



Seumas McCroskery – Innovation manager
seumas@kiwinet.org.nz

Natural Products Summit

March 18th 2016



KiwiNet Overview

- Universities and Crown Research Institutes working together around technology transfer.
- **Mission:** To create the best system for turning research ideas into commercial value.
- **Principle:** By working together we can achieve a lot more than by working separately.



Innovation Value Chain



CallaghanInnovation



**Research
Commercialisation**

**Business
Innovation**

**International
markets**

Investment & support for commercialisation of publically funded research.

Investment & support for science and technology based innovation in businesses.

Investment & support for businesses to grow into international markets.



KiwiNet Investment Committee



Currently PreSeed Fund \$2.5M/year



KiwiNet Activities

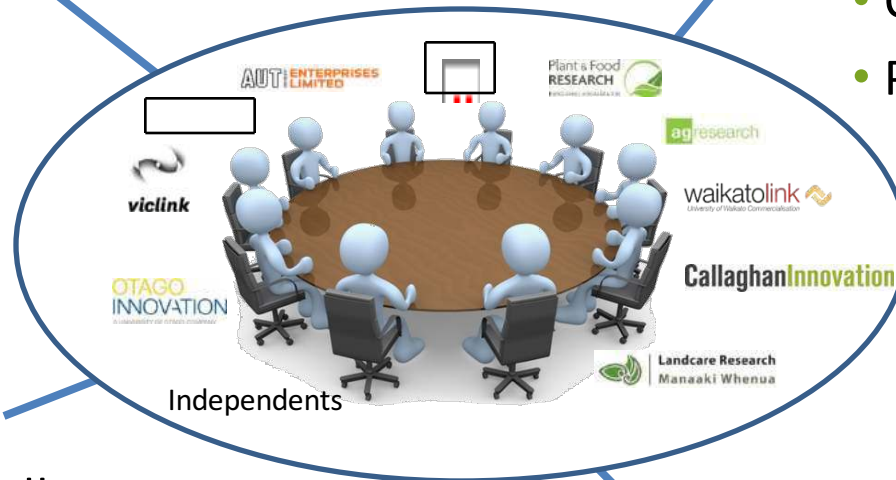


Support

- Training
- Resources
- Experts
- Mentors

Collaboration

- Investment Committee
- Commercialisation Forum
- Platform opportunities



Connections

- Business Challenges
- Investor Engagement
- Industry Foresighting
- International Connections
- Publicity

Portfolio

- Opportunity identification
- Opportunity assessment
- Seed/Kill funding



KiwiNet Highlights



Research Commercialisation Awards
Over 250 participants



MINZ Mathematics in Industry
6 companies, 100 mathematicians

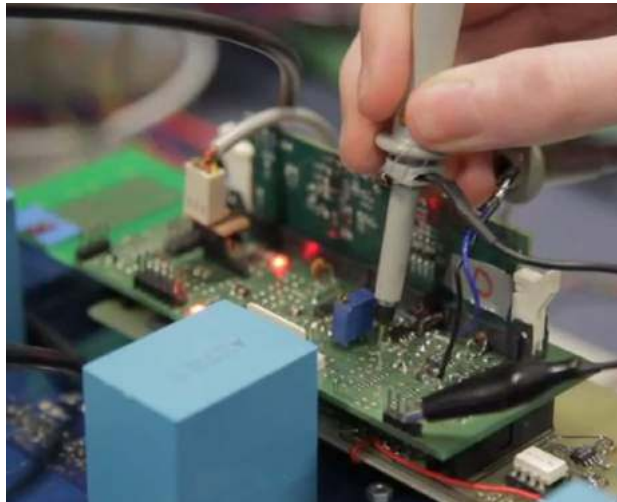
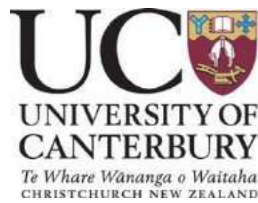


Start-up weekend for science
44 participants in Wellington



Emerging Innovator Fund
\$250,000 + \$20,000

Research-Business partnerships



KiwiNet Highlights



Research Commercialisation Awards
Over 250 participants



MINZ Mathematics in Industry
6 companies, 100 mathematicians



Start-up weekend for science
44 participants in Wellington



Emerging Innovator Fund
\$250,000 + \$20,000

Business Challenges



KiwiRail maintains more than 4000kms of rail track. They are seeking novel proposals for:

High-speed Automated Track Inspection Technologies that can give reliable and accurate measurements of track condition to reduce maintenance costs.

KEY CHALLENGES:

- #1 Non-invasive method for measuring stress in rail tracks**
- #2 Non-invasive method for measuring wooden sleeper integrity**
- #3 Image analysis of track condition**



NATURAL PRODUCTS BUSINESS CHALLENGE

The natural products industry makes an estimated \$1.4 billion per annum contribution to New Zealand's economy ... the industry wants to double this by 2025 and they need your expertise!

The Natural Products Industry is looking for novel ideas to solve two specific business challenges. This is an opportunity to demonstrate your skills to the NZ industry, to form new working relationships. Brought to you by KiwiNet and NZPO.

1 Legitimacy: new packaging ideas to provide assurance that a purchased product is authentically from NZ.



Summary

- To create the best system for turning research ideas into commercial value.
 - Best People
 - Best Partnerships
 - Best Pipeline
 - Best Publicity





**Empowering people who
commercialise research**



Thanks

