

# LINK

Moving  
Life  
Sciences  
Forward

## BUSINESS LEADERS PERSPECTIVE ON SUCCESS IN ATLANTIC CANADA



TOP Ron Keefe, CEO of BioVectra Inc. BOTTOM Marc St-Onge, CEO / Founder of Ascenta Skin

**KINDUCT  
TECHNOLOGIES  
TRACKING  
PATIENT  
OUTCOMES**

**HIGHLIGHTS  
OF BIOPORT  
ATLANTIC 2015**

# A Message from BioNova's Managing Director

As we reflect on 2015 in Nova Scotia, BioNova has been making many new and exciting changes to the organization and I would like to take this opportunity to provide you with a look at our present and upcoming endeavors – BioNova leads the life sciences industry and we offer support to continue to grow the industry in Nova Scotia.

In January we launched our new workshop series, 'BioNova Boost' to accelerate the innovation and productivity of Nova Scotia's businesses and boost the bio-economy. So far this year we have successfully held two BioNova Boost sessions, one on Workforce Planning and another on Recruitment and Selection with more to come in the spring.



In February we also launched our newly developed website to better reflect the life sciences sector in Nova Scotia and provide increased exposure for our members and stakeholders. The website provides a visual experience to visitors hoping to learn about upcoming events, latest industry news and BioNova projects such as BioNova Boost.

As we transition into spring we are planning to launch some innovative new programs for our members to accelerate their business. Included in those efforts will be the open call for the BioInnovation Challenge, an opportunity for early stage start-ups from N.S, N.B and P.E.I to capitalize on valuable coaching and exposure for their new, innovative life sciences idea while competing for funds and services to help them grow. This year's event has a cash prize, an in-kind services package and professional pitch training.

I encourage you to read through this issue of LINK to better understand the innovative work being done in our province, which will not only benefit you but our economy.

All the best,  
Scott Moffitt

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LINK – Moving Life Sciences Forward is published by BioNova, Nova Scotia's Life Sciences Industry Association.

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## BIONOVA BOOST

### BIONOVA BOOST

We created this workshop series to accelerate the innovation and productivity of Nova Scotia's businesses while boosting the bioeconomy. We offer various business topics including intellectual property and patent system changes, marketing and communications, workforce enhancement and more. The sessions bring together BioNova members, business professionals, industry representatives, students and other key stakeholders.

### BOOST YOUR BUSINESS

Informational seminars to boost your chances of achieving your business goals, such as accessing new sources of funding and emerging business needs.

Educational events to facilitate business development, such as Intellectual Property and Patent system changes, Marketing and Communications workshops to improve outreach and Talent Recruitment & Management training to enhance your workforce.

Industry related workshops to address known challenges and emerging issues, such as regulatory changes within the FDA & Health Canada, CE Marking and reimbursement strategies.

### PARTNER WITH US

Our events offer a unique opportunity for your organization to connect with Atlantic Canada's life sciences industry and a wide variety of influencers from industry and research, government officials, investment community and healthcare. Sponsoring one of our workshops can provide your organization with an opportunity to build or reinforce strategic relationships, brand awareness and demonstrate your support for life sciences in Atlantic Canada.

Visit our Events page at [BioNova.ca](http://BioNova.ca) to register for our upcoming BioNova Boost events

\*BioNova Members attend for free, all non-members attend at discounted rates

# KNOWLEDGE IS POWER

**D**r. Travis McDonough, CEO and Founder of Kinduct Technologies was living in Ireland when he discovered his passion for entrepreneurship through an evolution in healthcare technology. While working in the country as a chiropractor he was introduced to a new software that could educate patients on their conditions and surgical procedures through 3D medical animations. McDonough knew this powerful new tool could truly disrupt the healthcare world and began to dedicate his full attention to turning this into a viable business.

He would soon return to his native roots in Halifax, Nova Scotia where he would pursue a new business start-up with colleagues Kevin Rimmer and David Anderson. Kevin would be the brains behind the operations and guide the direction of the company while David would develop the product and become the technical architect. By 2010 the trio had a small office space on Quinpool Road and had big plans of integrating Travis' 3D animations into a larger software solution to track data for the health and fitness industries.

At the time not many other companies were trying to solve health and fitness problems with targeted data and metrics in the same way as Kinduct. Although there were many advantages to being pioneers of the industry, the trio soon discovered the pitfalls. Without any other company to replicate a business model, they had to identify a target buyer, package the software as a service and try to educate customers on the value of a product they had never seen before.

"We learned a lot about contract negotiations, customer value, what the product needed to do and where it needed to go," said Kevin Rimmer, Kinduct Co-Founder.

Working in a small Canadian city with limited access to investors and capital, the company turned to government agencies for support. With the money they secured from government they began to build a product that could impact the healthcare and fitness world. The focus was purely



on customer value and developing a software solution to track the progress of both patients and athletes and send the data to their practitioners and coaches for evaluation.

One of their first big opportunities was a collaboration between Capital Health, orthopedic surgeon Dr. Michael Dunbar and a team of tech experts to build a healthcare application for smartphones. The goal for the app was to reduce wait times for patients needing hip and knee replacement surgeries by weeding





# KINDUCT TECHNOLOGIES

## Predicts Patient Outcomes with New Software



out patients who were on waitlists to see the surgeon that did not in fact need any surgery. In order to do this the app would tap into the accelerometer in smartphones, which measures someone's speed of movement and with a bit of added technology could tell an orthopedic surgeon with a high degree of accuracy whether or not a patient would require surgery.

The app would also include a patient portal for patients to use before and after surgery to measure their progress and educate them on the process of undergoing an orthopedic procedure and rehabilitation. It also boasted valuable features including educational animations of their procedures, automated text reminders to get them out for a walk as part of their rehabilitation plan and push emails with survey's to measure their progress.

"This was the first project we had seen on understanding patient outcomes. We could now measure data on how a patient's quality of life had changed after surgery, which was not something that anyone else was doing," said Rimmer.

During their early years Kinduct was also able to work with another big client, the Canadian Military. At the time the Canadian government was decreasing spending which included cuts to the fitness staff that were hired to train the troops. They needed a cost effective solution and Kinduct's online tool along

with the aid of pedometers, accelerometers, heart rate monitors and other apps to aggregate data offered an efficient and intelligent training management solution. The collaboration was a success and gave Kinduct more intelligent performance metrics and credible experience to propel their software into the market.

Kinduct Technologies is now firmly rooted in the business of aggregating data to make human beings better. They use their software to help practitioners and coaches save time, reduce costs and optimize their patients or athletes outcomes. Their products are developed to address the information challenges of organizations and they have tapped into a huge business trend allowing Kinduct to grow their business quickly with an increasing workforce and a move into a bigger office location. By 2017 they expect to have over 200 employees and many new clients in the pipeline.

[www.kinduct.com](http://www.kinduct.com)



# ATLANTIC LIFE SCIENCES CONFERENCE

In late October leaders from the life sciences community across Atlantic Canada gathered at BioPort Atlantic, the annual life sciences industry event to discuss the future of the sector. The conference provided a forum to inform and inspire the next generation of life sciences entrepreneurs to develop their ideas, commercialize their technologies and build links within the region and abroad. The outcomes of those discussions shed light on the future economic growth of the sector, hinting at a sustainable and competitive economic landscape for companies in the region.

## INVESTING IN THE FUTURE ECONOMY

In Atlantic Canada, the commercial life sciences cluster employs thousands of people, generating over \$500 million in sales revenue each year. One of the area's most successful leaders Ron Keefe, CEO of Prince Edward Island based BioVectra Inc. attended BioPort this year as the keynote speaker. A former lawyer, Mr. Keefe made a career change and joined drug manufacturer BioVectra after seeing potential for significant growth in the global biotechnology and pharmaceutical industries. That decision would pay off a decade later when BioVectra was sold to Questcor Pharmaceuticals of Anaheim, California for \$100 million.

During his time at BioPort Atlantic Mr. Keefe discussed the opportunities and obstacles that new entrepreneurs face in Atlantic Canada. As the CEO of the Regis Duffy BioScience

Fund Inc., a private venture fund targeting science based businesses he knows one of the biggest struggles for new entrepreneurs is raising investment capital – a common issue in the region. In spite of the area's challenges Mr. Keefe spoke optimistically about the future of the sector and the resilience of aspiring entrepreneurs.



Ron Keefe, CEO of BioVectra Inc.

**“With limited resources Atlantic Canadians have persevered with a renewed entrepreneurial spirit and I really truly believe we will have a changed economy over the next ten years.”**

To support entrepreneurs entering the market Mr. Keefe hopes to see an increased investment in infrastructure by government. With the creation of incubation centres and pilot scale facilities for the manufacturing sector he believes new entrepreneurs would have a strong foundation of support to innovate and bring their products to market faster – something he says would have benefited BioVectra in their early days.

[www.biovectra.com](http://www.biovectra.com)

## BUILDING A STRONG COMPANY CULTURE

Another local leader who came to inspire and motivate attendees at BioPort Atlantic was Marc St-Onge, Founder of Ascenta Health Ltd. and current CEO and Founder of Ascenta Skin. Appointed as the Honorary Conference Chair, St-Onge kicked off the conference with some key insights from his journey through entrepreneurship. He attributed much of his success to building a strong brand culture which helped him to sell his omega-3 fish oil supplement to customers seeking improved health and wellness.



Marc St-Onge, CEO / Founder of Ascenta Skin

St-Onge became committed to both validated science and healthy living after dealing with his own health struggles. Combining his

# FOCUSES ON BUILDING A SUSTAINABLE ECONOMY

entrepreneurial and research background, he seized opportunities to create sustainable and health focused products. Through Ascenta he was able to attract a growing market of people who were eager to support a health focused brand making it easier to attract talent, investors and sell his products.

**“Culture makes your organization solid, a company’s culture is their biggest asset” says St-Onge.**

[www.ascentaskin.com](http://www.ascentaskin.com)

## DRIVING HEALTHCARE’S DIGITAL FUTURE FORWARD

To end off the conference attendees were introduced to a new presentation topic with a focus on healthcare’s digital future. The Digital Health presentation was added as an introduction to the emerging digital health sector focusing on areas of opportunity for Atlantic Canadian companies to solve health related issues using new technologies. With the region’s growing IT sector and flourishing health/life sciences industry the digital health presentation was a popular session for attendees.



Michael Fergusson, CEO /  
Founder of Ayogo

Michael Fergusson, CEO and Founder of Vancouver based Ayogo lead the discussion on digital health at the conference. His company Ayogo created a technology that offers a digital platform for healthcare organizations that helps patients manage chronic illness. The company was named one of the 100 most innovative mHealth companies in the world, and Fergusson was recently named Ernst & Young’s Social Entrepreneur of the Year.

During his speech he spoke about the psychology behind the process of creating a tech solution for a healthcare issue. Through research he has learned to improve engagement with technology by appealing to people’s emotions and normal habits rather than to build a technology without those considerations. He attributed much of Ayogo’s success in the digital health space to this philosophy and hoped to impart that knowledge on Nova Scotia’s budding digital health community.

**“We can’t expect people to conform to tech we must conform tech to people.”**

[www.Ayogo.com](http://www.Ayogo.com)

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Each year BioPort Atlantic aims to educate, build awareness and generate and discuss opportunities to grow the life sciences industry in Atlantic Canada. As the sector has evolved the conference agenda has evolved with it, continuing to bring the latest topics and speakers to the region and inspire the next generation of entrepreneurs.



[www.BioPortAtlantic.ca](http://www.BioPortAtlantic.ca)

# HEADLINE HIGHLIGHTS

**A wrap up** of what's been happening in the life sciences industry



## ABK, Densitas Head to Silicon Valley

by Peter Moreira, Entrevestor

Two Halifax medtech companies, ABK Biomedical and Densitas, will travel to San Francisco next month to take part in the Dose of the Valley – a mentoring and networking event for Canadian life sciences companies.

The Bay Area is renowned as the global hotbed for information technology startups, and for years Canadian IT companies have been attending 48 Hours in the Valley – an event that helps Canadian startups benefit from resources in the area.

Last year the Canadian Commission in San Francisco and C100 (a group that helps Canadian startups make connections in Silicon Valley) began Dose of the Valley for the biopharma, medical device and health IT sectors. ABK and Densitas have been selected for the event Feb. 9 and 10.

## CTA Offers Wealth of Mentorship in Boston

"It's kind of nice that we've been selected as one of the medtech companies from across Canada," said ABK Chief Executive Bob Abraham. "It gives us a chance to meet with partners from across the United States. ... My understanding is the

event itself is attracting a large number of multinationals who want to see what Canadians are up to."



## Halifax company launches world's first bionic knee brace

By Haley Ryan, Halifax Metro

After years of planning and dozens of prototypes, a Halifax company is leaping into action.

On Wednesday, Spring Loaded Technology officially launched their Indiegogo campaign and pre-orders for Levitation, the world's first bionic knee brace according to CEO and co-founder Chris Cowper-Smith.

"We're very excited. We've already had purchases from the U.K., the U.S., Canada, Australia, Italy and elsewhere," he said.

The online campaign went live Tuesday and within the first day about \$57,000 was raised with about 46 backers purchasing the brace at pre-sale prices, Cowper-Smith said, and a goal of \$75,000 within the next 30 days.

"It's been exhilarating," said Cowper-Smith.

"We'd be obviously trying to blow that goal out of the water and we'll see how much past it we can actually get."

The company won the Business Development Bank of Canada (BDC) Young Entrepreneur Award last year, landing them \$100,000 towards their project.



## Breast cancer risk study published in British Journal of Radiology

Densitas density measures provide an alternative to clinical risk factors in predicting cancer risk

HALIFAX, Nova Scotia – January 22, 2016 – The British Journal of Radiology this week published a study on risk factors used to evaluate a woman's risk of breast cancer at the time of imaging. The study looked at the use of breast density measurements exclusively versus traditional clinical risk factors such as age, family history, and menopausal status. The density measures were collected using DM-Research, a research tool from Densitas that provides accurate and objective breast density measurements from for presentation mammography images.

"Digital imaging generates massive quantities of valuable information, but much of it is overlooked," said Dr. Sian Iles, Section Head of Breast Imaging at the IWK Health Centre, and associate professor of Radiology at Dalhousie University. "We wanted to explore whether precise and standardized breast density assessments using a fully-automated algorithm [Densitas' DM-Research] would fare well in determining breast cancer risk in comparison with traditional risk factors."

It has been established that high mammographic density and traditional clinical risk factors are associated with an increased risk of breast cancer. However, collecting large volumes of traditional risk factor data for individualized cancer risk prediction can be burdensome because



**ABK, Densitas** Head to Silicon Valley

**Halifax company** launches world's first bionic knee brace

**Breast cancer risk study** published in British Journal of Radiology

**FMI: Biostimulants Market** Poised to Account for US\$ 4,109.5 Mn By 2025

of subject recall bias and subjectivity. To investigate the contribution of percent density and area-based density as predictors, the research team from the Nova Scotia Health Authority designed a study that linked historical for presentation images with historical clinical data. The study found the density measures generated from DM-Research to be significantly better predictors of breast cancer risk than traditional factors.



**FMI: Biostimulants Market Poised to Account for US\$ 4,109.5 Mn By 2025**

By EmpoweredNews

Demand for biostimulants is expected to surpass US\$ 4 billion in revenues, according to a new research report by Future Market Insights (FMI). The report titled, "Biostimulants Market: Global Industry Analysis and Opportunity Assessment 2015-2025" forecasts the demand for biostimulants to expand at a CAGR of nearly 11% through 2025.

Biostimulants are finding increasing application in the agriculture sector owing to their environmentally-friendly and organic nature. Rising food demand is putting pressure on land and focus has shifted to enhancing the yield per hectare.

"Governments around the world are speeding up efforts to boost agricultural production. Use of biostimulants is being encouraged to improve the overall output, and this is expected to fuel demand in the near future", said the FMI analyst who compiled the report.

Although FMI expects the demand for biostimulants to expand at a robust pace during the forecast period 2015-2025, certain factors can impede growth. "Lack of standardisation and slow pace of innovation are the key restraining factors for the global biostimulants market." Foliar Dominant Application Segment for Biostimulants

Biostimulants are used in foliar, seed, and soil; among these, use of biostimulants is highest in the foliar segment, accounting for nearly one-third market share in 2014. On the basis of crop type, use of biostimulants is predominant in row crops, and fruits and vegetables. Application of biostimulants in turf and ornamental is at a nascent stage currently. FMI forecasts the turf and ornamental segment to expand at a CAGR of over 6% during 2015-2025.

Acadian Seaplants Limited, Biostadt India Limited, Omex Agrifluids Ltd., Italtollina Spa, Koppert B.V., BioAtlantis Ltd., Micromix Plant Health Limited, Trade Corporation International, Valagro S.p.A, Isagro S.p.A, Platform Specialty Products Corporation, BASF SE, Novozymes A/S, Agrinos A/S and The Dow Chemical Company.



**I-3 Zone and Sector Winners 2015-2016 (Innovacorp I-3 Technology Start-Up Competition)**

JAN 21/16

Innovacorp has announced the zone and sector winners in the 2015-2016 provincial I-3 Technology Start-Up Competition, a competition to find and support high potential early stage Nova Scotia knowledge-based companies. (Winner descriptions are below.)

Each first place zone winner is awarded \$100,000 in cash and in-kind business-building services to help further develop their start-ups. The second place zone winners each take home \$40,000 in cash and services. The sector winners each take home a \$25,000 award package.

The five first place winners and six sector winners will move on to the provincial round to compete for a \$100,000 seed investment from Innovacorp. The provincial winner will be announced at an event in Halifax on Feb. 3.

*Life Sciences Sector*

**Winner: Treventis Diagnostics Ltd. – Sultan Darvesh, Chris Barden, Mark Reed, Scott Banfield – Halifax**

Treventis Diagnostics Ltd. is developing a technology for non-invasive diagnosis of Alzheimer's disease, a condition that currently can only be positively identified by examining the patient's brain after death. Using proprietary compounds to highlight tissue plaques related to Alzheimer's disease in the living brain, the technology has potential to identify this devastating disease in its early stages and accelerate development of new, more effective therapies. (treventis.com)

# START-UP SPOTLIGHT

## WHERE ARE THEY NOW?

Previous BioInnovation Challenge Winners



### ABK BioMedical - From a Post-It Note to a Prototype

**D**iagnostic Radiology Professor, Dr. Daniel Boyd had just moved from the Republic of Ireland when he walked into Dalhousie's Industry Liaison and Innovation Office to discuss an innovative idea he had to develop an X-ray visible technology in the treatment of cancerous tumors. In an ironic twist of fate, Dr. Bob Abraham an Interventional Radiologist was looking for a partner to develop that same technology. The connection between the two was soon made and a third person, Dalhousie Scientist, Sharon Kehoe was brought into the fold to start the company known today as ABK BioMedical (A = Abraham, B = Boyd, K = Kehoe).

Excited about the potential to impact the cancer market they sought out funding opportunities to develop their new technology. In the fall of 2011 they entered The BioInnovation Challenge, an investment competition organized by BioNova, the Nova Scotia life sciences association with the potential to win \$30,000 in seed funding and advisory services. They pitched a compelling product they called OccluRad, which involved tiny x-ray visible bio-compatible glass beads used to treat uterine fibroids, or benign tumors in a woman's uterus.

Today doctors are treating this condition by introducing particles through a blood vessel, which targets the tumors and causes them to shrink. The problem with today's technology is that the particles are invisible to X-ray, meaning doctors can't personalize the treatment to optimize the patients' healthcare. This problem provided the team at ABK BioMedical an opportunity to improve

on that treatment process with x-ray visible beads that would increase the effectiveness of the patients' procedure.

ABK Biomedical's development of OccluRad particles in the treatment of fibroid tumors, was deemed the most attractive for investment by the panel of judges. Their compelling product pitch would win them The BioInnovation Challenge, which was in its inaugural year. Through the support of the competition they were able to incorporate their business and invest further into research and development. The experience would also open new doors for investment opportunities that would help them build a strong platform to bring their product to market. Today the company has three products in development and are planning to launch them in Europe and the U.S in 2016.

[www.abkbiomedical.com](http://www.abkbiomedical.com)



### NB-BioMatrix – Cleans up the Competition with Remediation Product

**E**very year cleaning up heavy metals from the industrial contamination of water costs businesses upwards of \$700 million. NB-BioMatrix, a New Brunswick based cleantech company is hoping to change that with the launch of their first product, a biodegradable, anti-bacterial liquid that can remove heavy metals and other pollutants from waste water.

The Saint John company founded by CEO Jeff Jennings and Chief Science Officer Keith Brunt began with an idea to build a sustainable company using Keith's background in nanotechnology to solve major health issues. As heavy metals are dangerous to human health when they accumulate in the body and current filtration systems are costly and challenging their remediation product was a perfect fit.

After the company was incorporated and key strategies were outlined they sought out financial backing to get through the research and development phase of their business. In the fall of 2014 they applied to the BioInnovation Challenge hoping to win

## ABK BioMedical - From a Post-It Note to a Prototype

## NB-BioMatrix – Cleans up the Competition with Remediation Product

## Spring Loaded Technology: Pitching Their Way to Success

a prize package that included \$15,000 in seed funding and an advisory services package worth more than \$30,000 to give them the boost they needed to advance their business.

As part of the process they were immersed in pitch training to prepare them for the panel of judges that they would face in the competition and the future investors that they would meet. They invented, they pitched, and they conquered as their nano-technology liquid filter was deemed the most attractive for investment by a panel of judges dubbed The Commercialization Council and the conference audience.

Through the competition they were able to use the funding to hire co-op students and kick their productivity into high gear. They also leveraged their new achievement to boost credibility with other investors, partners and the entrepreneurial community. In early 2015 NB-BioMatrix was also a finalist in the New Brunswick Innovation Foundation's 'BreakThru' competition. Today they have hired staff in critical positions and are looking for their first office and manufacturing locations to commercialize their product.

to win a prize package that would include \$15,000 in seed funding and an advisory services package worth more than \$20,000 including services provided by Cox & Palmer, Solutions Inc., Marsh Canada Limited and PricewaterhouseCoopers.

They entered their trademarked knee brace Levitation, designed with a unique mechanical hinge that stores energy when flexed and releases during extension. With such an impressive pitch and a product filled with potential they were deemed the most attractive for investment by a panel of judges.

Since winning the competition many other doors to investment have opened for the fledgling company. So far the company has been able to raise \$3 million and has gone on to win various investment competitions including the Business Development Bank of Canada (BDC) Young Entrepreneur Award for their production of the world's first bionic knee brace, which landed \$100,000 for the Halifax company. Today the Dartmouth-based company is close to bringing their bionic knee braces to the masses and is still actively pursuing investment.

[www.springloadedtechnology.com](http://www.springloadedtechnology.com)



### Spring Loaded Technology: Pitching Their Way to Success

In 2012, Chris Cowper-Smith, Bob Garrish and Shea Kewin were all students in a Dalhousie entrepreneurship class when they came up with a business idea rooted in kinesiology. They created a prototype of a unique knee brace for people with knee injuries to help them move better. Unlike the traditional knee braces on the market, they wanted to design a light-weight knee brace that would have a suspension system to enhance stability and support. To bring their product to market they would need to start testing their designs and gather funding to support their research.

In 2013 they gained some momentum when their company, Spring Loaded Technology was named as a finalist in the BioInnovation Challenge, a pitch competition with the possibility

The **BioInnovation Challenge (BIC)** was created for early stage life sciences companies or researchers with a clear intention to commercialize to help ease the transition from research laboratory to market. But BIC is more than just a pitch competition; it is a support program to assist life science companies and researchers in becoming established, viable entities. Since its inception in 2011, the BioInnovation Challenge has ushered 38 companies from Nova Scotia, New Brunswick and Prince Edward Island through the program, each receiving significant training to position their business for investment attraction.



# Dalhousie University brings innovative ideas from the lab into the real world

Every year brilliant discoveries are made in Dalhousie University's research labs but without commercialization support many of those discoveries may never lead to potential social or economic benefits. The Industry Liaison and Innovation (ILI) Office, which is the business development arm of the university, is working to get those discoveries out of the labs and into the real world.

"We work to unite talented researchers with local and international companies to help them grow their business and become more competitive," says Stephen Hartlen, assistant Vice-President of industry relations at Dalhousie and Executive Director of Industry Liaison and Innovation.

One of those unions was made when the ILI office began to work with Diagnostic Radiology Professor, Dr. Daniel Boyd and Dr. Bob Abraham an Interventional Radiologist. The office saw commercial potential in their research ideas and encouraged them to launch the company known today as ABK BioMedical.

Another success story came from Agada Biosciences, who reached out to the ILI office to investigate the prospects of transplanting their company from Washington, DC to Nova Scotia. ILI was pivotal in demonstrating the tremendous support programs for Nova Scotia life sciences companies to help ensure their success, Agada moved to Nova Scotia in 2013. Agada now employs numerous Dalhousie graduates and has extensive partnerships within the Faculty of Medicine

The commercialization of research discoveries in Nova Scotia is an important financial boost to the region's economy. With Dalhousie poised as the largest research enterprise in Atlantic Canada and the ILI office facilitating meaningful industry collaborations, more companies like ABK are being launched. The economic and social benefits are far reaching and include the attraction of big industry, investment, start-up formation, job creation and further contributions to research and development in the region.

**"We're proud to be part of the innovation ecosystem in Atlantic Canada and will continue to foster meaningful collaborations with industry"**

The office is also a valuable asset to the business community through the transfer of knowledge and technology from the university into the hands of industry. Companies not only benefit from the collaborative facilitation and guidance of the ILI office but can also access various funding initiatives as well.

"We're proud to be part of the innovation ecosystem in Atlantic Canada and will continue to foster meaningful collaborations with industry," says Hartlen.

