
KCA News



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Message from the Chair

Greetings!

Thanks to all KCA members who have renewed their membership!

In this issue we provide some more details of the confirmed **KCA Annual Conference** program. We urge all members and interested parties to start registering for the conference **now!** We would like to make the Brisbane conference a very successful event. Help us by getting aboard early. To view the full conference program please check the KCA website www.kca.asn.au/events/upcomingevents/

A big thanks to Curtin University of Technology, Melbourne Ventures, Swinburne University of Technology and UniQuest who will vie for honours in the **case-study presentation hour**.

In this newsletter we also formally greet our **New Vice-Chair**, Michael Finney, CEO qutbluebox pty ltd who has already been a big help with the conference planning. Welcome Mike and many thanks for your support of the KCA Annual Conference as a Gold Sponsor.

We also profile the new **Commercial Accelerator Scheme** an early stage seed fund from the University of Adelaide. Please see the article on **the float of QRX** which is a major initiative from UniQuest Pty Ltd based on technology from the University of Queensland.

Closer to "my home", we also feature some **recent successes from UWA** which involve **Sensear** and **Lectopia**.

The **DEST Commercialisation Survey 2003/4** has just been released. The next newsletter will feature a more detailed analysis of this data. See www.dest.gov.au/Ministers/Media/Bishop/2007/08/B002310807.asp

In conclusion I also again urge all of you to get behind our annual conference to make it a successful professional development and networking event.



KCA Welcomes New Vice Chair



KCA would like to welcome Michael Finney, CEO qutbluebox pty ltd to the Executive in the role of Vice-Chair.

Michael has extensive industry and academic experience in research management, technology transfer and investment management across the physical and life sciences sectors. Previously, he has been deputy Chief Executive Officer and General Manager - Technology Commercialisation at UniQuest Pty Limited and Vice President - Commercial Development at IMBcom Pty Ltd. In those capacities, he was also recruited to the Investment Committee of Uniseed Pty Limited—an early stage venture capital fund with investable funds of \$60 million, where he managed and monitored various investments from different sectors and assisted in the implementation of its investment strategy and portfolio composition.

He holds an MBA from the Australian Graduate School of Management at the University of New South Wales, a Bachelor of Engineering (Hons) from the University of Queensland, and a Juris Doctor post-graduate degree in law. He is also a Fellow of the Australian Institute of Company Directors, a Registered Professional Engineer, and has sat on numerous technology startup boards as a non-executive director.

KCA ANNUAL CONFERENCE 2007

"Global Knowledge; Global Markets"

Hilton Brisbane
14-15 November 2007

Wednesday 14th November

Professional Development "Biotechnology Licensing a Global Perspective"

A mainstay of university technology transfer and commercialisation is licensing. For many medical institutes and universities with a medical school, "biotechnology licensing" accounts for a high proportion of licenses executed.

This workshop features speakers from the US and Australia who have the relevant hands on experience in the field. Learn about the key terms in such licences through case studies demonstrating "how to" and "how not to". Speakers will cover university to company as well as biotechnology industry sector licensing examples.

This session is brought to you courtesy of KCA and its partner LESANZ and is not to be missed if you are involved directly or indirectly in biotechnology licensing and even if you have not participated directly in the biotech sector, the licensing dos and don'ts will be of great value to you.

Thursday 15th November 2007

Conference "Global Knowledge; Global Markets"

Australia's knowledge production, marketing and economic impact performance will be dependent upon sustainable, vibrant and competitive economy and society. The public research sector organisations and their technology transfer units are key to building this future. Universities and research organisations with recognised areas of research capability and capacity are critical for regions, states and nations seeking to grow technology based knowledge economies because:

- The research conducted generates new knowledge and technology that forms the basis for introducing new products in the marketplace.
- They attract and produce highly trained personnel who provide the technical educated workforce needed by technologically advanced companies. The presence of such a workforce, in turn, attracts technology companies to locate in proximity to knowledge clusters.
- They generate intellectual property that can lead to new products and processes and the creation of new companies.

Technology-based economic development is achieved by leveraging these R&D strengths in a global context.

The Conference will focus upon how each of our organisations can leverage knowledge, capabilities and capacity to improve delivery and global impact.

REGISTRATIONS NOW OPEN

www.kca.asn.au/events/upcomingevents/

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Australia's biggest biotech float with the listing of KCA member's start-up

The University of Queensland's pharmaceutical start-up company, QRxPharma Limited (QRX) made history as Australia's biggest biotechnology float when it listed on the Australian Securities Exchange in May [2007].

The company, which had an initial market capitalisation of \$150 million, issued 25 million shares to new investors to raise \$50 million.

QRX was formed five years ago by UniQuest Pty Ltd, UQ's main commercialisation company, to develop innovative research in the areas of pain therapy, neurodegenerative disease and venomics. UniQuest packaged together a portfolio of five patented drug candidates under development at UQ.

Funds from the QRX float will be used to finance the Phase III clinical trials of the company's most advanced drug candidate the "dual opioid" painkiller, Moxy, which was developed by UQ's Professor Maree Smith.

With its unique combination of morphine and oxycodone, QRX hopes that the drug will be more effective with fewer side effects than competing drugs. In addition, a sustained-release version of this product ready to enter Phase I clinical trials.

If the Moxy Phase III trials proceed well, QRX has the potential to hit the market with the drug in 18 to 30 months according to UniQuest Managing Director David Henderson.

"QRX is looking to complete the Phase III studies in 2008 and 2009 with the first sales of the drug in 2010," said Mr Henderson.

"If both QRX's dual opioid drugs are approved for release and show the predicted reduced side-effects, sales have been estimated by J.P. Morgan Securities Australia Limited to be in the order of US\$300-500 million annually," he said.

"Also, J.P. Morgans envisages QRX shares will be worth 10 times their current price. So we're certainly optimistic about the financial return for UQ from the drug."

At this stage, QRX is planning to distribute its products in the United States of America and out-licence to other pharmaceutical companies the right to distribute their products in other countries.

Innovation Commercialisation and IP Summit 2007 Protection, Commercialisation and Exploitation of Technology

5th – 7th December 2007, Swissotel Sydney NSW AUSTRALIA

Innovation is now recognized as a key differentiator in the marketplace and a mainstay of competitive advantage. IIR's Innovation Commercialisation and IP Summit for 2007 assembles industry and academic innovation experts from across Australia and Asia Pacific to discuss the key strategic and operational issues surrounding the successful exploitation of technological innovation.

Speakers will discuss case studies and provide practical solutions for:

- Tailoring 'innovation strategy' to fit business goals
- Practical solutions for measuring the value of a technology's 'potential'
- Measuring what R&D innovation adds to the bottom line
- Creating frameworks for supporting sustainable innovation - for profit and advantage
- Maintaining a culture of 'R&D innovation' for an 'end result'
- Identifying market application and strategies for ensuring "market pull" as a driver
- Strategic Collaborations and M&A for Innovation ROI
- Protecting IP assets of your technology
- Outlicensing Technology for Revenue Generation

TO FIND OUT MORE - Visit: www.iir.com.au; Tel: (02) 9080 4090 or Email: info@iir.com.au

To receive a copy of the brochure, please email jojeda@iir.com.au.

If you would like to discuss sponsorship opportunities for this event, contact Jeff Johnson on (02) 9080 4073

10% Discount for KCA Members

Commercial Accelerator Scheme

The University of Adelaide aims to put more of its research discoveries on the path to commercialisation with a new \$2 million fund for researchers.

The fund, launched on Friday 3 August by Adelaide Research & Innovation, aims to make more research projects "investment ready". It will address a recognised gap in funding known as the "valley of death" between traditional research funding and venture capital.

Under the Scheme, researchers at the University of Adelaide can receive up to \$250,000 per project to establish proof-of-concept or reach a development milestone necessary to attract a commercial partner.

The Scheme complements Government schemes already available in South Australia. Through the Commercial Accelerator Scheme we hope to be able to continue to increase the number of successful commercial ventures at the University.

More information: <http://www.adelaide.edu.au/aripl/commercial/>

Commercialisation Successes at UWA

BIOTECH CAPITAL TO INVEST \$2 MILLION IN HEARING TECHNOLOGY COMPANY SENSEAR

19 June 2007. Biotech Capital Limited (ASX: BTC) is pleased to announce it has agreed to invest \$2 million in private Australian company Sensear Pty Ltd ("Sensear") as part of an overall \$3 million funding round completed by the company.

Sensear has a range of technologies related to hearing enhancement. Its first commercial product is due to be released to the occupational health and safety market in late 2007. The underlying technology was originally developed at the Western Australian Telecommunications Research Institute (WATRI), which is a joint venture between Curtin University of Technology and The University of Western Australia. The core technology allows for speech recognition and enhancement in a diverse range of noisy environments.

The first commercial application is in hearing muffs and plugs that can be worn by users in noisy environments allowing them to hear speech without removing the hearing protection. In addition, the technology also allows for users to speak on their mobile phones without removing hearing protection.

Sensear recently enjoyed success at the annual iAwards presented by the Australian Information Industry Association (AIIA), the Australian Financial Review and the CSIRO which seeks to recognize the best Australian ICT innovations each year. Sensear was the only company to take out two innovation awards taking first place in the "Healthcare" and "Research & Development" categories.

Further information can be found at www.sensear.com.au and www.biotechcapital.com.au.

US COMPANY ACQUIRES UWA-DEVELOPED LECTOPIA SYSTEM

Media Statement
Tuesday, August 28, 2007

The US-based company Anystream has announced its acquisition of a system developed at The University of Western Australia which provides unique flexibility in the recording, presentation and management of lectures on-line. The Lectopia system features a high-level of automation, advanced monitoring capabilities and flexible processing options. For lecturers, the unobtrusive operation of Lectopia makes it a highly appealing learning technology; and for students, access to recordings at any time means greater access to lecture materials for revision and review.

The media statement issued by Anystream can be seen at:
http://www.uwa.edu.au/media/statements/media_statements_2007/august/lectopiasystem

Contributions to the KCA Newsletter

Members are encouraged to contribute articles!

The next KCA Newsletter will be released in November 2007. Please forward your article/s to the KCA Secretariat at sarah.stephens@uwa.edu.au



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**We're on the
web!
www.kca.asn.au**

KCA is the peak industry body in Australasia bridging the commercialisation gap. Its members are commercialisation practitioners. They represent organisations engaged in public sector knowledge commercialisation; for example, creating new ventures or improving the performance of existing businesses through product and/or process improvement.

KCA is an innovative, open and independent association that promotes awareness and understanding of research and knowledge commercialisation in the academic, business and government sectors.

The organisation provides networks, advocacy, best practice training and global connections for its members.

Purpose

Advancing knowledge commercialisation practice and achieving greater returns from public sector research investment.

Mission

To build skills, capabilities and effective management processes in organisations engaged in knowledge commercialisation and technology marketing.

Objectives

- Organise professional development and knowledge commercialisation events.
- Develop strategic alliances and affiliations with organisations active in the knowledge commercialisation value chain.
- Facilitate explicit and tacit knowledge networking amongst members.
- Develop international linkages with like organisations and their members.
- Cooperate with government policy makers in stimulating innovation, entrepreneurship and commercialisation.

SPONSORSHIP FUNDS AVAILABLE THROUGH KCA!!!

All KCA Voting Members are eligible to apply for matching sponsorship funds of up to \$500.00 to run an industry event by their host institution.

The idea is to promote the dissemination of commercialisation and IP knowledge by KCA Members and support them financially in such endeavours. It is also aimed to increase KCA's profile at a regional (state-by-state) level.

A recently updated application form can be downloaded on the KCA website
www.kca.asn.au/sponsorship