

## Media Release

June 9 2010

### Clinexus offers support to health-tech entrepreneurs

*Calgary...* Alberta entrepreneurs developing technologies for the health care sector now have access to a central hub of resources, services and programs through the provincially funded Clinexus initiative.

“Helping companies bring new products to market is more important now than ever before,” said Doug Horner, Minister of Advanced Education and Technology. “Through the Clinexus initiative we will be able to speed up development of new health technologies and help small companies to grow and compete in international markets.

Clinexus offers business support mainly to early-stage small companies developing information and communications technologies for application across the full spectrum of health care including wellness and prevention, primary and acute care, and palliative care.

“Our launch today, marks the beginning of an initiative that exists solely to help small health technology businesses grow,” said Rob Beamish, Executive Director of Clinexus. “Clinexus is here for our clients; we are their bridge to get the resources and assistance needed to take their health technologies to market.”

Clinexus funding is now managed by Alberta Innovates—Technology Futures, one of five provincial agencies established in 2010 to strategically lead the province’s research and innovation system in priority areas. The provincial corporation manages action plan initiatives and helps technology companies and industries to find solutions, develop products and move them to market, building on platform technologies like nanotechnology, information communications technologies and genomics.

Gary Albach, Alberta Innovates Technology Futures CEO explains, “As part of Alberta Innovates Technology Futures, Clinexus is perfectly positioned to get health technology in front of practitioners, funding partners and industry.”

The Alberta government has invested almost \$3 million in Clinexus under the Action Plan, *Bringing Technology to Market*. Through initiatives such as innovation vouchers, youth technopreneurship program, Alberta Scientific Research and Experimental

Development tax credit, and product commercialization initiatives like Clinexus, the Action Plan aims to help diversify Alberta's economy through growth in advanced technology sectors.

- 30 -

**Media inquiries may be directed to:**

Sho Sengupta  
Communications Director  
Alberta Innovates Technology Futures  
403-606-7284  
[sho.sengupta@albertainnovates.ca](mailto:sho.sengupta@albertainnovates.ca)

Rob Beamish, Executive Director  
Clinexus  
403-875-5872 (cell)  
Email: [rbeamish@clinexus.ca](mailto:rbeamish@clinexus.ca)

# Backgrounder

June 9, 2010

## Questions and answers about the Clinexus initiative

### What is the purpose of the Clinexus initiative?

- The initiative aims to support small companies in developing health technology-related products and markets by offering help in a number of areas including process validation, regulatory, technology integration, market development, sales and marketing, promotion and networking, international markets, and company development.
- One of its most important roles is to help companies find real-world health environments for field-testing their innovations such as in the Medical Ward of the 21st Century, Calgary and the Glenrose Rehabilitation Hospital, Edmonton.

### What industry sector does the initiative support?

- The initiative supports the acceleration of health technology companies that offer products in the broad range of healthcare delivery services spanning from primary care to allied health, primarily for innovations that embrace the collection, storage, transmission and/or analysis of data. Examples of these health technology solutions include e-home care, robotics, wireless and mobile devices, sensor devices, tele-health, and electronic health records.
- The initiative strives to avoid duplication with other initiatives and is not designed to aid in the development of drug-related products, medical protocols and procedures in the biotechnology or pharma sectors, unless they are enabled by or coupled with a health technology product.

### Why is this initiative needed?

- The delivery of health care faces unprecedented and complex challenges including rising costs, an aging population, a shift from treatment of acute illnesses to management of chronic diseases and health professional shortages. New health technologies can become an enabler of change and one solution to these challenges.

**How is this initiative different from other innovation support organizations?**

- Each support organization in Alberta’s research and innovation system plays a unique and collaborative role in helping entrepreneurs bring their high-tech products to market.
- The Alberta Innovates Connector Service provides general information and referrals to advanced technology programs and services offered by innovation support organizations throughout the research and innovation system.
- Business development centres like Calgary Technologies or TEC Edmonton offer general business advice and training for development of a broad range of advanced technology innovations or rental space in a tech-friendly environment.
- Biovantage—Alberta Ingenuity Centre identifies and supports the development of high potential commercially viable biomedical technologies across the biomedical engineering spectrum and translates those to local companies or new spin-off companies. Biovantage also generates and nurtures the local BME industry cluster through the creation of an attractive environment for BME product development.
- Clinexus offers sector-specific business advice and training for development of health technology companies. This includes helping spin-off companies from Biovantage, giving them the tools they need to really take their performance to the next level.

**Where is Clinexus located?**

- The Clinexus initiative operates from two offices. Its southern office is located in the Medical Ward of 21<sup>st</sup> Century, Teaching, Research and Wellness Building, University of Calgary, Calgary. Its northern office is located at the Glenrose Hospital, Edmonton.