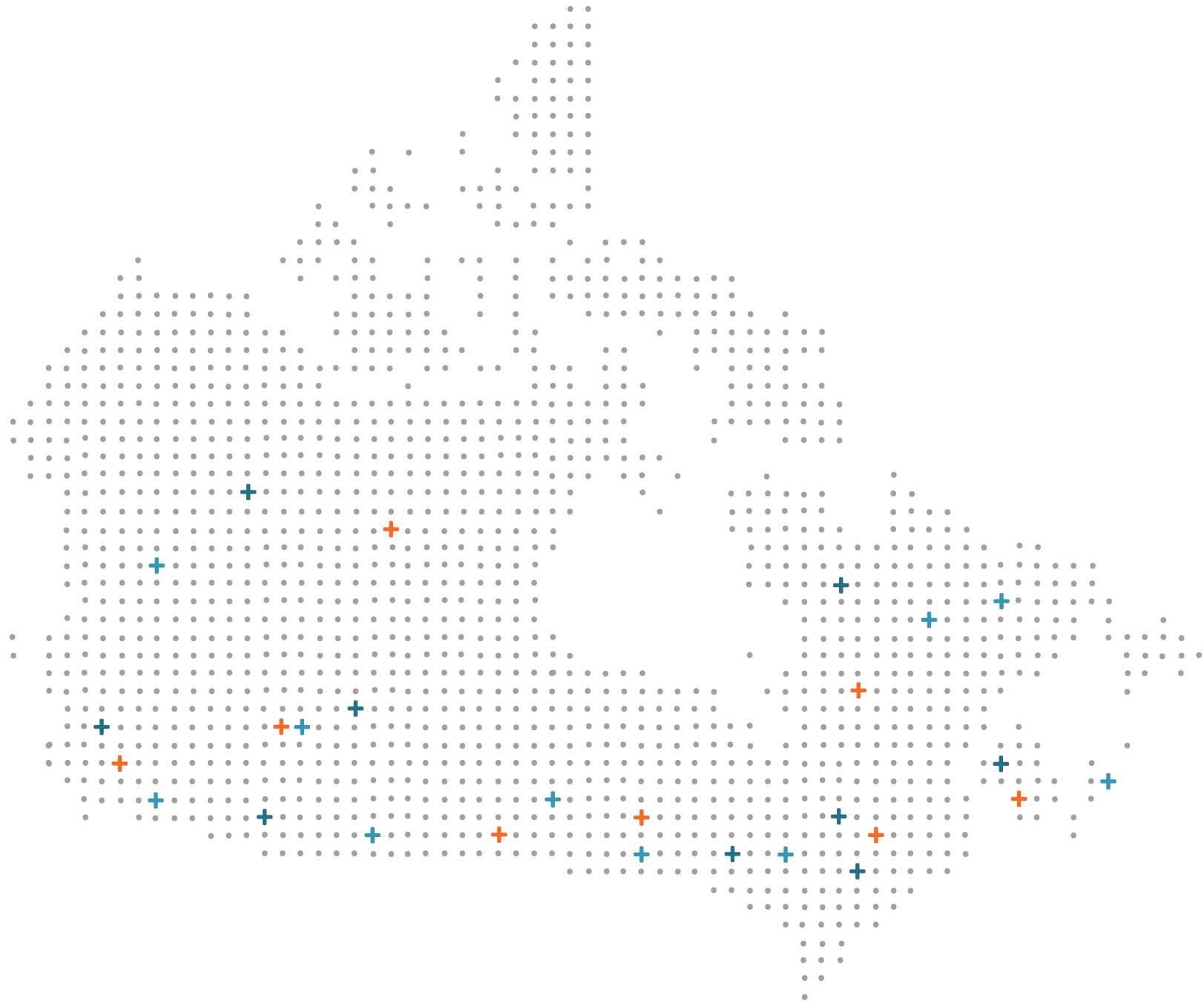


# MEDTEQ<sup>+</sup>

2021-2022 EDITION

# MAGAZINE



MEDTEQ<sup>+</sup>, a continuum of innovation from idea to market

MEDTEQ<sup>+</sup>, a collaborative ecosystem

MEDTEQ<sup>+</sup>, the partner for economic recovery

MEDTEQ<sup>+</sup>, at the forefront of tomorrow's health





Source: Unsplash

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**Jacques Milette,**  
**Chairman of the Board of**  
**Directors of MEDTEQ<sup>+</sup>**



"2020 was marked by unique challenges that tested our entire sector. A challenge that called for quick and effective solutions. We went above and beyond to help the community as best we could, while continuing to promote and encourage innovation within the sector.

I am incredibly proud of our team, our partners and the industry for what we have been able to achieve during this time. The pandemic is not over and there is still much to do, but the industry mobilisation we saw was unique. I would like this year to be similar to previous years for the consortium, as all of us have been thrown into a historic event, we have persevered, and we will continue to fight hard."



**Diane Côté,**  
**Chief Executive Officer of**  
**MEDTEQ<sup>+</sup>**



"This year has been a real calling for MEDTEQ<sup>+</sup>. We supported governments, communities, and industry players with all the resources we had at our disposal.

We expanded our network at all levels, diversified our interests, increased our funding, encouraged diversity within the industry and reached 100 Impact projects funded!

A true demonstration of our perseverance throughout this difficult period, a work that shows the undeniable value of the consortium, and for that I am proud to present this work through this magazine. Happy reading!"

## MEDTEQ+, a continuum of innovation from idea to market

### + Our mission

MEDTEQ+'s mission is, through collaborative, industry led projects, to accelerate innovation and position, on a global scale, products and services developed by the Canadian medical technologies industry, thereby generating major economic impacts while improving healthcare systems for the ultimate benefit of patients in Canada and around the world.

### + Our vision

With a dual provincial and federal mandate, MEDTEQ+ continues to be a focus point for Canada's medical technology sector in terms of research, innovation, and the integration of leading-edge solutions in the delivery of health care.

### + Our values

Since its inception, MEDTEQ+ has been encouraging, engaging and promoting equity, diversity and inclusion (EDI). Some concrete examples of our involvement can be seen below:

#### Beyond the Billion Partnership

In 2019, MEDTEQ+ partnered with Beyond the Billion (formerly The Billion Dollar Fund for Women), an organisation encouraging investment in women-led and women-founded businesses.

To date, we have more than tripled our initial pledge by investing over \$1.8 million in these companies: Mimosa Diagnostics, Aifred health, Eli Health and My Intelligent Machines. With nearly \$2 million invested in the past 12 months alongside some of Canada's leading investors, we wanted to stand alongside these strong women in the industry and provide real support to encourage thriving diversity within the medtech industry.



### The 50-30 Challenge

In a similar vein to continue our goal of encouraging diversity within the industry, MEDTEQ+ also joined the "50 - 30 Challenge". An initiative created by the Government of Canada to increase corporate diversity for future generations, with two goals: gender parity (50%) on Canadian boards and senior management, and significant representation (30%) on boards and senior management of other under-represented groups.

The goal of the program is to encourage Canadian organizations to increase the representation and inclusion of diverse groups in their workplaces in positions of influence and leadership on corporate boards and senior management, while highlighting the benefits of giving all Canadians a seat at the table.

### Montreal AI Declaration

MEDTEQ+ has always focused on the collaborative development of innovations exploiting new enabling technologies, such as artificial intelligence (AI), in several forms. The consortium supports companies in their AI-related technological development projects and ensures the safe use of AI on behalf of future users by facilitating their integration into the healthcare network via the Beachhead™.

It is in this context, to ensure a protected expansion of such a useful tool in which MEDTEQ+ is strongly involved, that the consortium signed [the Montreal Declaration for Responsible Development of AI](#). This statement emphasizes the responsible development of artificial intelligence to ensure a positive social impact regarding the development of this technology, a measure all the more important within the health industry.



## MEDTEQ+, a collaborative ecosystem

### +100 projects funded

More than 100 Impact projects have been funded since MEDTEQ+ was created! This achievement reflects the exponential growth of the health technology sector across Canada and makes MEDTEQ+ the most financially supportive organization for health technology innovation in the country!

This new milestone highlights the efforts made by the MEDTEQ+ teams, made possible through the financial support of the Ministère de l'Économie et de l'Innovation du Québec, to accelerate the development of innovative solutions in Quebec and Canada. These projects, at the cutting edge of health technologies are

proof of the undeniable growth in this sector, with a diverse range of themes, including artificial intelligence, augmented and virtual reality, nanotechnologies, optics-photonics, biomaterials, 3D printing and robotics.

This is a collaborative effort that has been underway for more than 8 years, with the participation of more than 156 industrial and academic partners in these projects.

We can also highlight the exponential increase in collaborative projects of the Impact program, with one or two submissions during the first calls for projects, compared to approximately 20 per year currently. A promising trajectory for the years to come, with MEDTEQ+ accompanying them along the innovation continuum.



The MEDTEQ+ network met at the MEDTEQ Innovation Summit in January 2020.

These 100 Impact projects are the result of a large collaborative effort:

# 176

organizations  
involved

# 43

projects co-financed  
with Mitacs

# 33

projects co-funded  
with NSERC

# 379

students trained  
during the projects

# \$78M+

in total  
project value

# 339

scientific publications  
planned

A wide range of themes are addressed within these projects:

Cancers

Mental illnesses

AI/ICT

Respiratory diseases

Neurological diseases

Musculoskeletal disorders

Mental health

Heart and circulation diseases

Optics-photonics

Longevity

Augmented reality and Virtual reality

**+ Success Stories** 

**"Kairos: Heroes of Time", a Mobile Application for Children with ADHD and ASD**

The performance of routines related to activities of daily life is a central element in the process of children's psychosocial development and adaptation. However, carrying out these routines requires the mobilization of important cognitive resources for the child (planning, organization, memory, problem-solving). This can be an important issue for children with neurodevelopmental disorders, specifically Attention Deficit Hyperactivity Disorder (ADHD) and Autism Spectrum Disorder (ASD).

Supported by the company Neurosolutions, The Foundation 'Les Petits Trésors', Université du Québec à Trois-Rivières, and MEDTEQ+, this project aimed to develop a mobile application for children suffering from ADHD and ASD to help them in their daily activities.

A mid-term project that has already obtained promising results and allowed the launch of a mobile application: <https://kairosgame.com/>. Talks are now underway with MEDTEQ+ for a second version of the application including AI algorithms to better support these children. A promising and innovative technological solution to support parents in the implementation of effective interventions with their children.



Discover the mobile app!



**Project Partners:**



**Advantages**  
Change the way you think about routines

- REDISCOVER THE FUN PART OF PARENTING**  
Let Kairos do the reminding for you.
- DEVELOP YOUR CHILD'S AUTONOMY**  
Kids learn better when playing.
- CREATE A POSITIVE ATMOSPHERE**  
Use the handy tips from the app's parenting coach.
- LIGHTEN THE LOAD.**  
Kairos will keep your family's daily routine on track.



Positron emission tomography is a medical imaging procedure using a radioactive tracer, often based on glucose.

Source: From this [article](#)

**Ultra-High Resolution Positron Emission Tomography for Easier Imaging of Intermediate Animals and the Human Brain**

According to the World Health Organisation (WHO), nearly 7.7 million new cases of dementia and Alzheimer's are identified each year worldwide. In addition, concussions in sport and its consequences on mental health have become a concern. Despite a relatively low prevalence, brain cancers have a very poor prognosis.

This project, a partnership between Imaging Recherche & Technologie (IR&T) inc, The Université de Sherbrooke, the CHU of Sherbrooke and MEDTEQ+, aims to develop a high-performance PET

scanner that will image the human brain with a spatial resolution two times higher than that achieved with the best technology currently on the market.

With this new resolution, it will be possible to characterize tumor infiltration and tumor heterogeneity, which are determining factors in the evolution of aggressive cancers such as glioblastoma. It also becomes possible to follow the delivery of drugs to the tumor. This PET scanner will also allow molecular imaging of intermediate animals for biomedical research with unprecedented precision.

Although the final report has not yet been published, the project has promising results: 11 publications, one conference paper, more than 30 conferences and presentations - including a dozen on invitation, 16 students trained, and 6 jobs created.

**Project Partners:**



## + Success Stories



### Hospital laboratory: real-time data management for COVID-19 analysis from Nosotech

Nosotech is one of the success stories of the COVID-19 call for solutions launched by MEDTEQ+ in March 2020. Based in Rimouski, it has been over a year that the Nosotech team played a key role in the management of epidemiological data on COVID-19 in Quebec and Europe. This undertaking has resulted in the compilation of more than 30 million COVID-19 test results and more than 10 million laboratory analyses from nearly 90 laboratories that have been standardised, aggregated and compiled in real time using their medical laboratory data management solution.

This work has addressed a public health need during a pandemic and has resulted in 5 new hires since the project began, a 50% increase in company revenues and has created a product with a strong export potential.



Source: Freepik

## + Success Story



### The Development of a Collaborative Telehealth Model for Improving the Provision of Healthcare and Experiences of Patients Undergoing Bariatric Surgery

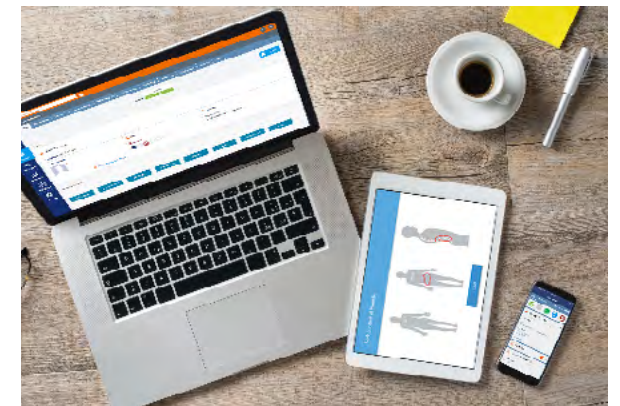
By focusing on the development of software solutions for home care, including telemedicine, AlayaCare's mission is aligned with the priorities, current needs and future vision of the Quebec healthcare system. Through their collaboration with the Centre intégré de santé et des services sociaux de l'Outaouais, the company has successfully implemented their telehealth model within the institution, which has generated unequivocal enthusiasm from the patients involved in the project. These patients hope to see this model become a clinical standard

available to the entire network in the future. The intervention has enabled clinicians to carry out continuous and individualised pre- and post-operative monitoring of patients by recording clinical parameters on the platform. The software uses artificial intelligence algorithms to predict and reduce the number of emergency room visits and readmissions and their associated costs, thereby improving the quality of care and patient comfort.

During the course of the project, new features were added to the platform, enabling video conferencing and vital sign alerts. A business development manager was also hired to pursue sales directly with Quebec's public health system authorities, reaffirming AlayaCare's desire to work closely with the HSSR. AlayaCare has also submitted a second FSISSE project under the 2nd Call entitled (2-1-11: Use of a home telemonitoring solution for patients living with chronic obstructive pulmonary disease in the territory).

AlayaCare is currently awaiting approval as a telemedicine provider for the government. The company now has 500 employees worldwide, including 132 in Quebec.

#### Project Partners:



Source: AlayaCare

**“Our team is really satisfied with the services from MEDTEQ+ – its team is accessible and available, and its support to execute these projects are tremendously important. The initiatives provided by MEDTEQ+ give researchers and industrial partners the opportunity to work together and make a change in our healthcare system.”**

Jonathan Vallée, Vice-President, Data - AlayaCare

## +The MEDTEQ+ Network of Members

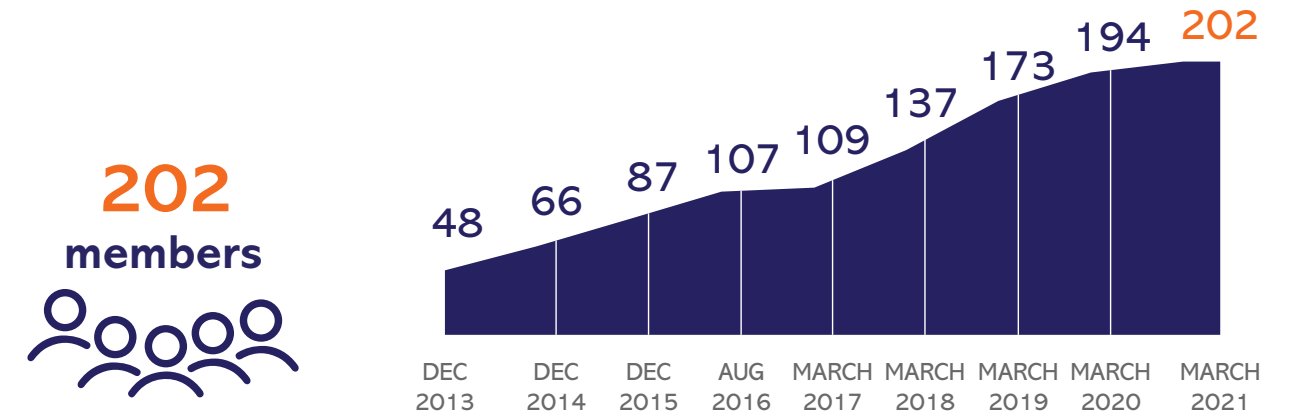
### The MEET&TEQ Events

In 2020, MEDTEQ+ adapted its events and introduced MEET&TEQ Online: members-only events on specific topics, allowing quick presentations of the latest members to join our network. These events are an opportunity to discover new technologies and expertise that complement those of our members. Five MEET&TEQ Online sessions were offered

during the year, discussing several key themes, including the projects selected in the COVID-19 Call for solutions, the large companies joining the consortium, and a special Acceleration Innovation MEDTEQ (AIM) session presenting the companies of the year's cohort. The success and interest generated by these MEET&TEQ Online has ensured a place for this type of event in the coming year.

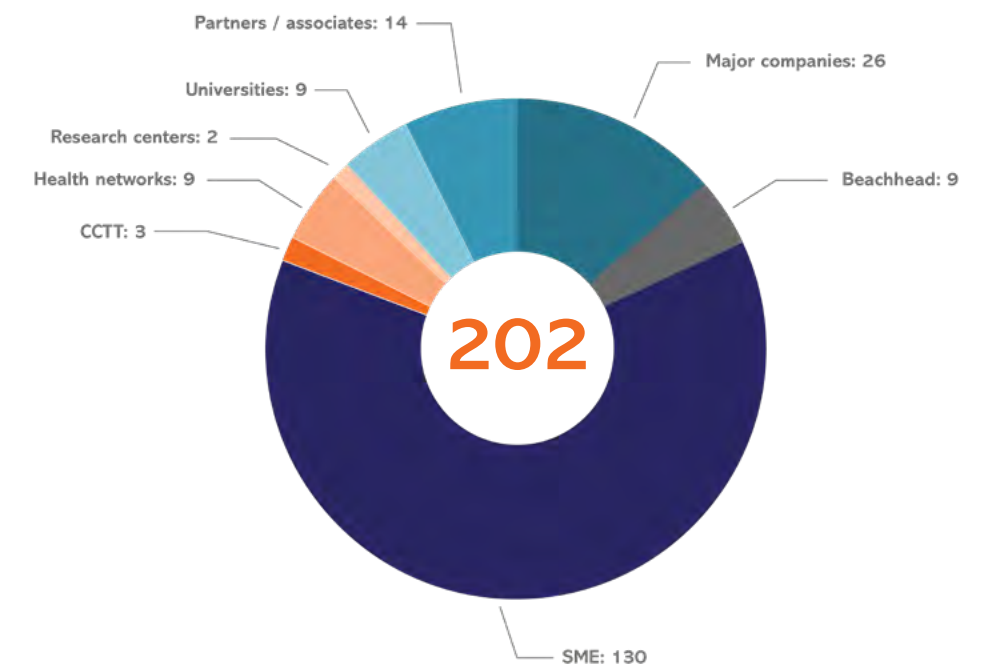


## The members network keeps growing



## A complementary network with a strong industrial contribution

Distribution of consortium members, as of March 31, 2021





They joined us this year



The 2020-2021 MEDTEQ+ Member Ecosystem

At March 31, 2021

- Acquisition Podform 3D inc.
- AFX Medical
- Aifred Health
- Akinox Solutions inc.
- Alayacare
- AlphaTau
- Alto Design
- Amélioration de soi inpowr inc.
- Ananda Devices
- Anasens
- Anges Québec
- AstraZeneca Canada Inc.
- Avisio Qualité inc.
- Ayogo Health Inc.
- AZURDEV inc.
- Baxter Corporation
- Bayer Inc.
- Beachhead™ - Alberta Health Services
- Beachhead™ - CHU de Québec-Université Laval
- Beachhead™ - Ciusss du nord de l'île de Montréal
- Beachhead™ - L'Institut de Recherche du Centre Universitaire de Santé McGill
- Beachhead™ - L'institut hospitalo-universitaire de Strasbourg
- Beachhead™ - McGill/ DHRC
- Beachhead™ - The Ottawa Hospital
- Beachhead™ - Vancouver Coastal Health Authority
- BioMark Diagnostics Inc.
- BIOS Santé (Canada) Inc.
- BioTwin (Ai-Genetika Inc.)
- BloomedIn
- BML Ltée
- Boehringer Ingelheim (BI)
- Botpress Technologies Inc.
- Braver inc.
- CAE Santé
- CareMedic Système Inc.
- Carré Technologies (Hexoskin)
- Centre Hospitalier de l'Université de Montréal (CHUM)
- CIUSSS de l'Est de Montréal
- CIUSSS de l'ouest de Montréal
- CIUSSS du nord de l'île de Montréal
- Charles River laboratories
- CHU de Québec-Université Laval
- Circle Cardiovascular Imaging Inc
- Clinia Santé Inc.
- Conseil National de Recherches Canada
- CréativAxion TI inc.
- Dell EMC
- Densitas
- Dialogue Technologies
- D-MedTech inc.
- Domilia
- DropGenie
- DSEPortable
- Dymedso Inc
- École de technologie supérieure (ETS)
- EERS Global Technologies Inc.
- Elekta
- Eli Science Inc.
- Emovi
- EOS Imaging
- ExoFreeMotion
- Extem Bioscience Corp.
- FILSpec Inc.
- Fondation du cancer du sein du Québec (FCSQ)
- Fondation Les Petits Trésors
- Fondation Luc Maurice
- Fondation MUHC
- Gray Oncology Solutions Inc
- Greybox solutions Inc
- Groupe CTT
- Groupe Neuro Solutions
- Groupe Santé Concerto
- Groupe varitron
- Health Sign, a division of The Access Technologies
- HealthGenic
- HEC Montréal
- Hopem Inc
- IA Précision Santé Mentale
- Imagia
- iMD Research
- Immune Biosolution
- Impart
- Implicity Inc.
- Innovations MUUTAA Inc.
- Innovitech
- Inomedis inc
- InstaDesign Tec
- Institut de Cardiologie de Montréal (ICM)
- Institut de Recherche - Centre Universitaire de Santé McGill (CUSM)
- Institut du Cancer de Montréal
- Institut National du Sport du Québec (INS)
- Intellident Dental Inc
- Intervertech S.A.
- Invicare inc
- InVivo AI
- IR&T
- IUCPQ-UL
- Kanyr Pharma
- Laboratoires Beam me up Inc
- LeoMed Technologies Inc.
- Liminal Biosciences
- LOK North America
- Lucilab (Sojecci II Ltée)
- MedHelper Inc
- Medical Starpax Inc
- Medicus
- MedN
- Medtronic ULC
- Metropole Dentaire Terrebonne
- MISO Chip
- Montréal InVivo
- Mosaic Sensors Corporation
- Motryx
- My Intelligent machines
- Nanology Labs, Inc.
- Nanophyll Inc.
- NCOHR/RCSB
- NeuroServo.Inc
- NexPlasmaGen
- Noovo.io
- Nosotech inc.
- Novalgo
- Novo Electrique Inc
- Nplex biosciences
- Numalogics
- Nutritek
- Object Research Systems (ORS) Inc.
- ODS Médical
- Oligo Medic
- Opsens inc.
- OPTECH
- Optina Diagnostic Inc.
- Otsuka Canada Pharmaceutique
- Oxus Machine Works Inc.
- Paperplane Therapeutics inc.
- Photon etc.
- Phyla Technologies Inc.
- Phytronix technologies Inc.
- Pivot Santé
- Plakk
- Polytechnique Montréal
- POMME-Health Inc.
- Proteus réalité virtuelle inc.
- Puzzle Medical Devices Inc.
- Question pour un pharmacien Inc
- Raspberry Scientific Inc.
- RNA Diagnostics Inc.
- Robotiques Haply Inc.
- Roche Diagnostics
- Rootquotient Technologies Inc.
- Saccade Analytics
- Saimen Intelligent Manufacturing
- Saint-Gobain Performance Plastics Corporation
- Sani Métal Ltée
- Seamless Mobile Health Inc.
- SEKMED (Solutions Doc 2.0 inc.)
- Service d'Electro-Thérapie
- Services RecharjME Inc.
- Sidekick Interactive
- Siemens Healthineers
- Signum Preemptive HealthCare
- Société de Recherche sur le cancer (SRC)
- Solution Hospitalis
- Solutions Moveck Inc.
- Solutions Novika
- Spinologics
- SpinoModulation Inc.
- Spirotech Medical Inc.
- SRPAD
- SSQ, Société d'Assurance-Vie Inc.
- Steris Canada ULC.
- Technologies doclinc
- Technologies H2CI Inc.
- Technologies HOP-Child, inc.
- Technologies Shapeshift 3D Inc
- Telus Santé
- The Canadian Foundation for Pharmacy
- Therappx Inc.
- Thorasys Inc.
- TransBioTech
- Transpod Inc.
- Trilogix
- Ubisoft
- Umano Medical Inc
- Uni3T
- Université Concordia
- Université de Montréal (UDEM)
- Université de Sherbrooke (UdeS)
- Université du Québec à Trois-Rivières (UQTR)
- Novalgo
- Université Laval (ULaval)
- Université McGill
- UVX Inc.
- ValoTec Inc.
- Varian Medical Systems Inc.
- Verv Tech
- Vidéotron Ltée
- Vital Tracer Ltd
- Wave View Imaging
- Ybt Software Solutions
- Zilia Inc

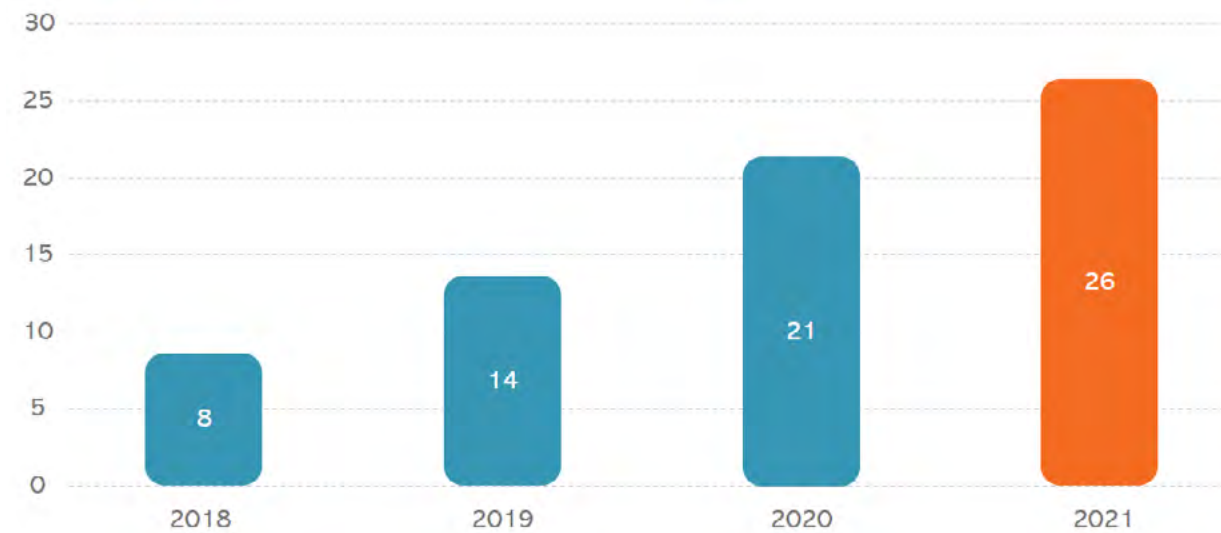
## + MEDTEQ+ Partnerships

MEDTEQ+ can count on the support of many stakeholders in the Quebec and Canadian health ecosystem. Since its creation, MEDTEQ+ has maintained strong links with these partners, as shown in the visual below.

Numerous exchanges continue with Health Canada, notably following our joint webinar last year. Many agreements are underway with various foundations, including the MUHC Foundation this year, but more will be coming soon.

Finally, a collaboration with the Digital Health and Discovery Platform (DHDP) will enable the development, support and co-funding of collaborative AI projects, as well as the deployment of an accelerator strategy for start-ups and SMEs.

But collaborations are not limited to Canada, as MEDTEQ+ has now signed a partnership agreement with Medical Valley, a German organisation.



Evolution of the number of partnership agreements

## AI and Digital Health

Over the past few years, MEDTEQ+ has become an integral part of the Canadian artificial intelligence sector by supporting its members in their AI-related technology projects.

This support is designed to ensure continued cooperation and growth between AI and the digital health sector, and consequently improve the quality of care.

Consortium programs such as MEDTEQ Invest and PARTENAR-IA have enabled AI technologies to develop within the Canadian health network, guided in part by our consortium experts.

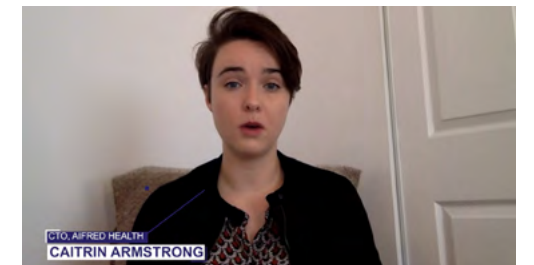
Experts who are also represented on our Board of Directors.

AI is a rapidly growing field of research, and the importance of developing this science within the health sector and its impact continues to grow. In parallel, MEDTEQ+'s role in helping launch these technologies is becoming increasingly relevant and effective.

The work of the consortium is already being felt, as evidenced by the testimonials of our members Imagia, Aifred Health and Greybox Solutions, key players in AI in Montreal, as well as our partnership with the Institut de valorisation des données (IVADO), working to develop and support innovative technologies in the field of health to promote the development of digital solutions within the field.



Discover the testimonial of Alexandre Le Bouthillier, Co-founder of Imagia!



Discover the testimonial of Caitrin Armstrong, CTO of Aifred Health!



Discover the testimonial of Pierre Bérubé, CEO of Greybox Solutions!



## Activities across Canada



### Beachhead™

**Alberta Stroke & Neuroinformatics** - Edmonton, Alberta  
**The Ottawa Hospital** - Ottawa, Ontario  
**CLIP** - Montreal, Quebec  
**Collective MIND** - Montreal, Quebec  
**VIA<sup>CHUM</sup>** - Montreal, Quebec  
**I PERF** - Quebec, Quebec  
**NIM Intelliance** - Montreal, Quebec  
**VGH ED LIVE** - Vancouver, British Columbia  
**EST<sup>R</sup>** - Montreal, Quebec



### Acceleration Innovation MEDTEQ (AIM)

**Bodyform3D** - Montreal, Quebec  
**HOP Technologies** - Sherbrooke, Quebec  
**Haply** - Montreal, Quebec  
**Healthsign** - Ottawa, Ontario  
**Inpowr** - Montreal, Quebec  
**Invicare** - Montreal, Quebec  
**MUUTAA** - Montreal, Quebec  
**Mediileap** - Durham, Ontario  
**Motryx** - Halifax, Nova Scotia  
**MySeat** - Montreal, Quebec  
**Numalogics** - Montreal, Quebec  
**OHV** - Quebec, Quebec  
**Oxus Machine Works** - Vancouver, British Columbia  
**Paperplane Therapeutics** - Montreal, Quebec  
**Raspberry Scientific** - Magog, Quebec  
**Saccade Analytics** - Montreal, Quebec  
**Shapeshift 3D** - Montreal, Quebec

**Thorasys** - Montreal, Quebec  
**Transpod** - Toronto, Ontario  
**UVX** - Vancouver, British Columbia  
**Verv Technologies** - Sudbury, Ontario  
**Wave View Imaging** - Calgary, Alberta



### Partnerships

**AGE-WELL** - Toronto, Ontario  
**Alberta Health Services** - Edmonton, Alberta  
**Anges Québec** - Montreal, Quebec  
**BioAlberta** - Edmonton, Alberta  
**Boehringer Ingelheim** - Toronto, Ontario  
**Centech** - Montreal, Quebec  
**District 3** - Montreal, Quebec  
**FRQS** - Montreal, Quebec  
**Fonds Theodorus** - Montreal, Quebec  
**IVADO** - Montreal, Quebec  
**PME MTL** - Montreal, Quebec

**McGill University** - Montreal, Quebec  
**MITACS** - Montreal, Quebec  
**MUHC Foundation** - Montreal, Quebec  
**NCOHR**  
**Oncopole** - Montreal, Quebec  
**Optonique** - Quebec, Quebec  
**Scale AI** - Montreal, Quebec  
**The Ottawa Hospital** - Ottawa, Ontario  
**Vancouver Coastal Health** - Vancouver, British Columbia  
**Institut TransMedTech** - Montreal, Quebec



### Investments

**Aifred Health** - Montreal, Quebec  
**Aerial Technologies** - Montreal, Quebec  
**Ayogo Health** - Vancouver, British Columbia  
**Densitas** - Halifax, Nova Scotia  
**Eli** - Montreal, Quebec  
**Innovere** - Markham, Ontario  
**Mimosa Diagnostics** - Toronto, Ontario  
**MIMs** - Montreal, Quebec  
**MyO1** - Montreal, Quebec  
**Nanology Labs** - Toronto, Ontario  
**ODS Medical** - Montreal, Quebec  
**Optina Diagnostics** - Montreal, Quebec  
**RNA Diagnostics** - Toronto, Ontario  
**Saccade Analytics** - Montreal, Quebec  
**SeamlessMD** - Toronto, Ontario  
**Spinologics** - Montreal, Quebec  
**Spring Loaded Technology** - Dartmouth, Nova Scotia  
**Thorasys** - Montreal, Quebec



### Events - Online

Medtech Innovator COVID-19  
 2020 McGill Clinical Innovation Competition  
 Virtual Pitch & Awards Ceremony  
*Stratégie réglementaire des DM*  
 Health 4.0  
 MEET&TEQ Online  
 Neuroprosthetics  
 MEDTEQ+ AGA  
 Invest Digital Health  
 The virtual MedTech Conference  
 Online-Seminar Digital Health  
 MTL Connecte  
 Quebec Silicon Valley Webinar Series  
 AI for Health

ADRIQ  
 Bourse Montréal Inc.  
 Quebec Innove - Parana-Québec  
 LSHT: stakeholders in the economic recovery  
 AlxSPACE  
*Sommet des Accélérateurs MAIN*  
*Atelier Science/Business - La recherche en santé et Horizon Europe*  
 Launch of the DHDP Network  
*Journée de la radiologie CR-CHUM*  
 BioAlberta Policy Forum  
 Effervescence  
 Health Canada Webinar

## MEDTEQ+, the Partner for Economic Recovery



Source: Freepik

Through its actions, MEDTEQ+ is now positioned as a partner in the economic recovery. As such, our organisation provides a variety of tools and instruments so that the network can benefit from financing and assistance during this recovery.

A call for solutions launched by MEDTEQ+ on March 16, 2020 resulted in the submission of **more than 100 projects**, a sign of the strong mobilization of the healthcare and technology ecosystem.

Through its expert role, MEDTEQ+ facilitated the triage and prioritisation to ensure minimal processing time on behalf of government bodies.

**More than ten projects** have been selected and have helped to accelerate solutions to fight against the coronavirus.



**+ Driving the Uptake of Innovations in Health Centres and in Public Procurement**

**Beachhead™ Network**

MEDTEQ+ would like to highlight the growth of the Canadian and international network of Beachhead™ Centres of Excellence, a program that is part of MEDTEQ+'s CECR (Centres of Excellence for Commercialization and Research) mandate.

More than 15 Canadian companies, particularly in digital technologies, have already benefited from the support offered by the Beachhead™ network. Among these companies, Therappx,

HOP Technologies, Panthera or Aifred Health have had the opportunity to connect with new partners, work in synergy with clinical experts and develop the value-based evidence that supports their innovations.

Continuing the expansion of the Beachhead™ network, we were pleased to welcome three new centres: the Vancouver General Hospital (British Columbia), a Level 1 Trauma Centre and quaternary care centre, as well as the main referral site for the province of British Columbia, the Centre intégré universitaire de santé et de services sociaux du Nord-de-l'Île-de-Montréal (Quebec), and the Centre intégré universitaire de santé et de services sociaux de l'Est-de-l'Île-de-Montréal (Quebec).

They join other partners in this network, including McGill University Health Centre



**Center:** Vancouver General Hospital  
**Expertise:** Emergency medicine and artificial intelligence



**Centers:** The Douglas Hospital Research Center, and The Neuro  
**Expertise:** Neuroscience, neurological diseases and mental health



**Center:** CHU de Québec-Université Laval  
**Expertise:** Customized implants and human performance



**Center:** The McGill University Health Center  
**Expertise:** Surgical innovation



**Center:** The University Hospital Center of Montreal (CHUM)  
**Expertise:** Artificial Intelligence



**Center:** Alberta Health Services  
**Expertise:** Neuroinformatics and strokes



**Center:** CIUSSS de l'Est de l'île de Montréal  
**Expertise:** Aging and mental health



**Center:** CIUSSS du Nord de l'île de Montréal  
**Expertise:** Digital health and the Internet of Things (IoT)

**HI\_DOS, a Cybersecurity and Homologation-focused Call for Projects**

Recently, a \$3 million grant was awarded to MEDTEQ+ and Prompt to support projects related to the Internet of Things (IoT) in health. Projects include interoperability testing, safety certification and clinical studies to obtain approval from a health regulatory agency.

This is another one of the steps taken by MEDTEQ+ which reflects its aim to enable and encourage the application of innovative technologies in the medical technology sector, and to foster the development of these collaborative innovations, alongside Prompt, to provide the greatest benefits of these new advances to the industry.





Watch the announcement made by Ms. Lucie Lecours, Deputy Minister for the Economy

**The Health Innovations Evaluation Network**

Companies in the medical technology and artificial intelligence (AI) health sector represent an opportunity for major economic and social benefits for Quebec. Their progress and success depend on reaching multiple milestones (technological, clinical, regulatory, legal, administrative and financial) and therefore require support and methodological guidance from the various industry players.

Supported by the Ministère de l'Économie et de l'Innovation (MEI) and implemented by MEDTEQ+, the "health innovation evaluation network" will allow the development of harmonized service offers adapted to the reality and needs of Quebec's private companies in medical technologies and AI in health. The vision is to set up a province-wide access network to these services in order to accelerate the development and maturation of Quebec companies' innovations.

**+ Investing in innovative companies**

New investments in 2020-2021 include Ayogo Health, SeamlessMD, AiFred Health, MIMs, Innovere Medical, and most recently Eli Health and Nanology Labs.

Within this investment portfolio, MEDTEQ+ is joined by a number of Canadian and foreign co-investors, including those from the United States, France, England, Switzerland and Spain. This is another step in expanding the consortium's impact on a supranational level within the medical technology industry.

Through the growth of its portfolio, but above all through fieldwork, MEDTEQ+ strengthens its position as a leader in the emerging sector of seed stage investments in health technology.

This specialisation has a particular impact on investors, who consult MEDTEQ+ for its expertise in analysing health technology companies. MEDTEQ+ not only invests in companies, but also works to support them at key points in their development.

One example that showcases the impact MEDTEQ+ can bring to a business is Aifred Health. This start-up company created in 2018, finalized a \$4M fundraising round, with MEDTEQ+ and BDC as lead investors, in the midst of the pandemic. MEDTEQ+ also acted this year as lead investor in the latest investment rounds of MIMS and Innovere Medical.

Discover the MEDTEQ Invest portfolio companies



**+ Accompanying and propelling SMEs and start-ups in the ecosystem**



Thanks to the support of the National Research Council of Canada's Industrial Research Assistance Program (NRC-IRAP) and its pan-Canadian life sciences sector team, MEDTEQ+ has deployed for two consecutive years a new program designed to accompany Canadian SMEs and start-ups in the medical technology sector regarding the adoption of their innovations, entitled "MEDTEQ Innovation Acceleration" or "AIM Program".

In total, **23 Canadian SMEs** in the medical technology sector have benefited from the AIM program. The program has helped these SMEs define or strengthen their commercialisation strategy, including the alignment of regulatory and reimbursement strategies alongside their technology development, with a focus on accelerating the adoption of their medical technologies for the benefit of patients and health systems.

This year, several publicity campaigns on social networks and media platforms, as well as webinars dedicated to the program have been set up to increase the visibility of the impact of the AIM program and highlight the cohort of SMEs that have benefited from the coaching over the year 2020-2021.

**+206,000** impressions on social media  
**+10,000** visitors on the webpage

Through this program, MEDTEQ+ has established itself as an unrivaled player in Canada for SMEs.

*\*Please note that this program may change its name in the near future.*

**Discover the Canadian healthtech start-ups to watch in 2021**

Logos featured in the banner include: Bodyform3D, Exo Free Motion, Haply, HOP, inpowr, INVICARE, mediileap, motryx, MUUTAA, MySeat, numalogics, OHV inc, OXUS MACHINE WORKS, PAPERPLANE THERAPEUTICS, RASPBERRY SCIENTIFIC, SACCADE ANALYTICS, Shapeshift 3D, VERY TECHNOLOGIES, THORASYS, TRANSPOND, UVX, and Wave View Imaging.



In partnership with:



This new coaching program in partnership with Scale AI will help strengthen the competitive, technological, and commercial advantages of Canadian companies.

This flexible program, through interactive coaching, addresses the various challenges related to innovation, commercialisation, law, data management, and is adapted to the level of maturity of each start-up / SME. The program builds on the various MEDTEQ+ initiatives and programs (AIM, Beachhead™, funding) to support AI-based companies in their specific challenges, with the aim of successfully integrating them into the Canadian healthcare supply chain.

Start-ups wishing to expand internationally need to know the specifics of the target market and have partners to rely on in order to be more competitive. This year, in the context of the pandemic, we have adapted the Exchange program to provide financial support for online events.

The Exchange and Export programs offered financial support for several virtual events, including: AIXSPACE, AI for Health, MEDICA and The Medtech Conference. The program enabled companies to explore their target market, understand its technological needs and expand their network in a secure environment.

A sign of the enthusiasm generated by this initiative among start-ups in the health technology ecosystem, is the positive feedback alongside the numbers: with **more than 75 partners identified, 20 SMEs financially supported, and more than 350 contacts made**. A successful year of online networking propagated by the consortium for its members in a context limited by the pandemic.

The companies involved felt that the program provided valuable assistance in exploring markets, representing a real springboard for their business, proof that the program is fully integrated into our business support continuum.



MEDTEQ+ and PME MTL announced a partnership with the objective of uniting the efforts of both organisations to support innovation and entrepreneurship for Montreal startups and SMEs.

During an exchange between François Bergeron of MEDTEQ+ and Alain Bakayoko of PME MTL at the Effervescence MTL 2021 event, the two organizations reminded the audience of the difficulties faced by start-ups in their efforts to commercialize a health technology. A long process subject to a multitude of challenges.

The partnership promises co-financing from both organisations for collaborative projects, as well as coaching from the respective teams.

This year also saw a partnership with the District 3 Innovation Centre. Created in 2013 by Concordia University, this entrepreneurship and innovation centre promotes and accelerates innovation and entrepreneurship throughout the Montreal community.

A partnership that will allow MEDTEQ+ to propel the start-ups incubated at D3 working in medical technology, and in turn strengthen its impact on all levels of the sector.

## + Mobilization and knowledge transfer

MEDTEQ+ has chosen to unite its members around different recurring events. The format of online events such as the MEET&TEQ meetings, among others, reflects the need for our partners to find solutions to pursue their partnerships and collaborations. This strategy has paid off with a 97% satisfaction rate among our members who, through our satisfaction surveys, provided feedback on the relevance and quality of our webinars in terms of topics and interactivity.

The webinar organised by Health Canada, to which we were invited for our expertise, not only gave us visibility as experts, but also allowed us to be at the heart of the latest news, strategies, and interventions in health quality.

The team did not stop there: between April 1, 2020 and March 31, 2021, the team **attended 33 events, hosted or co-hosted 9 events (with 419 registrations to our events), and spoke and/or sponsored 14 events.**

## Promotion of healthtech innovation

This overall picture demonstrates the determination and success of our events in our federation strategy.

To promote and transfer the knowledge of the ecosystem, MEDTEQ+ can rely on an online and face-to-face presence through our website, social media, newsletters, and events.

This year again, we have reinvented ourselves, particularly on the digital side, as the figures below demonstrate. The use of our digital tools has allowed our members to increase their visibility, whether it be for the companies in the AIM cohort, for example, with more than 10,000 views on our dedicated page, or for projects that have been completed.

In total, 16 press releases were published between April 1, 2020 and March 31, 2021: announcements of projects, partnerships or investments.

## Some key figures between April 1, 2020 and March 31, 2021:

 Almost **80 000** impressions (+43% compared to the previous year)  
 • An increase of **+17%** of the engagement rate (compared to the previous year)  
 • An increase of **+57%** of followers (compared to the previous year)

 Over **375,000** impressions (+20% compared to the previous year)  
 • An increase of **+36%** of followers (compared to the previous year)

 A total of **22** newsletters sent  
 • An average open rate of **30%**

 Nearly **30,000** visitors (+67% compared to the previous year)  
 • More than **140,000** page views (+115% compared to the previous year)

 **16** press releases



Subscribe to the newsletter





**+ An involved governance**



In this photo are the chairs of the various governance committees, from left to right: Pierre Bérubé, Geneviève Lavertu, Diane Côté, Jacques Milette and François Bastien.

**A valuable commitment from governance**

Comittee	Number of meetings	Number of hours spent in meetings	Number of participants	Number of private participants	Total amount (in \$)
Board of Directors	5	14	17	9	\$95,200
Executive Committee	8	12	5	3	\$24,000
Scientific Committee	5	35	16	9	\$224,000
Investment Committee	3	9	4	4	\$14,400
Beachhead™ Committee	4	4	3	3	\$4,800
				<b>TOTAL AMOUNT</b>	<b>\$362,400</b>

Note: these figures do not include preparation time before and after the meetings.

At March 31, 2021

**Board of Directors**

- Jacques Milette, Siemens Healthineers
- François Bastien, Telus
- Michèle Beaubien, Independant
- Martin Beaumont, CHU de Québec
- François Bertrand, Polytechnique Montréal
- Pierre Bérubé, Solutions Greybox
- Kaouther Bessrou, CHU de Québec-Université Laval
- Fabrice Brunet, CHUM
- Hélène Chartier, Independant
- Martha Crago, McGill University
- Emmanuel Daigneault, CAE Healthcare
- Mathieu Ferland, Ubisoft
- Yves Joannette, Université de Montréal
- Michelle Laflamme, Emovi
- Geneviève Lavertu, Medtronic
- Alexandre Le Bouthillier, Imagia
- Paula Wood-Adams, Concordia University

**Scientific Committee**

- François Bastien, Telus
- Caitrin Armstrong, Aifred Health
- Louis Bherer, Montreal Heart Institute
- Mark Driscoll, McGill University
- Vincent Dumez, Université de Montréal
- Xavier Élie-Dit-Cosaque, Steris
- Alexandra T. Greenhill, Careteam Technologies Inc.
- Alison Hirukawa, DropGenie
- Philippe Juvet, CHU Sainte-Justine
- Alain Larouche, Concerto Health Group
- Roger Lecomte, CHU de Sherbrooke
- Julie Lemieux, CHU de Québec-Université Laval
- Jacques Milette, Siemens Healthineers
- Stéphane Moreau, Medtronic Canada
- Jonathan Vallée, Alayacare

**Observers**

- Frank Béraud, Montréal InVivo
- Vanessa Claveau, ministère de l'Économie et de l'Innovation (MEI)
- Denis Godin, Networks of Centres of Excellence (NCE)
- Martin Doyon, ministère de l'Économie et de l'Innovation (MEI)

**Observers**

- Yannick Auclair, INESSS
- Denis Godin, Networks of Centres of Excellence (NCE)
- Nadia Nour, Bureau de l'Innovation du ministère de la Santé et des Services sociaux
- Catherine Richard, ministère de l'Économie et de l'Innovation (MEI)

**Investment Committee**

- Geneviève Lavertu, Medtronic
- Brenda Irwin, Relentless Venture Fund
- Sean Karamchandani, CIC Capital
- Lidija Marusic, Innovacorp
- Jean-Marc Rousseau, IVADO

**Beachhead™ Committee**

- Pierre Bérubé, Solutions Greybox
- Emmanuel Daigneault, CAE Healthcare
- Mathieu Ferland, Ubisoft

## + Our team

On June 16, 2021

### Management Committee

**Diane Côté:** Chief Executive Officer

**Frédéric Boucher:** Vice-President, Finances

**François Bergeron:** Vice-President, Partnerships

**Iris Leroux:** Director, Coordination & Operations

**Julien Caudroit:** Director, Communications & Events



The MEDTEQ+ team at the MEDTEQ Innovation Summit in January 2020. The team is constantly evolving and has grown since then, team members who have joined us recently are not shown in this photo.

Discover the  
entire team!



## MEDTEQ+, at the Forefront of Tomorrow's Health

### + Responding to the Needs of the Field by Providing Solutions

Idiopathic pulmonary fibrosis (IPF), the most common interstitial lung disease (ILD), affects between 14,000 and 15,000 Canadians. IPF/ILD includes more than 200 diseases that can cause irreversible scarring of lung tissue, which negatively impacts lung function. It is estimated that 18-32% of ILD patients will develop a progressive fibrosing form of the disease.

Boehringer Ingelheim Canada has partnered with MEDTEQ+ to issue a call for technology solutions to address identified needs in the management of progressive fibrosing interstitial lung disease (PF-ILD). The most promising proposals were then selected for funding and co-development with our expert

partners - the Research Institute of the McGill University Health Centre (RI-MUHC) and the Firestone Clinic (St-Joseph's Healthcare, Hamilton).

This example of collaboration is in response to the need to address clinical issues and challenges identified in the health care system by our partners. Through our network of experts in the life sciences community, we are strengthening and expanding our efforts to find solutions to today's health care issues, whether for Canadian patients with PF-ILD or other diseases.

Several calls for solutions and collaborative project calls with other MEDTEQ+ partners will be issued in the near future, with the goal of specifically targeting needs identified in the field.

## APPEL AUX SOLUTIONS CALL FOR SOLUTIONS

MEDTEQ+ | BOEHRINGER INGELHEIM



X-ray of the back and lungs

## + Improving the Longevity of Canadians

The pandemic has highlighted the need to improve the quality of life of our seniors. From a technological point of view, there is an urgent need to provide them with tools that will support their physical and mental health.

A "connected" environment of "community living" integrating all the stakeholders associated with their well-being must emerge, favouring healthy and home-based maintenance. Living ecosystems adapted to the aspirations of seniors, ensuring security and autonomy, must be designed within our communities, cities

and villages, making full use of the new technologies developed by our innovative SMEs.

Keeping with its national mission, MEDTEQ+ is working on a major project, in complementarity with the research, development and commercialization stakeholders in the Canadian innovation ecosystem: an impact field initiative, in response to local priorities and in synergy with the clinical actors and administrators of the health networks.

MEDTEQ+ will work to foster the development of a community-based health network that will integrate the lessons of the COVID-19 crisis and the needs of our seniors to maintain their quality of life.




Source: Pexels

## + Health in Space

MEDTEQ+ is strongly involved in the collaborative development of innovations using new enabling technologies. Health in space fits strongly with this notion. Many of the technologies developed to monitor and maintain the health of astronauts are, in essence, technologies that can subsequently be applied and adapted to the medical technology industry on Earth and vice versa. A notion that is particularly applicable to Canada, where many communities are cut off from the rest of the world, with limited access to medical resources.

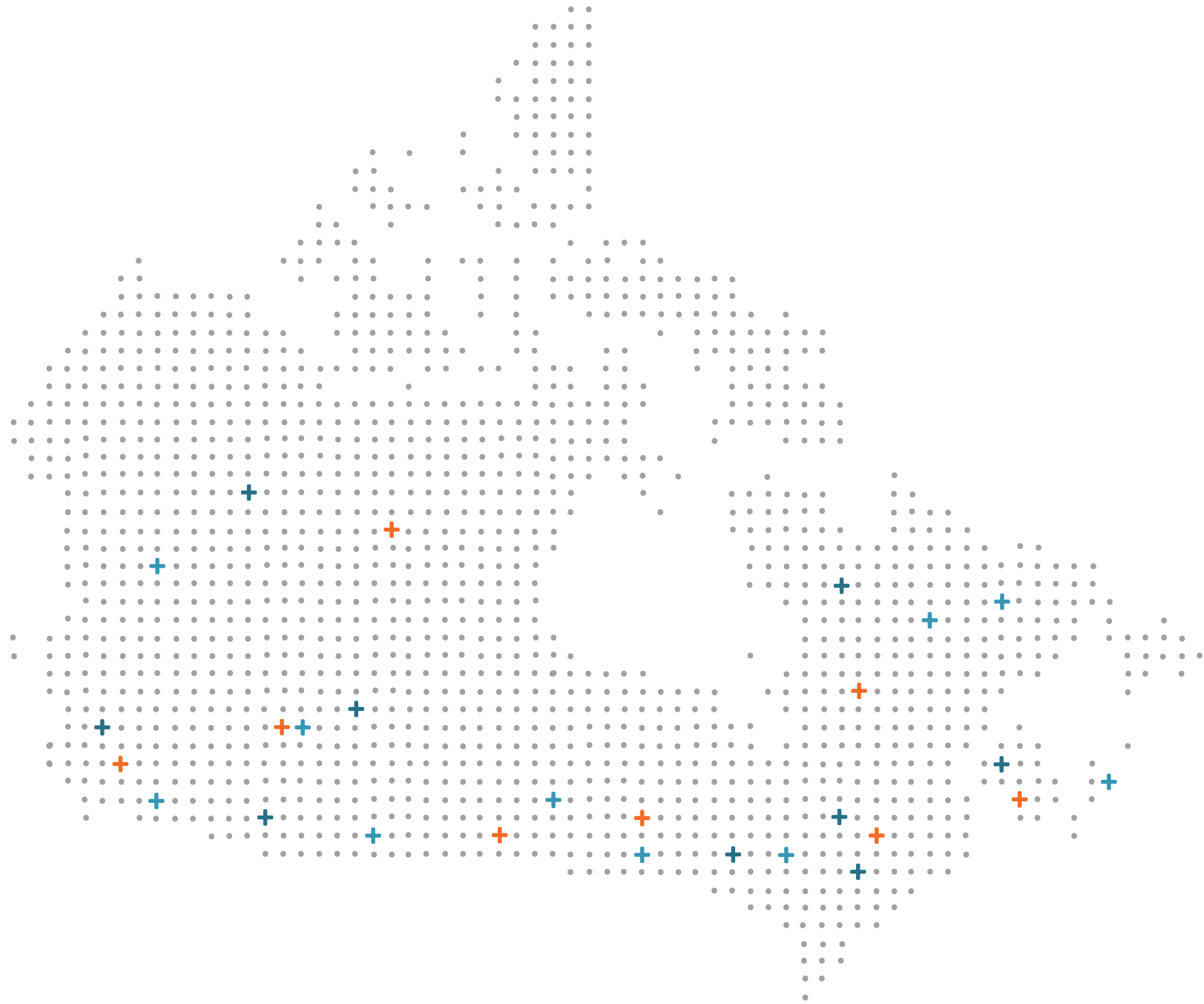
Canada is a world power in the space industry, with a strong capacity and expertise in space science and technology, as well as in human space exploration. One of the limit-

ing factors in the pursuit of space exploration is the issue of astronaut health during extended space missions. By contributing to health in space, the consortium would be able to help expand the possibilities of space exploration, while promoting the future of healthcare and technology on Earth.

Although this initiative is relatively new, we have begun to take our first steps in this emerging industry. Our CEO, Diane Côté, has joined the Canadian Space Agency's advisory committee and the consortium participated in AlxSPACE alongside several of our members who are heavily involved in astronaut health, including Imagia. This first event of its kind in Canada brought together for the first-time key decision-makers and players in aerospace and artificial intelligence to allow everyone to obtain concrete information on these industries.



Discussion between astronaut David Saint-Jacques and Diane Côté at the 2020 MEDTEQ InnovationSummit.



## Contact us

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