerably, connecting us with expertise to assist on specific projects, and is providing opportunities for IP aggregation that will make our efforts to commercialise some technologies much more effective.”

Nigel Johnson – Director, Research & Innovation, University of Canterbury

“ KiwiNet, and the Investment Committee (IC) in particular, is a great example of New Zealand research institutions collaborating in an open and transparent manner to achieve best outcomes.”

Tim Balmer – Director Investments & Commercialisation, Industrial Research Ltd

“ The connectedness KiwiNet affords its partners is extremely valuable, ...it is only through regular face to face meetings and conversations that trust and confidence between partners is established. The result of this real trust and confidence is the open sharing of commercially valuable knowledge, expertise and personal contacts between partners...”

David Christensen - Commercialisation Manager, Otago Innovation Limited, University of Otago

45 projects under KiwiNet Investment

Committee management representing

a total of **\$5** million of PreSeed investment.

The combined potential return to New Zealand across these projects is greater than

\$200 million.

“ The visibility to IP, expertise and networks that KiwiNet now brings means we are more likely to quickly and easily find all the ingredients needed to commercialise new technologies. KiwiNet’s collaboration means more projects cross institutional boundaries, and these projects are getting much greater traction in the market.”

Duncan Mackintosh – CEO, WaikatoLink Ltd, the commercialisation office of the University of Waikato

“ ...KiwiNet is offering an unprecedented benefit to early stage innovation in this country. It does this by encouraging and building a shared vision of excellence in this difficult field and by enabling an alliance to form between hitherto separate innovation centres.”

Andrew Kelly – Founder BioPacific Ventures and KiwiNet Investment Committee Independent Member

“ The benefits for Lincoln of involvement in KiwiNet continued through 2011. The knowledge, experience and networks KiwiNet makes available are invaluable. Most recently, fellow IC member David Hughes of Plant & Food Research made his IP management and legal team available to Lincoln at a time when completion of a licence for the bacterial bio-pesticide became urgent.”

Peter John – Director Research & Commercialisation, Lincoln University

KiwiNet Strategy

Empowering People who Commercialise Research

KiwiNet's Vision

A highly collaborative innovation ecosystem in New Zealand with strong alignment between research and business to drive economic growth.

KiwiNet's Purpose

To empower and enable New Zealand's public research organisations to better commercialise their ideas, intellectual property and capability to boost economic outcomes for New Zealand.

New Zealand has great potential to create a strong innovation-driven economy. Sixteen Universities and CRIs spread across the country provide world leading knowledge and expertise in many sectors. Regional centres have incubators, investor networks, regional development agencies and local industry groups. However, a fundamental weakness is the fragmentation of effort across research organisations and regional groups that prevents the development of a true innovation-driven economy in New Zealand. KiwiNet is a consortium of research organisations who are dedicated to realising greater value for New Zealand from public investment in research and innovation.

Research commercialisation is leveraging technologies and expertise from research organisations to create new business opportunities, products and services. KiwiNet's role is to empower people who are involved in research commercialisation by helping them to access the tools, connections, investment and support they need. KiwiNet's members believe that by working together we can better leverage the limited resources available for commercialisation, and help one another achieve better commercial outcomes for New Zealand.

KiwiNet Value Proposition

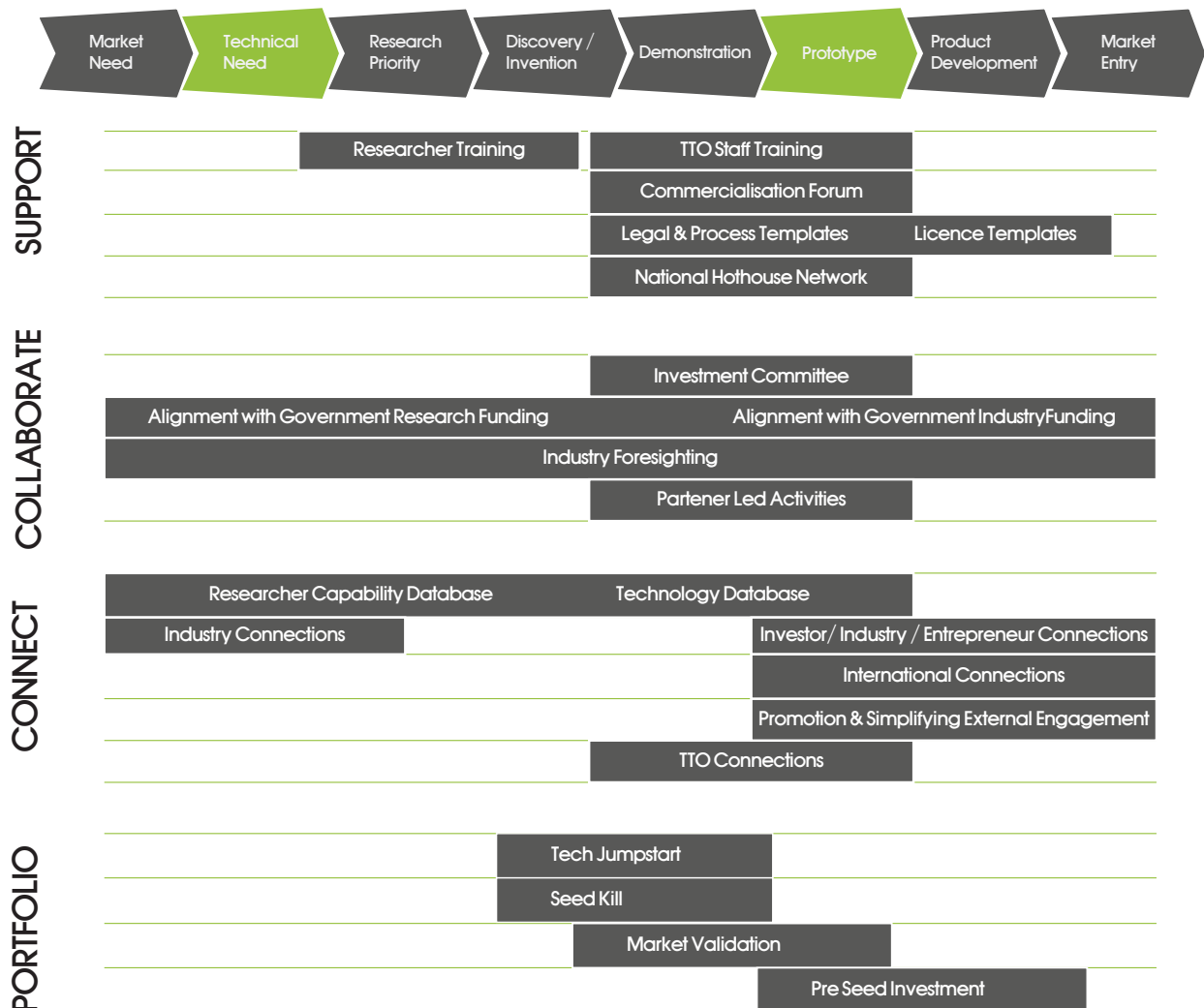
- **For Business, Investors & Entrepreneurs**
KiwiNet provides a front door that makes it easier to identify technologies and scientific expertise in research organisations from across the country and engage with these organisations.
- **For Researchers & Technology Transfer Staff**
KiwiNet facilitates access to investment, networks and connections, training, collaboration, and market and technical experts. KiwiNet is a focal point for research commercialisation collaboration, encouraging organisations to seek out and exploit areas of common interest and opportunity.
- **For International Organisations**
KiwiNet provides a front door to an aggregated portfolio of technologies and expertise from across New Zealand's public research organisations.

KiwiNet Strategic Themes

Support	Collaboration	Connections	Portfolio
Providing commercialisation resources, training and support for researchers, technology transfer staff, and the wider research commercialisation community.	Encouraging greater collaboration between research organisations to achieve much greater benefits from our existing scientific capability and technologies.	Helping research organisations to get better connected with channel to market partners such as industry, investors, regional partners, sector associations and international organisations.	To ensure effective and efficient allocation of PreSeed investment that maximises the economic benefit to New Zealand from publicly funded research.

KiwiNet Activities

KiwiNet activities are grouped under these four strategic themes and impact all along the innovation value chain from identifying a technical need to market entry.



KiwiNet Support

Providing commercialisation resources, training and support for researchers, technology transfer staff, and the wider research commercialisation community.

Activities

● Commercialisation Training

Workshops run across New Zealand ranging from practical commercialisation training for researchers through to professional development for technology transfer professionals.

● Commercialisation Forum

A bi-annual conference for those involved in commercialising publicly funded research that provides professional development and promotes a highly connected commercialisation network.

● Best Practice Resource Library

A national library of legal and process templates and case studies to support research commercialisation activities.

● Student Hothouse Network

Placement and training for students in research organisations to build commercialisation capability.

Target Outcomes

Increased commercialisation capability, resources and efficiency.

Individually these initiatives each address a barrier to commercialisation growth so that in combination they provide multiple avenues of support to commercialisation staff.

Outcomes

KiwiNet has initiated a number of new training, professional development and resourcing activities over the past year. These activities fill a void where previously there has been no professional development targeted at research commercialisation staff. Examples include:

The number of staff that have attended our courses :

108 staff from research organisations have now attended these commercialisation training courses. A recent KiwiNet survey identified a number of key areas where staff would like professional development courses to focus. KiwiNet has scheduled more courses for 2012 to address the biggest needs, including 2 targeting researchers and 3 for technology transfer staff.

Attendees included Australians and New Zealanders :

93 research commercialisation professionals from New Zealand and Australia have now attended at least one KiwiNet Commercialisation Forum. Another Forum is planned for October 2012 with parallel tracks and more focus on professional development.

Research Organisations participated in preparing templates and forms :

13 research organisations have participated in preparing 4 legal templates and 7 process forms that are now available in the Resource Library. Commonly agreed templates enable commercialisation staff to reduce legal costs and improve commercialisation processes. 11 more templates are currently in preparation to be released by December.

Students gained market research positions :

2 students were placed in market research positions by KiwiNet at the end of last year. Students are a key ingredient to continuing growth of research commercialisation. They are an additional resource for current commercialisation projects, while gaining expertise to lead commercialisation in the future. KiwiNet is planning another recruiting drive for the coming summer break.

108

Training Workshop Attendees

- 5 Regional centres
- 7 Commercialisation training workshops
- 26 Organisations represented

93

Unique Attendees Across Two Forums

- 50 Organisations across New Zealand & Australia

11

Best Practice Templates

- Shared across 13 research organisations
- 41 downloads of templates from KiwiNet Website since May 2012

29

Students Attended Commercialisation Training Workshops

- 2 Students Placed in Research Organisations
- 2 Students Involved in 7 PreSeed Funded Projects
- 2 Students Attended Commercialisation Forum

“Great for meeting others in the field, getting an appreciation of the challenges facing others...”

Forum Delegate Feedback

“Some great ‘tips’ from several of the speakers on simple practical things to do or keep in mind for the future.”

“Very good day - useful for contacts, ideas and information.”



National Hothouse

“KiwiNet... has enabled AUT to hire in a business analyst with capabilities that complement our team. This resource has allowed us to better identify our priority projects and route to market.”

Enrico Tronchin, Business Operations Manager - Commercialisation - AUT Enterprises

Commercialisation Training

“The workshop is giving me a very valuable framework for understanding the process of commercialisation...”

Dr Dave Parry, Senior Lecturer at the School of Computing & Mathematical Sciences at AUT University

KiwiNet Collaborate

Encouraging greater collaboration between research organisations to achieve much greater benefits from our existing scientific capability and technologies.

Activities

- **Investment Committee**
A committee of research organisation representatives and independent experts, who assess new projects, allocate PreSeed investment and design initiatives to support commercialisation.
- **Government Agency Connections**
KiwiNet connects with government departments who are working in similar and complementary areas.
- **Industry Foresighting**
Bringing together researchers, industry representatives and end-users to identify and prioritise opportunities for R&D collaboration in specific sectors.
- **IP Aggregation**
Encouraging research organisations to assemble portfolios of IP from across multiple research organisations into a national portfolio.
- **Partner Led Activities**
Encouraging research organisations to lead activities that leverage their core strengths but align with the collaboration principles of KiwiNet.

Target Outcomes

An increased number of cases where research organisations are working together and supporting one another to commercialise technologies.

Outcomes

The collaboration activities of KiwiNet are centred on regular engagement between senior technology transfer staff at the investment committee meetings. These meetings happen

eight times a year and each time they meet they build relationships and trust. Landcare has now joined KiwiNet expanding the investment committee expertise further.

Examples of how this relationship building results in new approaches to commercialisation include:

Digital Agriculture

The Digital Ag Industry Foresighting event held in Christchurch last year. This event resulted in many examples of valuable new connections, and a Precision Ag Association has now been formed as a direct result of that event.

Animal Health

The Animal Health initiative is a great example of combining IP from across research organisations to create a portfolio with a strong value proposition in a specific market. This group have received PreSeed investment, a new company has been formed (Aldera Ltd) with 4 scientific and commercial staff.

Biopesticides Alliance

The Biopesticides Alliance is another good example of combining the IP, research capability and industry connections of 3 public research organisations to focus on a common market need.

KiwiNet is encouraging more partner led activities, and discussions are currently underway around new IP aggregation projects and joint business engagement activities.

Collaboration with government is improving. Ministry representatives are now frequently attending KiwiNet events and the Minister of Science and Innovation, Hon Steven Joyce, recently attended a KiwiNet Investment Committee meeting.

8

Investment Committee Meetings Per Annum

18

Projects Presented to the Investment Committee

70

Additional Projects Sighted by the Investment Committee

8

Observers Joined Meetings

1

New Shareholder;
Landcare Research joining July 2012

2

New Independent Investment Committee Members;
Andrew Kelly & Dean Moss

IP Aggregation

“Aldera is commercially months ahead of where it is expected to be because of KiwiNet and the KiwiNet partners.”

- Bill Te Brake, Director, Aldera Ltd

“...feedback from the (KiwiNet) IC definitely improves our chances at successful commercialisation through unfettered review and constructive critique.”

- Enrico Tronchin AUT

Industry Foresighting

“On the KiwiNet Digital Ag Tech Clinic “the two networking events held in Canterbury last year run by Lincoln University and KiwiNet were crucial in understanding the support for, and raising awareness of Precision Agriculture in NZ. An establishment committee was selected from those events which has representatives from Industry, Research and the Farming sector who have gone on to form Precision Agriculture NZ (PANZ), an association established to promote the uptake of Precision Agriculture in NZ”

Peter Barrowclough, CEO of Lincoln Ventures Ltd and Chair of the establishment committee for the newly forming Precision Agriculture Association



Investment Committee

“KiwiNet benchmarks equivalent to the best performing early stage investment fund in Australia...”

- Dr Dean Moss - General Manager, Life Sciences, UniQuest Pty Ltd

KiwiNet Connect

Helping research organisations to get better connected with channel to market partners such as industry, investors, regional partners, sector associations and international organisations.

Activities

- **National Innovation Database**
A central repository of technologies, research capability, patents & commercialisation staff profiles from research organisations across New Zealand.
- **Investor/ Industry/ Entrepreneur Connections**
Promoting greater visibility and earlier engagement between research organisations and investors, businesses and entrepreneurs.
- **International Connections**
Connecting with similar organisations overseas to identify opportunities for collaboration and to leverage their connections into foreign markets.
- **Promotion & Simplifying External Engagement**
Building awareness around the activities of KiwiNet and the research organisations to make it easier for people to connect and engage.
- **Commercialisation Centre Connections**
Co-ordination of activities across the MSI funded Commercialisation Partners Network.

Target Outcomes

A significant increase in the external engagement of research organisations in New Zealand.

Outcomes

Over the past 12 months KiwiNet has been exploring connection opportunities that can add value to research commercialisation. The Innovation Database and the KiwiNet website are core tools in KiwiNet’s activities to build connections. The database now contains over 300 technologies and profiles, and visitor counts show that the interest in the database is growing.

KiwiNet publicity is also increasing with 14 press releases in the past year and 4,300 hits on the website over the past 3 months. A number of organisations have contacted KiwiNet seeking to access expertise within the network. There has been an impressive response to enquiries and KiwiNet has really demonstrated the strength of its networks.

The first KiwiNet Investor Engagement Event in Wellington was widely seen as a success and an essential initiative to building investor connections. KiwiNet has been approached by both the Enterprise Angel Network and the ICE Angels to run similar events in Tauranga (Aug 14) and Auckland (Sept). KiwiNet hopes to embed these events as a regular activity across the country.

KiwiNet’s international connections are expanding. MOUs are now in place with Texas A&M and CSIRO. As a result, CSIRO will present projects for feedback at the next Investment Committee meeting. Peter John recently visited UniQuest in Australia as a direct result of having Dean Moss on the Investment Committee. Earlier this year KiwiNet was contacted by the US embassy to help them connect a NZ trade envoy with our contact at Texas A&M.

3 Connections with International Organisations Across Two Countries

- MOU's with CSIRO & Texas A&M
- Partnering with KCA for Events.

1 Investor Engagement Workshop

- 15 commercialisation staff
- 10 investors

2300 Visits to KiwiNet Innovation Database

- 127 projects
- 31 organisation profiles
- 61 patents
- 67 Staff profiles
- 41 research capability profiles
- 14 queries for projects and expertise

14 Media Releases About KiwiNet Activities & Projects

- 35 enquires through KiwiNet website
- 11,510 website hits since August 2011
- 5,748 unique website visitors
- 389 social media posts



International Connections

“KiwiNet’s national portfolio approach is a very attractive proposition for us... KiwiNet will be a great way for us to connect into Australasian and other markets. KiwiNet will be able to tap into our networks to help move technologies into the US and Europe.”

- Brett Cornwell, Associate Vice Chancellor for Commercialisation at Texas A&M

“By leveraging our combined capability we can create new opportunities. ...Sharing networks and knowledge will also help us take research and innovations to the marketplace.”

Jan Bingley CSIRO

Investor Engagement

“Commenting on the Wellington KiwiNet Investor Engagement event: “The project managers received vital insights about market validation and investment prerequisites. The angels were delighted to have the opportunity to connect in a very practical way to cutting edge technology. All said they would be happy to repeat the experience.”

- Suse Reynolds, Angel HQ

KiwiNet Portfolio

To ensure effective and efficient allocation of PreSeed investment that maximises the economic benefit to New Zealand from publicly funded research.

Activities

Over the past 12 months the Investment Committee has been focused on a number of important areas including:

● Common Best Practice

KiwiNet members are working together to design and implement systems and processes for investment allocation. This facilitates higher quality decision making, more effective commercialisation, easier collaboration and sends a strong message to the Ministry around best practice for PreSeed allocation.

● Growing the Pipeline

Activities to increase the number of quality projects that are presented to the Investment Committee and receive PreSeed include:

- Seed/Kill funding - An annual devolved allocation to research organisations to provide small scale investment for technical development on very early stage technologies.
- Jumpstart - A competition format that can be run at research organisations to attract new invention disclosures and build relationships with researchers.

● High Quality Pipeline

Activities to maintain a pipeline of projects with high quality planning and expert guidance include:

- Market Validation – A devolved allocation that provides research organisations with the necessary resources to carry out market validation and prepare a business plan for submission to the Investment Committee.
- Project Preview Form - A new form that enables research organisations to submit a project for feedback and guidance only. The form is designed to be completed quickly based on the information already known to the submitter.

Outcomes

The KiwiNet members have now collectively agreed on a best practice process for investment allocation. This has been captured in the KiwiNet Investment Committee Operational policy that has been adopted by KiwiNet. As a result AgResearch and Plant and Food are now planning to add their PreSeed investment into the KiwiNet pool.

Initiatives such as Seed/Kill funding and Jumpstart are having a good impact on pipeline growth. 12 Seed/Kill projects were funded in the past 12 months and 7 organisations are now involved. Jumpstart was run across 2 organisations and resulted in 28 new invention disclosures.

KiwiNet is now also opening up its pool to other research organisations that don't currently have access to PreSeed investment. ESR and Cawthron are now both preparing project proposals.

The committee recently expanded the devolved market validation funding to ensure research organisations have the resources they need to prepare good commercial plans. Independent committee members regularly comment on the high standard of market validation and planning that is submitted to the Investment Committee.

The Project Preview process has been popular with 6 new projects presented over the past 2 meetings that the committee would not otherwise have had visibility of. This process is a great way to get early feedback and input from the diverse range of experts on the committee. This is also helpful for projects that have an unclear value proposition or multiple potential markets.

New independent committee members Andrew Kelly and Dean Moss add further expertise to the committee in the biotech space and connections with Australia.



WaikatoLink

PEFT Cell

A new water purification technology, which removes contaminants in water while simultaneously disinfecting it, being developed with support from KiwiNet.

“ The KiwiNet PreSeed funding allows us to really tackle the high risk aspects of the project by undertaking rigorous technology development and gaining early industry input. ”

– Nigel Slaughter, GM Commercial, WaikatoLink



Imprinted Polymers

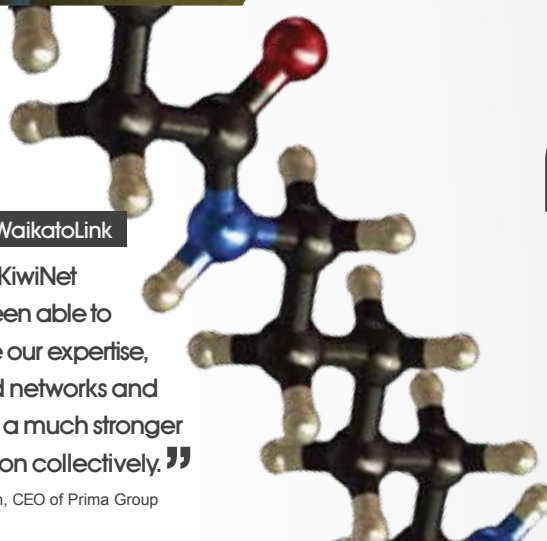
WaikatoLink, Prima Group and Ballance have developed a new filter technology for industrial scale applications after teaming up through KiwiNet.



WaikatoLink

“ Through KiwiNet we’ve been able to combine our expertise, tools and networks and develop a much stronger proposition collectively. ”

– John Luxton, CEO of Prima Group



Invert Robotics

Invert Robotics was named the winner of the Ministry of Science & Innovation Start-up Award at the recent HiTech Awards for its remote controlled wall-climbing robot.



University of Canterbury

“ ...the KiwiNet Investment Committee has provided invaluable guidance on commercialisation pathways... being able to tap into the hard-won knowledge and networks from other KiwiNet members has also been enormously valuable. ”

– Nigel Johnson Director of Research & Innovation at the University of Canterbury



University of Canterbury

“ We’ve received some great support from KiwiNet in terms of funding and expertise from other members. This support allowed us... get to where we are today. ”

– Stuart McKenzie, Chief Executive of ArcActive

ArcActive

ArcActive is developing new negative electrodes for lead acid batteries for start/stop & micro hybrid vehicles. They won the award for Excellence in the Field of Environmental Technology Research at the CleanEquity 2012 conference in Monaco.

