

IMPACT REPORT

CATALYZING,
CREATING,
VALUING,
ACCELERATING,

HEALTHCARE
INNOVATIONS!

+ MORE THAN A DECADE OF
SERVICE TO INNOVATORS AND THE

Financial partners

Québec  Canada 

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Who is MEDTEQ⁺

The pan-Canadian consortium for industrial research and innovation in health technologies MEDTEQ⁺ supports Quebec and Canadian innovators who are developing technologies that improve the health of tomorrow, from concept to commercialization. For more than 10 years, MEDTEQ⁺ has been a key player in the positioning of health technologies, both locally and internationally. MEDTEQ⁺'s mission goes beyond providing support to produce innovative solutions. It aims to accelerate the development of medical technologies, to validate their relevance and to facilitate their integration in the recipient environments, such as health networks or even the home. The consortium accompanies companies through the different stages of development for their technology, with a strong emphasis on the commercialization stage. With its collaborators, MEDTEQ⁺ generates real economic wealth, among other things, by creating highly qualified jobs, developing expertise, transferring knowledge, and creating new markets.

Thanks to its unique business model and its Investment Fund, MEDTEQ⁺ has become a real lever for Quebec and Canadian companies. Agile and sensitive to today's challenges, MEDTEQ⁺ is also a leader in the development of numerous initiatives arising from new needs. With the envisAGE project, the organization's mission is to meet the challenges posed by an aging population by catalyzing the innovation ecosystem and accelerating the development of AgeTech technologies.

At the heart of this know-how, MEDTEQ⁺ places great importance on value creation and collaboration for all the projects it supports, with the ultimate goal of improving healthcare and services and, in so doing, the quality of life of Quebecers and Canadians.

The MEDTEQ⁺ Effect:

- + Improved healthcare
- + Better quality of life
- + Economic growth
- + Retention of talent
- + Development of know-how
- + Organizational and operational optimization

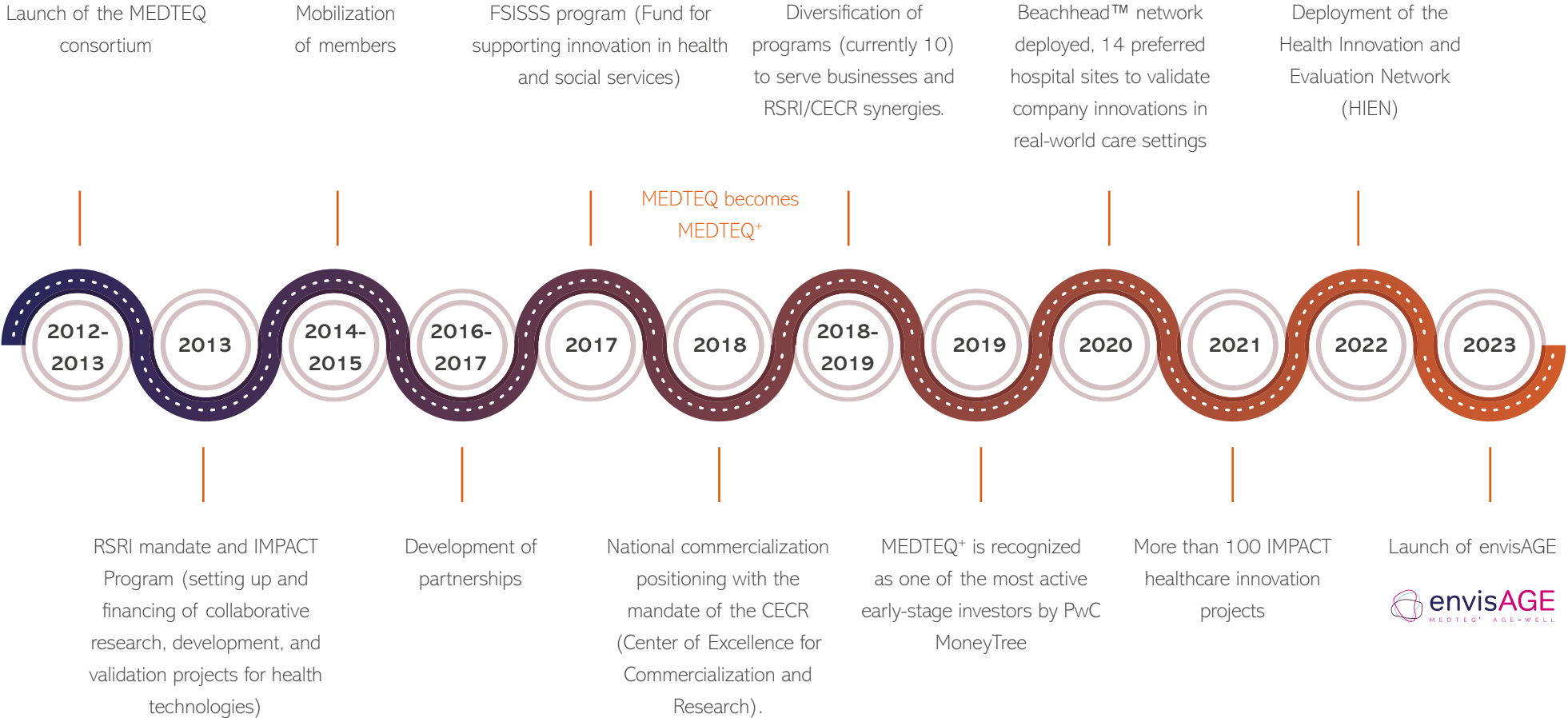


Our Actions:

- + Unite skills
- + Actively support members
- + Providing financial support for innovation and business
- + Accelerate the integration of new technologies
- + Generate new markets and seize development opportunities
- + Develop knowledge and expertise
- + Promote staff training
- + Facilitate knowledge transfer

+ More Than a Decade of Key Milestones

Over the last few years, MEDTEQ+ has grown significantly which has allowed to position the organization as a key partner in the life sciences sector, while working with the various players in the innovation ecosystem and supporting small, medium and large companies in the development of their health technologies.



And more to come...

Promote Local Talent & Expertise!

Message From Jacques Milette Chairman of MEDTEQ+'s Board of Directors

"The last few years have been filled with upheaval, ideas, achievements, value creation, support for entrepreneurs and health innovators, but always with one goal in mind: to innovate in health to improve the quality of life of Quebecers and Canadians. The work we have accomplished has allowed us to push boundaries, create a robust ecosystem and build strong collaborations with a range of partners and industry members. Thanks to these collaborations, our ecosystem has never collaborated and developed new impactful solutions more as it does now. At the dawn of a new decade of existence, I am extremely proud of the accomplishments presented in this report and I am convinced that together with our partners, we will be able to meet the many future challenges of our sector to accelerate innovation in health technologies and meet the future needs of Quebecers and Canadians.

MEDTEQ+ is now a key Canadian player in the field of health technologies. Thanks to the support of all our members, governments and partners, our current and future positioning have made us a unique model that will continue to leave its mark while supporting numerous companies and having a concrete impact in the ecosystem."



Message From Diane Côté

President and CEO of MEDTEQ⁺

"In 2012, innovation in healthcare as we know it today was quite different, anecdotal for a large majority of us. The creation of the MEDTEQ⁺ consortium, the democratization of collaborative research, the development of multi-interdisciplinary approaches have revolutionized innovation practices in our sector. I was there to see the MEDTEQ⁺ dream come to life, grow, and contribute to the change in the health innovation sector. The impact and benefits of the MEDTEQ⁺ ecosystem now go far beyond the numbers presented in an annual report. The extraordinary mobilization of thousands of people, as well as partners and consortium members has resulted in the completion of hundreds of innovative projects. Together, they have collaborated, created, propelled and innovated in health with determination and boldness! Over the years, MEDTEQ⁺ has become an accelerator of impact in the health innovation sector, from concept to commercialization.

The needs of people are evolving, as is our ecosystem, which is changing and adapting to these new realities. As always, MEDTEQ⁺ is and will continue to be present in creating new initiatives such as envisAGE to innovate in the field of longevity and home care in Canada. Another great example of our collaborative strength is the launch of a new program, Health Innovations Showcase (Vitrine d'innovations en santé, VIS), aimed at strengthening and improving the resilience of local supply chains in the health and social services network, which were heavily impacted during the pandemic. These new announcements, in addition to the consortium's existing activities including SME coaching and investments, reinforce MEDTEQ⁺'s leading-edge positioning, which will continue to expand its impact for the people of Quebec and Canada. I am proud to present this impact report which highlights the tremendous work accomplished by our ecosystem. MEDTEQ⁺ is ready to meet the challenges ahead and will continue to grow for decades to come. Enjoy your reading!"



A handwritten signature in black ink, appearing to read "Diane Côté". The signature is located at the bottom center of the page, below the main text block.

MEDTEQ+'s Footprint Since 2012

Since its creation and over the last decade, MEDTEQ+ has become one of the key players in the development of health technologies. With the unique expertise of its teams, the organization propels, accelerates and above all solidifies all sectors of innovation in health technologies and life sciences.

In 10 years Only...

+ 210

innovation projects
in Canada

+ 57 %

of SMEs are from Quebec

+ 33

strategic partners: local,
pan-Canadian and international

+ 230

members

+ 80 %

of members involved
in >1 project

+12

funding programs created

+ 14

Beachhead™ sites,
26 medical expertises

+ 40

calls for projects

A Real Impact in the Ecosystems

+ 500

innovations integrated
in various sectors

+ \$120M

in investment value in
23 companies with MEDTEQ+
leverage effect

+ 453

knowledge transfer activities
236 publications
217 conferences

+ 45

patents granted

+ 77

coached SMEs

+ 1800

jobs maintained or created

+ 681

students supported

MEDTEQ⁺, Pioneering the Future Decades

Always at the forefront and sensitive to emerging needs, MEDTEQ⁺ is already working hard with various partners to understand the opportunities and challenges faced by companies in the healthcare technology sector. More than an impact accelerator, MEDTEQ⁺ will continue to support innovators across Canada to ensure that the ecosystem is mobilized and ready to face new challenges, whether they are emerging needs related to population health, sustainable development in healthcare, the impact of climate change on our society, the aging population, or space medicine. Themes that will shape the industry for generations to come.

These great generational challenges will bring new angles of collaboration to improve our current and future health. These realities are already upon us, such as the aging population, humanity's imminent return to the Moon, and the democratization of access to medical resources, to name a few. As always, MEDTEQ⁺ is already at the forefront of supporting entrepreneurs, whether by mobilizing sectors, stimulating research and development, supporting emerging solutions, or creating funding programs and opportunities.

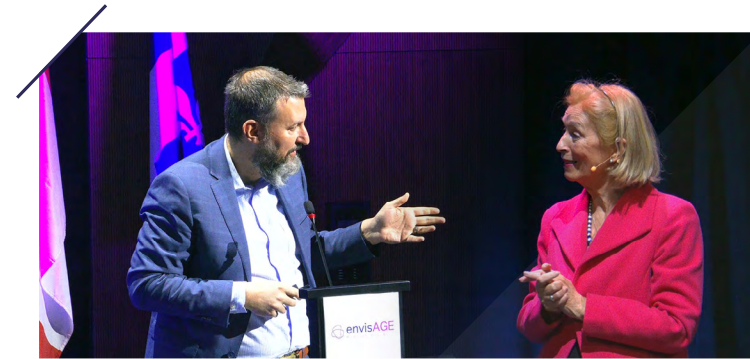
The emerging concept of "one health" is based on the idea that human and animal health are interdependent and linked to the health of the ecosystems in which they coexist. This concept is becoming increasingly important in guiding health technology innovators. As a result, barriers are crumbling and silos are increasingly communicating, so health innovation will take many paths to improve the quality of life of Quebecers and Canadians. Since its inception, the vision, mission, values, actions, and achievements of MEDTEQ⁺ and its partners have underscored the consortium's ability to break down silos and innovate in a diverse, evolving, and inclusive ecosystem, offering its members new opportunities for networking, partnerships, markets, visibility, value creation and much more.

Aging Well Through Innovation

In Canada and around the world, the population is aging. The Canadian population aged 65 and over is expected to double between 2009 and 2036. By 2035, 10 million people in Canada will have reached the age of 65. All of today's indicators show the need to innovate to improve the quality of life of seniors. The importance of home care is well established, with 8 out of 10 seniors believing that innovation and technological advances will help them stay in their homes longer, independently and safely. Technological innovations offer great potential to facilitate their daily lives, maintain social ties, and promote their independence and well-being. Visionary and convinced of this public health challenge and the urgent need to provide solutions, MEDTEQ+ has been supporting AgeTech initiatives for several years but decided to launch envisAGE to accelerate the development of this industry.

December 7, 2022 represents an important milestone for MEDTEQ+ and its partner AGE-WELL (a national network that develops technologies and services to facilitate healthy aging), with the announcement that it had received funding under the federal government's Strategic Innovation Fund for the envisAGE initiative. This historic announcement allows MEDTEQ+ and AGE-WELL to catalyze the Canadian AgeTech ecosystem and to support the \$154 million envisAGE network project, to support the commercialization of solutions for improving the quality of life of seniors and their caregivers as well as promote home care.

In the coming months, the envisAGE network will launch its first call for solutions. This pan-Canadian initiative will support projects that focus on seniors' independence, cognitive health, lifestyle health and communication through the development, validation and demonstration of technologies to help seniors and their caregivers meet the challenges of aging at home. This includes digital health and artificial intelligence technologies that enable remote patient monitoring, data analysis and communication with care providers using telehealth and virtual medicine. envisAGE's goal is to create 500 jobs, support small and medium-sized enterprises, and attract new investment to companies in this emergent field. At the end of the five years, more than 100 technology solutions will be commercialized through this initiative.



**envisAGE Will Support Over
100 Projects in 5 Years**



Space, the Final Frontier in Health Innovation?

The last few months have marked the collective imagination with the return of lunar travels, a first in nearly 50 years! Artemis I, an unmanned mission, paved the way for the recently unveiled Artemis II manned flight planned for 2024, as well as the sustainable return of humanity to the Moon. The Artemis space program will create a foundation for human exploration of our solar system, such as manned missions to Mars. Innovation in space medicine becomes a priority to carry out these missions where communication between the Earth and the astronauts will be complex and limited due to the great distances. Astronauts will therefore be progressively isolated without immediate assistance from Earth. MEDTEQ+ and its ecosystem are therefore positioning themselves as key players in the innovation of space health. Indeed, the many challenges faced by astronauts in extreme space conditions and limited medical accessibility can generate innovations that will be applicable to rural, remote or northern communities on our planet, where medical resources are difficult to access.



**MEDTEQ+, to Infinity
and Beyond!**

MEDTEQ⁺'s Investment Fund Impact

Investing in the Growth of Quebec and Canadian Businesses

Since 2018, the MEDTEQ⁺ investment fund has diversified the consortium's actions to accelerate the scaling and commercialization of health technologies that will benefit Quebecers and Canadians. The MEDTEQ⁺ portfolio now includes transactions in more than 23 Canadian SMEs, with over 120 million worth of investment created by MEDTEQ⁺ leverage, almost 50% of it in Quebec companies. The MEDTEQ⁺ Fund's cash investments since 2018 represent a total of \$10.4 million, spread across at least four Canadian provinces, sixteen healthcare business segments, at various stages of company maturity.



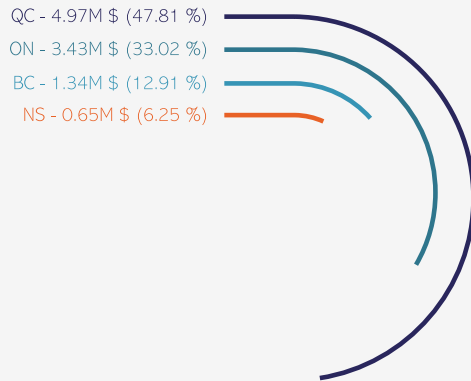
MEDTEQ⁺'s presence as an investor creates major co-investment multiplier leverage ranging from 7x for the province of Ontario, to nearly 20x for Quebec. This significant leverage is crucial for start-ups seeking to reach higher growth milestones or new markets.

Furthermore, the broad diversification of the MEDTEQ⁺ portfolio can also be seen through investments in companies developing IT, diagnostics and devices solutions or combining these different types of technologies. This diversification of the fund demonstrates once again MEDTEQ⁺'s desire to support all health technologies that will positively impact the quality of life of Quebecers and Canadians.

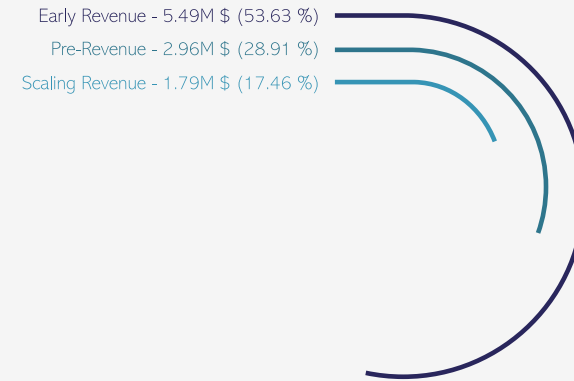
Matching Multiple by Provinces



Provinces



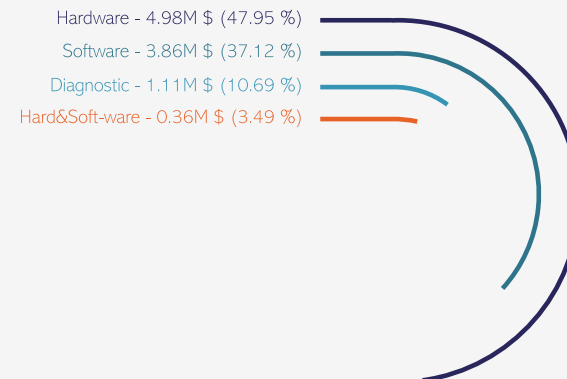
Company Maturity



Health Areas



Type



Vision, Mission, Values

Our Vision

With a dual provincial and federal mandate, MEDTEQ+ aims to be the hub of Canada's medical technology sector in terms of research and innovation and the integration of advanced solutions to improve healthcare.

Our Mission

MEDTEQ+'s mission is to accelerate the development of innovative solutions, their validation and their integration into healthcare networks to position products and services from the Quebec and Canadian medtech sector on an international scale while generating economic value and improving healthcare.

Our Values



Collaboration



Innovation



Value creation



Relevance

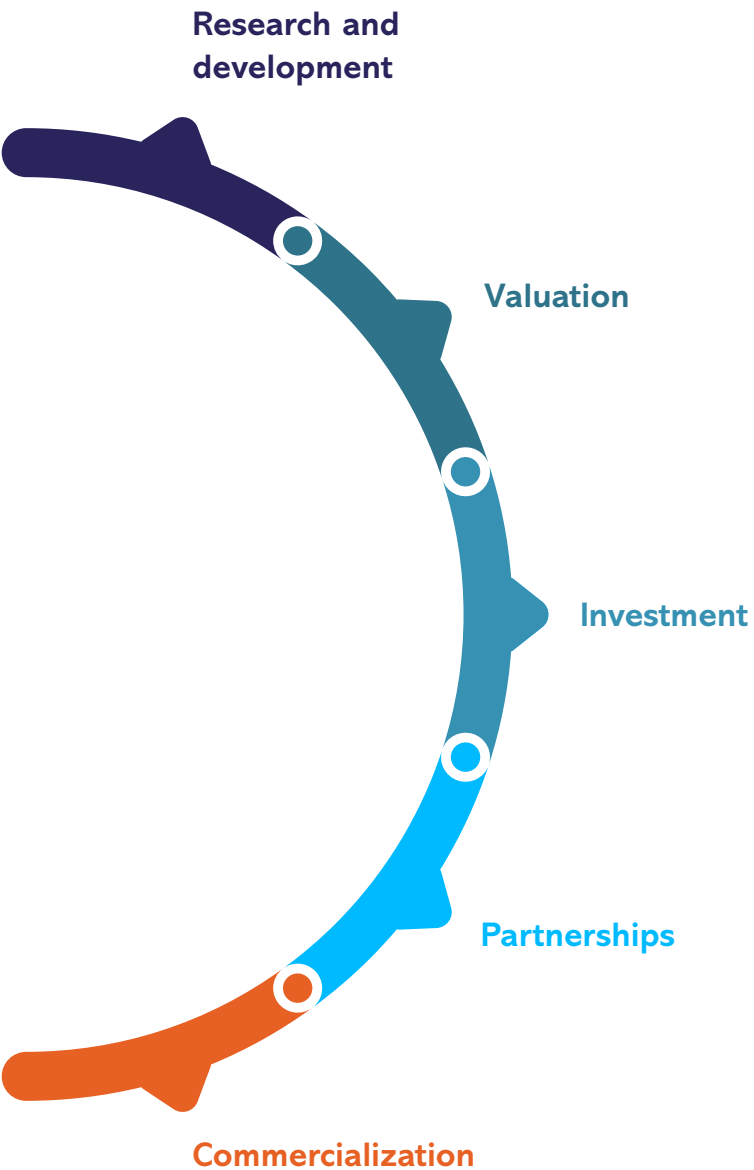


Inclusion



Listening

Our Strategic Pillars



Our Actions

How do our pillars work in practice?

- **Federate complementary skills** to provide support and have innovators from industrial and institutional sectors collaborate with those from healthcare and academia.
- **Actively supporting members** with coaching, linking them with programs or finding investors, and promoting their success stories.
- **Provide financial support** through the MEDTEQ+ Investment Fund to companies demonstrating their robustness, and generate leverage by mobilizing the ecosystem.
- **Accelerate the integration** of new technologies and new modes of intervention in real care environments, including health systems, by offering direct access to clinical and industrial realities.



- **Generate new markets and seize development opportunities** by investing in Quebec and Canadian companies with high impact and growth potential.
- **Develop cutting-edge knowledge and expertise** in medical systems technology and management and support the next generation of medical professionals.
- **Promote personnel** training and create highly qualified jobs.
- **Facilitate knowledge transfers** through the promotion of activities and results.

10 Years of Success Stories

Here are success stories generated by several members of the MEDTEQ+ community over the past few years. These stories highlight the outcomes of personalized and adapted services, as well as the values and strategic pillars promoted by MEDTEQ+.

The logo for Eli Health, featuring the lowercase letters 'eli' in a bold, sans-serif font. The 'i' has a dot above it.

Eli Health, the at-home technology that gives you real-time information about your health from hormones present in your saliva.

Eli Health has developed a new technique for detecting hormones in saliva that allows women to take control of their sexual and reproductive health.

Hormones influence many of the conditions and transitions that women experience throughout their lives. Yet hormones remain a black box. Eli opens that box with a device that measures hormones daily at home, giving women the ability to take control of their health from puberty through menopause. This includes contraception, fertility, transition to menopause and many conditions that uniquely or disproportionately affect women. The correlation between daily hormone levels and resulting health conditions is not yet available to women and in the clinical and medical research community. This data has been made available for the very first time and it opens up many opportunities at the commercial, medical and scientific level.

“MEDTEQ+’s support has been invaluable in structuring our innovation and learning to navigate the ecosystem. MEDTEQ+’s participation in our funding round as a specialized medical technology investor has been a value-adding element in attracting other investors.”

Marina Pavlovic Rivas, Co-Founder, Eli Health

Progression

- Membership in 2020
- 1 MEDTEQ+ collaborative project
- 1 investment by MEDTEQ+
- 12 jobs created

Impacts

- Closing of funding rounds of \$1.9 million and \$5 million
- *Start-up Community Award 2021* for Start-up Company of the Year
- Named by Forbes as one of the top 3 start-ups in FemTech innovation

Valorization

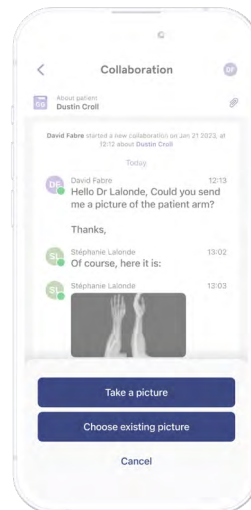


Braver: for safe, intuitive communication so that healthcare professionals can collaborate more effectively

Braver offers a highly secure, confidential and easy-to-use multi-platform application for coordinating care between different patient care providers - family doctors, pharmacists, hospital staff and others.

Partnership

Currently, the transfer of crucial patient health information between different healthcare institutions in Quebec is mainly done by fax, or by voice mailboxes for communication between healthcare professionals. Braver proposes a concrete inter-institutional and inter-professional communication strategy based on a mobile application. The company offers a communication system enabling rapid exchanges, whether by text messaging or electronic document transfer, on a highly secure platform adapted to the IT constraints of the healthcare network. The platform consolidates all patient-centric information and communication. Through its technology, Braver is working to improve information transfer, for example, in the context of home care. In addition, this application helps to reduce the psychological burden on professionals and break down professional isolation by enabling them to have all the information they need at their fingertips to make the best decisions for patients.



Progression

- Membership in 2020
- 1 MEDTEQ+ collaborative project
- 2 jobs created or maintained

Impacts

- 1st round of funding in 2020
- 2nd round of funding completed in 1 month in 2021
- Cybersecurity certification obtained from MSSS in 2021
- 3rd round of funding 2022
- Partnership with Gustav logiciel and selected in the "Système intégré volet clinique pour les Maisons des aînés - Alternatives" project of CIUSSS de la Capitale-Nationale, CIUSSS de l'Estrie - CHUS, CISSS de la Montérégie-Est, CISSS Chaudières-Appalaches, CISSS Outaouais, CISSS Montérégie-Centre in 2022
- Launch of Braver's network in the Baie des Chaleurs in 2022
- Selected to be part of the Early Adopter Health Network in Ontario 2022



Paperplane Therapeutics to improve drug-free pain and anxiety management in children undergoing various medical treatments

Paperplane Therapeutics designs therapeutic virtual reality video games aimed at improving pain and anxiety management in children undergoing various medical treatments or procedures.

Paperplane Therapeutics innovates by developing virtual reality video games based on cognitive-behavioural therapy. The aim of their solutions is to help healthcare professionals better manage the pain and anxiety of young patients undergoing medical treatment. Scientifically validated, the therapeutic solutions are unique, adaptive and comprehensive. They can be used independently or as a complement to standard pharmacological therapies. The result is an improved quality of care for patients, and greater operational efficiency for hospitals, particularly with paediatric populations.



Source: <https://paperplanetherapeutics.com/>

Progression

- Membership in 2019
- 2 MEDTEQ+ collaborative projects
- 1 MEDTEQ+ support program
- 14 jobs created or maintained, 6 students supported

Impacts

- Deployment of the solution during the COVID-19 vaccination campaign, benefiting more than 50,000 children in the Greater Montreal area
- Winner of the prestigious Merck Patient First Award in 2020
- 2nd prize at the Gala des stars du réseau de la santé Desjardins 2021
- Winner of the Coup de Cœur award in the life sciences category at the ADRIQ Gala 2022
- Health Canada registration, Class 1 medical device
- Virtual reality therapies made available at Hôtel-Dieu d'Alma, Quebec, with Telus as partner in February 2023
- The Shriners Hospital for Children in Montreal will give access to the technology to around 3,500 patients in 2024, and up to 17,500 over the next five years

Collaboration



Shapeshift 3D, the world's fastest and most reliable customization platform for orthotics, prosthetics and custom sports equipment

Shapeshift 3D creates software that automates custom adjustments of medical, protective and sports equipment to 3D scans of individuals.

Shapeshift 3D specializes in the development of software solutions to digitize and automate the customization of medical devices such as high-performance sports orthotics. The company aims to democratize custom products by bringing an innovative, scalable and cost-effective solution to businesses worldwide. With their custom solution, Shapeshift 3D hopes to see a new era of manufacturing in which products will be more efficient, affordable and durable that has the full potential for mass customization. The National Football League as well as CCM have shown interest in Shapeshift 3D's innovative custom technology.

“Rapid and targeted support from the Quebec government and MEDTEQ+ during the pandemic allowed us to accelerate our innovation cycle and translate our research results in the field of customizing medical and sports equipment to the unique characteristics of each individual into practical and concrete solutions.”

Jonathan Borduas & Daniel Béland, Founders, CEO and COO, Shapeshift 3D

Progression

- Membership in 2020
- 3 MEDTEQ+ collaborative projects
- 8 jobs and 4 students supported

Impacts

- Creation of the Kollide consortium (Shapeshift 3D, ÉTS, 3 companies (Kupol, Tactix and Numalogics) in 2021 for commercialization
- Funding of \$320 K by the National Football League

Innovation



MY01 Inc. and next-generation miniature sensors that allow health professionals to anticipate serious pathologies

MY01 Inc. specializes in the development of next generation miniature sensors that are used in various medical devices to anticipate serious pathologies such as acute compartment syndrome or compartment syndrome.

Inclusion

MY01 Inc. is a company that was founded following a research project at McGill University. Based in Montreal and growing rapidly, MY01 Inc. specializes in the development of next-generation miniature sensors that are used in various medical devices. MY01 Inc.'s mission is to enable healthcare professionals to anticipate serious pathologies to improve the living conditions of patients. One of these pathologies is the acute compartment syndrome or compartment syndrome. The compartment syndrome is a serious pathology that occurs when an increase in pressure occurs within a compartment or muscle compartment. Compartments are the collections of muscle tissue, blood vessels, and nerves in the arms and legs.



Source: <https://my01.io/fr/>

Progression

- Membership in 2016
- 2 x collaborative projects and 1 certification project (2 IMPACT, 1 Hi-DOS)
- 1 x MEDTEQ+ investment
- 8 jobs and 5 students supported

Impacts

- *Food and Drug Administration approval*
- Medical device license granted by Health Canada
- 1st post-market clinical study
- \$12.5M funding round



TherAppX, making quality digital health tools available to patients who need them

Developed by clinicians, TherAppX compiles and evaluates all digital health tools in one platform.

TherAppX was born out of a desire to contribute to more preventive and patient-centric care. It operates in the field of digital health tools (DHT), a booming industry defined by mobile applications, connected objects, and recently, digital therapies. Inspired by research and development on the subject and having learned from successes and failures from around the world, TherAppX is developing the very first applications pharmacy. It is a platform that takes the form of a library listing health applications that will be recommended to patients following an evaluation of their health problems. This assessment is completed either by the pharmacist or by the patient directly on the platform and leads to a recommendation of applications by an intelligent algorithm. Ultimately, the goal is to offer the most relevant solution to increase patient engagement with digital health tools.

“**Delivering** a model that supports research and the transfer of innovations to the real-world setting is quite a challenge. MEDTEQ+ delivers in a thorough and efficient manner thanks to its human and passionate team.”

Michael Cardinal, Co-founder and COO, TherAppX

Listening

Progression

- Membership in 2019
- 2 collaborative projects
- 15 jobs created, 15 students supported

Impacts

- Announced partnership with the Psychologists' Association of Alberta in 2021
- First U.S. client in the insurance industry in 2022
- Launch of AppGuide in January 2022, the largest resource for mobile health apps in the US
- Use of AppGuide as a resource to recommend digital self-care for the Quit to Win Challenge in 2022

MEDTEQ+, a Catalyst for Collaborations

MEDTEQ+ is always pushing the boundaries to generate positive outcomes such as this success story highlighting a multi-interdisciplinary collaboration.

CAE

DePuy Synthes
THE ORTHOPAEDICS COMPANY OF *Johnson & Johnson*

 **McGill**

Development and evaluation of a new spine surgical procedure in a physics and virtual reality FEM training platform.

Collaboration

The overall objective of this project was to develop a new physics-based surgical simulator to help train spine surgeons on a new surgical approach for the benefit of patients. Spine surgeries are among the most complicated to perform due to the complexity of the spine's biomechanical system. Conventional training for these surgeries is costly and not optimal. This new platform, based on virtual reality of new physiological data, including graphical and haptic feedback, focuses on a new approach to spine surgery.




Source: <https://www.jnjmedtech.com>

Progression


- Multi-partner project awarded at the ADRIQ 2021 Gala
- Johnson & Johnson, CAE Health Inc. and McGill University
- 9 jobs created
- 7 graduate students and 20 interns involved

Impacts


- Creation of a collaborative relationship between two multinationals, leaders in their respective field
- Technology transfer agreement in place between McGill University, CAE Inc. and Johnson & Johnson Medical
- 20 publications
- 2 speaking invitations
- 40 scientific papers
- Simulator to be commercialized soon



“The project provided a fully functional prototype of the entire surgery that Johnson & Johnson hoped to simulate. In addition, it received a Research and Industry Collaboration (RSRI) award. MEDTEQ+ has been great in fostering this project and these relationships. In addition, it has allowed us to interact with three post-doctoral students, three PhD students, and three master’s students, resulting in over 20 journal publications and 40 conference publications.”




CAE Health




“This project led to a validated and fully functional prototype of the surgical simulator for the key steps of our Teligen™ system and received the Research Industry Collaboration (RSRI) award from the Association pour le développement de la recherche et de l’innovation au Québec (ADRIQ). We have enjoyed working with MEDTEQ+ throughout the process, as they have emerged as a major co-funder and coordinator (with NSERC) of the project. We will consider working with Professor Driscoll, CAE Inc. and MEDTEQ+ in the future if another project opportunity arises.”



DePuy Synthes (Johnson & Johnson)



“The McGill-CAE-Johnson & Johnson partnership has been appreciated. Each member made themselves available to achieve the common goal of advancing the surgical simulator. The project was agile in that some of the goals were modified to accommodate new directions taken by the Johnson & Johnson team as they worked on their product development. It was a dynamic and exciting collaboration.”



Professor Mark Driscoll, P.Eng., Ph.D., McGill University

MEDTEQ+ Responds to the Priorities of its Ecosystem

This success story is a demonstration of MEDTEQ+'s agility and ability to respond to the evolving priorities of its ecosystem and environment. The COVID-19 pandemic created new opportunities to collaborate, to leverage MEDTEQ+ services and expertise in non-standard situations such as the following success story, which represented a first of its kind in over a decade of existence for MEDTEQ+.



National Research
Council Canada

Conseil national de
recherches Canada

New Canadian-Made 3D Printed Nasopharyngeal Swabs for Collection of Specimens Tested for SARS-CoV-2 in a Pandemic Setting

The COVID-19 pandemic resulted in a global shortage of several detection and diagnostic test supplies, including nasopharyngeal swabs, required for molecular RT-PCR testing. As a result, in March 2020, the Government of Canada initiated a call to action to Canadian manufacturers and researchers to share nasopharyngeal swab innovations that may contribute to the fight against COVID-19.

The project assessed whether new 3D printed or injection moulded nasopharyngeal swabs are comparable to commercially available swabs in terms of user characteristics, ability to collect a sample, and diagnostic performance using molecular RT-PCR testing. MEDTEQ+ supported the clinical testing of swabs conducted by the Universidad Peruana Cayetano Heredia in Lima, Peru with funding support from the National Research Council of Canada Industrial Research Assistance Program (NRC IRAP).



Relevance

Background

- International project with Universidad Peruana Cayetano Heredia supported by funding from NRC IRAP
- Pandemic setting
- Response to the Canadian government's call to action in 2020

Impacts

- Commercially available, both 3D printed, and injection moulded swabs have demonstrated a high percentage of concordance ($\geq 90\%$) for diagnosing SARS-CoV-2
- Seven Canadian SMEs can produce new swabs that meet Health Canada standards as a result of the clinical testing
- The flexibility, fit, and ability to navigate the nasopharynx of the swabs are similar to commercially available swabs
- The new swabs are good candidates to fill the shortage of supplies for PCR testing



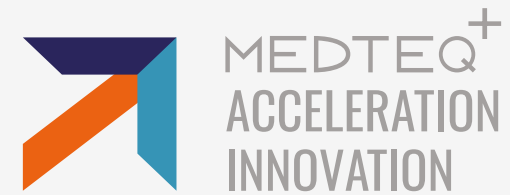
MEDTEQ+'s Added Value During the Pandemic

Within the last cohorts of the Acceleration Innovation MEDTEQ+ (AIM) coaching program offered by MEDTEQ+ in collaboration with Innovitech, the participating companies have experienced changes and adjustments in their plans and roadmaps due to the COVID-19 pandemic. Through this personalized support, these companies and their teams were able to be agile and creative in a situation of logistical, economic, technological and societal upheaval.

Here are a few examples highlighting the positive coaching impacts offered by MEDTEQ+

“As Covid evolved, we experienced a significant increase in the virtual consultation volume on the Oro Health medical platform. The system, which was already used by a few medical clinics (Dermago, YourTest) became more vulnerable to IT security breaches. It was essential to provide increased security to everyone. We, at Oro Health, have focused our efforts on implementing one of the most advanced fully encrypted data vaults.”

Émilie Bourgeault, Founder, Oro Health





“HOP Technologies received exceptional quality consulting services from the MEDTEQ+ team (MEDTEQ+ and INNOVITECH teams).

My team could always count on a great team that accompanied us from a technical, scientific and human point of view. For a small company like ours, these attributes were critical in navigating the medical, regulatory and data science bureaucracy.

On behalf of my entire team, I would like to sincerely thank you and look forward to our future successes with you and to sharing with you the fruits of our joint and concerted efforts.”

Marc-Antoine Pelletier, President, HOP Technologies

“The unprecedented global crisis that we have just experienced requires a radical change in the service offering of the entire health and wellness ecosystem that supports businesses (telemedicine, EAP, group insurance). It is therefore essential that we quickly adapt our service offering to the new realities of clients who now demand much more prevention support. We are very happy to have benefited from the expertise of our partners, including MEDTEQ+. Since our participation in AIM in 2021, our company has taken off in what can only be described as a meteoric rise.”

Michel Chioini, Co-founder, President and CEO, inpower



inpower^{mc}

MEDTEQ+'s Programs Impact

Mobilizing Beachhead™ Expertise

MEDTEQ+'s Beachhead™ initiative was designed to implement a network of specialized centers within clinical settings of excellence dedicated to the adoption of new technologies and services.

Following the launch of the first eight Beachhead™ centers in 2020, six new centers have now been added in Canada (Ontario, Alberta) and internationally (France, Germany, Israel).

The services deployed through the Beachhead™ network include but are not limited to:

- Access to industry-aware ethics committees
- Dialogue with procurement and contract managers
- Expedited access to patient databases, clinicians and equipment, tie-ins to institutional IT systems



The Role of Beachhead™

The Beachhead™ is a partnership between a clinical center of excellence and companies to accelerate the value-based adoption of innovations.

This collaborative adoption includes real-world, collaborative evaluation between patients, researchers, clinicians, healthcare administrators, governments and industry in a clear, accelerated process.

Beachhead™ centers form a network that shares evaluation processes, the best certified technologies in the network, and best training practices to improve technology implementation while increasing the visibility of each participant.

Advantages

For industries

- › Confirmation of product/market fit
- › Technology enhancement based on real-world use
- › Real-world evidence data collection
- › Opportunities to demonstrate and sell technology in one location and across the Beachhead™ network

For investors

- › Control of investment risk
- › Familiarization with the development and commercialization of medical technologies

For centres of excellence

- › Privileged access to the best medical technologies, based on their measured value
- › Enhanced reputation for clinical excellence in innovation and innovation integration

Progression

- › First 8 sites in 2020
- › 14 sites in 2023
- › Canadian network with 4 sites outside Quebec and 3 international sites (France, Germany, Israel)
- › 26 medical expertises throughout the network

Impacts

- › 21 companies supported in the Beachhead™ network
- › 40 training workshops
- › Over 24 jobs created

Solutions for Mental Health

Through an innovative new partnership with the Brain Canada Foundation, MEDTEQ+ has launched the second Call for Beachhead™ Innovations aimed at improving mental healthcare and management, an important and growing topic since the beginning of the pandemic within the entrepreneurial world, but also in the general population. Mental health remains, to this day, an unmet need due to a lack of resources, tools and technology.



Health Innovations Showcase Program

A new mandate was recently given to MEDTEQ+, the Health Innovation Showcase program, which aims to increase the percentage of Quebec-produced goods in the supply chains of Quebec's health and social services network, which were put under pressure during the pandemic. This initiative supports thematic showcase projects (e.g., seniors' homes and alternative homes, home support, etc.) that demonstrate the value of Quebec technologies to the Innovation Office of the ministère de la Santé et des Services sociaux du Québec. The Health Innovations Showcase program represents an additional \$12 million in support from the Quebec government's ministère de l'Économie, de l'Innovation et de l'Énergie over three years by accelerating access to local markets.



Notes

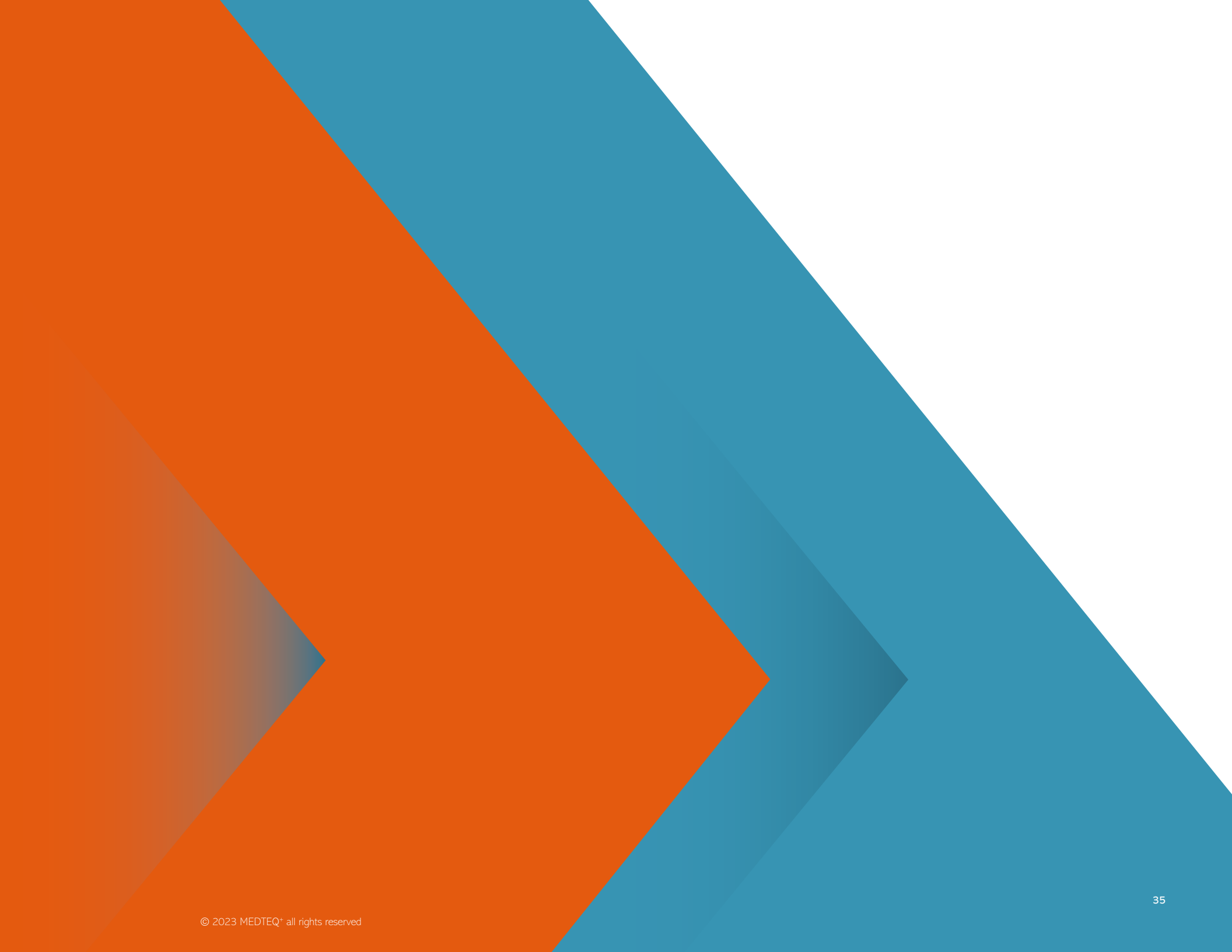
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