

Event for your diaries

Universities Innovation Showcase

Thursday 22nd May 2008
KPMG, 147 Collins St, Melbourne

More details to come later

Welcome from the Director

Welcome to the first edition of *Innovation Matters*. This publication represents a quick update on what has been happening in the Innovation and Knowledge Transfer division.

First of all, for those of you who missed our launch in March of this year the Innovation and Knowledge Transfer division is responsible for:

- University R&D Parks and business incubators
- Innovation programs for staff and students
- Intellectual Property management and the commercialisation of University projects.

In each edition of *Innovation Matters*, we will expand on the services provided by the division. However, in the mean time let me extend an invitation to you all to visit the Innovation and Knowledge Transfer division on the R&D Park, to meet our staff and find out more about this exciting area of the University.

Best wishes
Sue

The I&KT Admin Team

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Director
Oreste Pompetti
Finance & Resources Manager
Danielle Coate
Projects Officer
Rita Polemicos
Administration Officer
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Dr Peter Janssen
Commercialisation Manager
Christine Kinnell
Commercialisation Officer
Lee Jackson
Contracts Administrator
Kathy Andrewartha
Commercialisation Officer

Innovation defined: Development of new knowledge or ideas into new or improved products, procedures or services.

Innovation relies on skills, collaboration, leadership and funding. An "innovation culture" can be fostered by training, communication and nurturing and rewarding behaviours that lead to innovation.

Creativity is one component of innovation, but this needs to be followed by clarification of the opportunities that come out of the new idea and implementing the new concept to create a valuable product.



IXC Intermediaries come to La Trobe University's Innovation and Knowledge Transfer Division

La Trobe University's Innovation and Knowledge Transfer Division has engaged the services of IXC to provide intermediary services. IXC intermediaries work at the strategic intent level with their clients and search for connections and business opportunities.

Working at a deep level within clients IXC intermediaries are able to find exciting potential connections across and within industries and technologies. The use of scientifically qualified intermediaries and an independent, not for profit business structure makes it easier for companies to explore business opportunities without the fear of disclosing or contaminating their IP.

IXC clients include major global corporations (such as J&J Research, Fonterra, Resmed) as well as research institutions (WEHI, Food Sciences Australia, Murdoch) and SMEs (MiniFAB, Applimex).

As well as working with clients to find connections IXC intermediaries also work with non-clients. Thus TEC can feel confident that no stone is left unturned in the search for better, faster business opportunities

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La Trobe University's Innovation and Knowledge Transfer Division is not alone in thinking that the IXC model has a lot to offer innovators. IXC has been supported by governments (Commonwealth, Victoria, UK) and researchers around the world.

IXC operates in Australia and the UK with plans to extend its reach over time. La Trobe University's Innovation & Knowledge Transfer Division welcomes our intermediaries and looks forward to working with them so that La Trobe University's Innovation and Knowledge Transfer Division services are enhanced and extended.

www.ixc.com.au

First intermediary starts work - introducing IXC's Chris Vearing

Dr Chris Vearing recently joined I&KT to work with us on commercialisation opportunities. Chris joined IXC Australia as an intermediary following post-doctoral employment in the areas of academic and industry research. Chris' other clients include medical research and academic organisations. Chris has research experience in the areas of protein chemistry, molecular biology, genetics, immunology, endocrinology and drug development and has worked within the Ludwig Institute for Cancer Research, Monash University, Queensland Institute of Medical Research and Swinburne University of Technology.

Prior to joining IXC Australia, Chris worked for an ASX listed biopharmaceutical company predominantly developing anticancer treatments. Chris was heavily involved in the company's research and development programs and in the preparation of grants, protocols and manuscripts. Chris is a named inventor on an international patent application and has articles published in peer reviewed international journals including Nature Neuroscience, Cancer Research and The Journal of Biological Chemistry.

Chris will be working with us for one day each week. La Trobe researchers interested in meeting Chris should call Peter Janssen, Commercialisation Manager (ext 1973) or email p.janssen@latrobe.edu.au

Scholarship recipients recognised

On Tuesday October 9th 2007 the Innovation and Knowledge Transfer Division had a celebration with the two recipients of the La Trobe University Commercialisation Training Scheme Award, and their research supervisors.

Andrew Mackie and Stefan Mauger, who are both PhD students in the Department of Electronic Engineering, received the Grants to study for one semester full time (or equivalent) towards a Graduate Certificate of Entrepreneurship and Innovation. Funding was given this year by the Commonwealth Government, with the aim of providing Commercialisation training to selected higher degree students throughout Australia. Subjects covered will include Opportunity Evaluation, Marketing, Financial Management, and the

Organisational Behaviour relevant to setting up a business based on a new and innovative technology.

At the function Dr Bruce James, the Acting Chair of the Higher Degrees Committee complemented Stefan and Andrew on the quality of their applications and wished them success with their study. Andrew has chosen to study full time and Stefan will do the subjects part time over 12-18 months. Sue Bell, the Director of the IKT Division, congratulated the students and welcomed them to access any expertise that the LTU Commercialisation Unit and the Research and Development Park might provide in helping them carry out their assignments and practical requirements.

The students told us about the other participants in the Graduate Certificate, some of whom are very experienced entrepreneurs who are looking for formal training to help them successfully develop commercial products. We look forward to Andrew and Stefan updating us with their new knowledge and understanding of research commercialisation, and trust this study will significantly enhance their careers.

"Commercialisation Bootcamp"

Australian Institute of Commercialisation

Held at INNOVATION@257
257 Collins St
Melbourne

On October 17th and 18th 2007, Chris Kinnell and Kathy Andrewartha attended the AIC Bootcamp in Melbourne with another 10 participants from CSIRO, AusIndustry, AIC, Deakin Uni and the Department of Primary Industry.

Greg Spinks from Commercialisation and Implementation Services was the Facilitator, and other speakers included a Patent Attorney from Mills Oakley Lawyers, a Venture Capitalist from Starfish Ventures, and two case studies to illustrate commercialisation of technologies – Iatvia's imaging technology and Medic Vision's virtual reality simulator for surgical training.

Workshop sessions were interspersed with the modules to add some practical experience to the theory. The Bootcamp concluded with 2 groups presenting a pitch for an innovative product to an investment panel.

All aspects of the work of the Division of Innovation and Knowledge Transfer were studied, including structuring commercialisation into research programs, protecting Intellectual Property, legal agreements, pathways to commercialisation, business planning and market research, funding for commercialisation activities, through to 'exit' strategies for investors in an R & D company.

The case studies and the action learning project were particularly useful, in illustrating the pitfalls to be avoided by looking very hard at the competitive advantage of each new technology, and tailoring the product to a niche market, which appears to be profitable in the medium to long term. Perseverance, passion and having the right people are all critical to the commercial success of a new product.

Innovation in Software Engineering Department of Computer Science and Computer Engineering

2007 Industry Presentation Evening

On Wednesday October 24th, the Western Lecture theatre (WLT2) was packed with an invited audience who had come to see presentations about the best Software products developed in the Computer Science Industry Based Learning Program.

Computer Science students and staff, industry collaborators, other FSTE staff, representatives from La Trobe R&D Park companies and the La Trobe IKT Commercialisation Unit were all interested to see the originality of the work offered by these third year students. The 4 presentations were informative, slick, succinct and professional. As Professor David Finlay, the Dean of FSTE noted in his opening address, the students in their suits and ties were easy to distinguish from the more casually attired academic staff!!

The students had collaborated with industry partners to develop:

- Games software (for Torus Games)
- Mobile phone internet interfacing (for AirSCAPE)
- A conversion tool for maps (for iGO Plus)
- A dynamic content system (for the LTU Snowsports Team)

The event ended with congratulations from Melinda Marty from MultiMedia Victoria, a government agency which funds IT initiatives designed to increase student employment training. Projects such as those showcased here, enhance the students' time management and communication skills and foster their client contact expertise. Industry partners, in return develop relationships with these top students, as well as marketing their own products and services to the LTU community.

The evening would have motivated any secondary school student contemplating IT at LTU. The enthusiasm of the staff, Dr Torab Torabi, Dr Saqib Ali and Dr Eric Pardede was obviously highly valued by the LTU students.

Interesting Statistics

This year 145 contracts have been signed to the value of \$9,734.873

Our invention portfolio is currently 30 active files, including 20 patents.

Congratulations to everyone involved.