



## Services for Participants

**MDPP participants can access the following offers by contacting any of the service providers below.**

### ❖ Business Development

#### Business Enterprise Centres



BEC Australia is a national network of Business Enterprise Centres, which offer free business advice and support to small and micro businesses. Whether you are starting up a new business or wanting to improve your existing business, your local BEC office can provide the support and help you require.

With 9 offices in South Australia, you are sure to find a BEC in your local area. Advisors are experienced business managers and all discussions are confidential and independent. We can assist companies in a variety of business areas including;

- free or low cost confidential business advice and referrals.
- advice and assistance for new business starters.
- mentoring, networking and business development opportunities.
- assistance with the preparation of business plans.
- referrals to set business owners in the right direction for specialist advice.
- advice and assistance to achieve business growth.
- information on business and employment programs and subsidies.
- workshops, seminars, luncheons, breakfasts.
- access to business literature, resources and information.
- activities and promotions to attract new business to the region.
- links to export information and services.

**MDPP participants will receive free advice and support in a variety of business areas such as preparation of business plans, marketing, information on business subsidies and grants and links to export information and services.**

To find your local BEC visit <http://www.ssbec.com.au/> or for further information on business networks visit <http://www.southaustralia.biz/Doing-Business-in-SA/Business-Networks.aspx>

Innovate SA (formerly the SA Centre for Innovation) is an independent incorporated organisation that targets innovative emerging, transforming and transitioning businesses with a range of advice and support programs and services to help them grow.

Innovate SA brings together the previous operations and activities of the SA Centre for Innovation, Venture Capital SA, Growing Global Companies Programs and Business Sustainability Alliance.

Visit the Innovate SA web-site at [www.innovatesa.com.au/](http://www.innovatesa.com.au/) to view current services offered. Alternatively, contact Andrew Riggs, Business Advisor at 8201 7520 or [andrew.riggs@innovatesa.com.au](mailto:andrew.riggs@innovatesa.com.au) to discuss your particular situation.

## LeMessurier Solutions

- refer to Government Grants section below

## Playford Capital



Playford Capital invests seed capital in early-stage South Australian companies. We partner with entrepreneurs by providing investment, business strategy and industry contacts for businesses in a broad range of industries.

The team at Playford have a track record in starting, managing and selling technology businesses in South Australia and around the globe. We understand the unique challenges of building high growth innovative companies, and use our experience in venture finance, business management and technology to help build successful companies.

We have been instrumental in attracting over \$90M of investment to our portfolio companies. Private co-investment has been sourced from business angels and venture capital investors from Australia, Europe, USA, Japan and South East Asia.

**As an MDPP Partner, Playford Capital extends a special offer to MDPP participants to take advantage of a 1 hour free consultation with a Playford Capital Investment Manager to discuss their commercialisation funding requirements.**

Website: [www.playford.com.au](http://www.playford.com.au)



## Design + Manufacture

### Arkidelo Pty Ltd

Arkidelo is an organisation providing totally integrated Product Realisation services in Plastics, from concept generation through to manufacture and packaging.

We offer a seamless process, ensuring that the transition from idea generation (ideation) to manufacture is fast and effective.

We provide all forms of plastics manufacture via our shareholders and extensive collaborative supply base.

**Arkidelo will provide MDPP participants with free consultation on any project that may require the use of plastic to discuss the possible benefits and challenges that may arise.**

Website: [www.arkidelo.com](http://www.arkidelo.com)



## Atamo



Proof of concept... what's next?

The management team at Atamo has created electronics-based products and delivered them to global markets for 20 years. Our core competencies are electronics design and production engineering, but we have a network of specialists we use from industrial design and branding through project management to volume manufacturers. We also have people on tap who have developed medical devices and understand the rigours of TGA regulations. Design for manufacture, design for test, and regulatory compliance are standard in our work.

Atamo maintains its links with academia; our engineering manager sits on the UWA Faculty of Engineering, Computing and Mathematics Industry Advisory Board. We were a member and sponsor of the inaugural year for Knowledge Commercialisation Australasia, and we have completed a number of projects in the area of university technology transfer (see <http://www.atamo.com.au/index.php/clients/universities>).

**If you have a great idea, we'd like to hear about it. As an introductory offer, we are happy to host a one-hour Skype video conference to discuss your plans with you. We will then provide you a short feasibility assessment and advice on next steps to help you realise your place in the market.**

Website: [www.atamo.com.au](http://www.atamo.com.au)

## Blue Curve Pty Ltd



Blue Curve is a product development consulting company that works exclusively in the medical device and diagnostics market space. We focus primarily on systems engineering and project lifecycle management for new devices.

Our business is assisting our customers to get their medical and IVD products designed, validated and transferred to manufacture.

Blue Curve's services focus is primarily on design planning, systems engineering and verification. Our services typically cover the entire product development lifecycle and include:

- Product development planning
- System planning and engineering
- Technical project management
- Product Risk Planning and Assessment
- Verification and Validation planning
- Design review
- Design Vendor management
- Manufacturing vendor search
- Transfer to Manufacture
- Product safety test planning

**Blue Curve extends the offer to MDPP participants of a free initial consultation and evaluation of their product.**

Website: [www.bluecurve.com.au](http://www.bluecurve.com.au)

## Designmakers Pty Ltd



Established in 1987, Designmakers Pty Ltd brings together innovation and experience in product design that has seen it receive a number of national and international design awards, including an American Medical Design Excellence Award.

Having developed a wide range of medical products from disposable plastics right through to surgical ophthalmic lasers, Designmakers' approach has been to combine a sound knowledge of materials, processes and technologies with creative, analytical skills to generate innovative, market-focused solutions.

**Designmakers are happy to offer MDPP participants up to three hours of their time at no charge. This could be used for an initial briefing meeting and the preparation of a detailed project proposal, or, if preferred, up to two hours of straight design consulting time.**

Website: [www.designmakers.com.au](http://www.designmakers.com.au)

# Garon Plastics Pty Ltd



Garon Plastics Pty Ltd offers computerised custom plastics injection moulding manufacture with complete product development and tooling services through a highly experienced network of engineers, industrial designers and toolmakers. We utilise both in house and sub-contracted designers, subject to project needs. From small batch jobs to high volume production, our production scheduling and warehousing can be tailored to match your manufacturing needs.

Our experience in developing and marketing proprietary product in the international market enables us to understand the client perspective and develop partnerships.

## QUALITY

Garon is a quality-endorsed company that provides component production under the ISO 9001:2008

Production standards and quality assurance programs can be tailored to your quality requirements. Consistency of production and stable moulding quality is supported by the well laid out, modern, clean, air conditioned facility that is maintained and operated by well trained and experienced staff. We have a clean room suitable for the manufacture of some medical products.

## VALUE

Garon has four decades of experience in a manufacturing environment that is highly competitive. We understand the need for competitive pricing and have maximised the efficiency of our plant to provide value for money. Conveyors and robotics enables cost reductions to be provided to our customers.

## Experience / Manufactured Product

Our clients include representation from the medical, automotive, whitegoods, electronics, agriculture/aquaculture, and leisure goods industries. We have a South Australian and Interstate customer base, and also export proprietary products.

**Garon will provide a free two-hour consultation for early stage product development. This will include advice on design, material selection, tooling requirements and production options.**

Website: <http://www.garonplastics.com.au/>

# Formero



Formero accelerates your products to market by offering services that streamline each stage of the product development process from prototyping through to tooling and manufacture. Our cutting edge rapid prototyping facilities allow us to supply high quality prototypes, simulating the production intent of the final components. We further fast track the product path-to-market by providing a manufacturing risk assessment and utilise Design for Manufacture principles to achieve the most efficient production costs. With a project management team operating in our Melbourne headquarters and in Shenzhen, Formero offers tooling and manufacturing services tailored to your product development requirements.

Over many years, we have built strong relationships with manufacturing partners' worldwide, matching customer requirements with our supplier capabilities to deliver on-time and within budget. Our in-house engineering team provides constant quality management of all our suppliers and stays at the forefront of emerging technologies. Our services are all aimed at improving your company's bottom line.

**MDPP participants will receive on request a free product development sample kit of Additive and Subtractive Manufacturing technologies offered by Formero. This includes samples from SLA, SLS, Objet 3DP, Vacuum Casting and CNC Machining, allowing MDPP members to analyse the various technologies and determine which process is best suited to their product development application.**

**Formero will also offer MDPP participants free advice on product development in various Prototyping, Tooling and Manufacturing technologies.**

Website: [www.formero.com.au](http://www.formero.com.au)

# Fingo

Fingo is a product design consultancy based in Adelaide South Australia. We specialise in developing new products from concept to manufacture. We place special emphasis on 3D CAD visualisation and prototype production using various prototyping techniques to simulate as close as possible the final product



**As a special offer to MDPP participants, we will offer a 1 hour consultation free of charge for new projects.**

Website: [www.fingo.com.au](http://www.fingo.com.au)

# Outerspace Design Group



If you need a partner to help make your product the best it can be in a short timeframe, Outerspace Design offers:

- A diverse team of 20 professional designers and engineers
- Over 20 years of experience
- Broad portfolio across a range of industries
- Strong track record of commercially successful and award-winning product launches.

The Outerspace Design team is driven to help Australian companies compete with large multinationals through:

- Leveraging technological advancements
- User-centred design approach
- Best practice product development and engineering processes
- Innovation analysis and workshops
- Working with you as a team to leverage your knowledge and resources

We don't claim to be experts at everything. We specialise in turning basic market research and consumer insights into product development ideas and opportunities, and realising those opportunities as successful products through clever design and rigorous engineering while identifying and minimising costly risks.

Over the years we've built a reliable network of partners that can help you navigate other important aspects of:

- Legal: intellectual property protection
- Electronics engineering
- Regulatory approvals (FDA/TGA)
- FEA, rapid prototyping and testing
- Tooling and manufacturing
- Government grants and funding

Let us help you develop a winning product development project plan. Please visit our website to see inspiring examples and contact us for a meeting.

**For MDPP participants, at our first meeting we are more than happy to discuss your design concept and offer advice over the phone or face to face, with no charge and obligation free.**

Website: [www.outerspacedesign.com](http://www.outerspacedesign.com)

# Procept Pty Ltd



Procept is a privately owned Australian company which provides independence, electronic expertise and world class processes to transform your ideas into commercial reality, on time and on budget. We understand the complexity and uncertainty of new product development and work closely with you, guiding and assisting at every stage from concept to first run.

We have specific expertise in Embedded systems, Wireless, Low power and Inertial technologies which are used and recommended by customers in Research, Healthcare, Mining, Communications, transport and logistics across Australia.

**For MDPP innovators and entrepreneurs, Procept offers peace of mind, reduced risks, greater certainty and a partner in the process from concept to commercialisation. We would like to offer MDPP participants an initial technical appraisal and feasibility evaluation at no cost. Please call our office to arrange a confidential consultation.**

Website: [www.procept.com.au](http://www.procept.com.au)

## Proen

Proen is a leading South Australian provider of product design, engineering and CAD drafting resources. We assist our customers to undertake product design and engineering projects by providing consulting, contracting and recruitment services. We offer a full range of services from feasibility

assessment, financial modelling, research and brainstorming through concept development, detail design, prototyping and manufacturing preparation. Our experience spans several hundred product development projects over more than 10 years and our medical clients range from small start-ups to multinational companies such as Resmed.

**Proen offers a range of free introductory services to MDPP participants:**

- **Free on-site 'scouting' visit (in Adelaide metro area) to identify opportunities for innovation within your business**
- **Free initial consultation to discuss your product or project and develop a design brief**
- **Free quotation including work breakdown and cost estimates**

Website: [www.proen.com.au](http://www.proen.com.au)



## SMC Corporation

**SMC Corporation acknowledged globally as the leader in fluid control and automation solutions has a wide range of specialty products designed specifically for medical device manufacturers, including chemical processing, and specialty gas control**



**Temperature Control.** A comprehensive range of air cooled, water cooled process temperature solutions (Thermochillers) are available with a wide range temperature control and stability to  $\pm 0.01^{\circ}\text{C}$ .

**Fluid Process Control.** With valves, tubing, fittings, flow control and pressure control devices suitable to inert gases and a wide range of chemicals SMC can support the critical process and analysis requirements of the medical device industry.

**Specialty Gas Control.** With an extensive range of pressure regulators and process valves developed for specialty gases, including oxygen and many of the highly toxic and corrosive gases SMC can support many of the critical gas control processes required in medical device applications.

**Integrated Fluid and Gas Solutions.** Medical analysers and devices often require integrated control solutions. Using composite valve manifold technology SMC can design and manufacture a specialized manifold solution to suit your specific process requirements. Incorporating many of the specialized valves and control components SMC can provide the complete solution.

**SMC Corporation will provide free consultation, product literature and access to many demonstration products (subject to availability) for MDPP members.**

Website: [www.smcaus.com.au](http://www.smcaus.com.au)

## Tiller Scientific + Medical



Tiller Scientific + Medical Pty Ltd specialises in the design and development of medical devices and highly complex products. Our team develops products to stringent standards, and delivers them into the toughest market environments. Tiller Scientific + Medical Pty Ltd is one of the Tiller group of companies and has a highly experienced and skilled team of designers, engineers, software and electronics experts and systems engineers.

The company leverages all the skills of Tiller Design Pty Ltd and Tiller Manufacturing Pty Ltd, with the addition of:

- ISO 9001 accreditation in process.
- Dedicated medical device team fully trained in ISO 13485.
- QMS records + history files for medical design (document control).
- Risk reduction through detailed project procedures.
- Software and electronics development.
- Systems engineering.

The combined services of the Tiller group of companies include design and user research, planning, concept and design development, prototyping, production, certification and ongoing supply of product if required. Our approach is unique, with all facets of the development process under one roof. This means projects are well-managed, low risk and highly successful.

**Tiller Scientific + Medical Pty Ltd will provide a free, 1 hour initial consultation to participants of the Medical Device Partnering Program.**

Website: [www.tiller-scientific-medical.com](http://www.tiller-scientific-medical.com)

## ❖ Government Grants

### LeMessurier Solutions

LeMessurier Solutions is a boutique consultancy delivering strategic business, management and corporate advisory services to assist clients in developing and achieving strategies for sustainable business growth.

The principle of LeMessurier Solutions, Hugo LeMessurier, is an experienced entrepreneurial business leader with a proven track record of successfully implementing complex business solutions within an international environment. For over a decade Hugo has held directorships and senior management positions in start up, listed and multinational organisations in the USA, EU and Australia. He has founded and directed private and listed Australian companies in the Biotechnology, Health Care, Food and service industries with specialist experience in diagnostics, medical devices, tissue engineering and food safety.

LeMessurier Solutions specialty industries include Strategic business planning and implementation, Business development and contract negotiation, technology evaluation, feasibility, licensing and commercialisation, sales and marketing, international business development, investor readiness, grant funding, management and mentoring and non executive directorships. Hugo LeMessurier is currently the South Australian Business Advisor for the AusIndustry "Commercialising Emerging Technology" (COMET) grant program. COMET is a merit based grant assistance program designed for early stage and high-growth companies providing funding to subsidise a successful applicant's access to third-party service providers for activities that have been agreed with COMET business adviser.

**LeMessurier Solutions will provide two hours of initial consulting free of charge for Medical Device Partnering Program participants.**

E-mail: [lemsolutions@internode.on.net](mailto:lemsolutions@internode.on.net)



## ❖ Intellectual Property

### Madderns



Madderns is a leading Australian patent and trade mark attorney firm based in Adelaide.

Founded in 1968, the firm provides specialist advice and assistance to many clients, within Australia and internationally, on all aspects of intellectual property law. Madderns specialises particularly in the registration and prosecution of patents, trademarks and designs, both in Australia and overseas.

Madderns has a strong patent practice in the fields of Medical Devices and Life Sciences. Our team is the largest in Adelaide and includes highly qualified Engineers and Scientists (four with PhDs). The team has a great deal of enthusiasm and a desire to assist South Australians in their commercialisation of Medical Device and Life Sciences products and services.

In addition to being able to offer advisory services in relation to patents and designs across a wide range of technologies, we have a trade marks group that can assist with branding and trade mark advice.

The attorneys in Madderns' Medical Devices Group have expertise in areas that include: cochlear implants; electronic medical sensing devices; internal mechanical fixation systems of various kinds including arterial stents and bone fixation devices; medical instrument location using radio frequency sensors, x-ray and CAT/PET scan image manipulation and display.

**Madderns offer extended free initial consultations (of up to one hour) to members of the Medical Device Partnering Program.**

Website: [www.madderns.com.au](http://www.madderns.com.au)

Since its inception in 1888, the Phillips Ormonde Fitzpatrick group has grown to incorporate a patent and trade mark attorney firm, a litigation firm and a research and investigation company which work together to provide a seamless and comprehensive intellectual property service.

Our Medical Technology Industry Focus Team comprises experienced attorneys who are expert in dealing with a range of medical technologies, from devices and implants through to diagnostics, informatics, therapies and delivery systems. We understand the challenges involved with protecting new Medical Technologies, and we tailor our services accordingly, from drafting patent applications and pursuing patent rights in Australia and overseas, to patentability and freedom to operate searching and IP auditing. In addition we advise on and prepare all kinds of intellectual property agreements including licensing, collaborative research and technology transfer agreements and patent litigation.

**Phillips Ormonde Fitzpatrick will provide free initial consultation at the premises of participants of the Medical Device Partnering Program.**

Website: [www.pof.com.au](http://www.pof.com.au)

## Rosey Batt & Associates

Rosey Batt & Associates is a boutique legal practice that provides legal and business advice to both individual and corporate clients in a range of commercial and personal matters, including business, intellectual property, family, succession planning and conveyancing.



Rosey Batt & Associates  
Legal & Business Consultants

Rosey Batt founded Rosey Batt & Associates in 2001 after a number of years as a partner with a large international law firm and having completed a Master in Science and Technology Commercialisation.

The firm, located on Glen Osmond Road consists of six solicitors and five law clerks. Each member of staff understands the importance of confidentiality and integrity and offers excellent client services in a friendly atmosphere at affordable and competitive prices.

**Rosey Batt & Associates will provide 10% discount to MDPP participants**

Website: [www.roseybatt.com](http://www.roseybatt.com)

## ❖ Regulatory



## Kea Dent & Associates

KD&A specialises in providing an extensive range of business and regulatory services to manufacturers of medical devices and in vitro diagnostics, sponsors and other organisations. Some of these services include:

- Regulatory Advice
- Technical Documentation
- Assistance with Quality System Certification
- Exporting Assistance

'KD&A provides its services by looking at the big picture – not just the regulatory issues. We understand that gaining regulatory approval is just one aspect of your business, thus KD&A offers complete business and regulatory solutions.' - quote by Managing Director, Kea Dent

**KD&A will provide a free 30 minute consultation to participants of the Medical Device Partnering Program.**

Website: [www.kdas.com.au](http://www.kdas.com.au)

Voisin Consulting has a particular focus on emerging medical technology companies. Because of this, we understand the unique needs (and limitations) of startup enterprises. With six international offices, our multidisciplinary and cross-geographical integrated structure allows us to bring enhanced communication, reactivity and flexibility to our client's projects. Services we often provide to early stage companies include:

- Develop GLOBAL REGULATORY STRATEGIES and/or review business plans to ensure the regulatory position stated is sound and reasonable
- Develop QUALITY SYSTEMS that are compliant and operationally efficient
- Determine the most appropriate tests/studies required to support NONCLINICAL STRATEGIES and assisting with NONCLINICAL PROTOCOL DEVELOPMENT to avoid timely and costly errors
- Ensure that all necessary DESIGN CONTROL activities are well defined, documented and meet regulatory requirements
- Develop SUPPLIER EVALUATION PROCESS and conduct SUPPLIER ASSESSMENTS to avoid costly mistakes, including poor quality materials and delayed deliveries
- Prepare, submit and follow-up of REGULATORY FILINGS to regulatory agencies in USA, Europe, Australia and Asia
- Provide CUSTOMIZED ON-SITE TRAININGS on a number of quality and regulatory topics to assist companies become more self-sufficient

**Voisin Consulting is offering one hour of initial consulting free of charge for Medical Device Partnering Program participants.**

Website: [www.voisinconsulting.com](http://www.voisinconsulting.com)