



synapse
Life Science Consortium



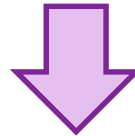
Overview & Impact: Synapse Consortium

*City of Hamilton General Issues Council (GIC)
Meeting #: 19-007 item #8.2
Wednesday, April 3, 2019
9:00am - 3:00pm*

Hamilton Ecosystem: Strengths & Gaps

Hamilton's Health Ecosystem **Strengths**

- **World-class** care delivery, research and innovation capabilities
- Growing interest in **commercialization of health innovation**
- Expertise in **digital health, biomedicine**, and **clinical trials**
- Strong supporting **academic institutions**
- Culture of **collaboration** and **cooperation**



Hamilton's Health Ecosystem **Gaps**

- **Limited institutional coordination** amongst anchor institutions around commercialization, beyond personal relationships
- **Complexity** in width and breadth of actors
- **Time-consuming** and challenging to identify and activate academic/clinical resources
- **Branding** focused on individual institutions rather promoting ecosystem as a whole
- **Nascent** start-up community in need of support, talent, and funding
- Few large private-sector **anchors companies** to activate community

Hamilton's Health Anchors Organizations Came Together



+25,000
employees
(anchors only)
+2,500 scientists



City's 2 largest
employers, 4 in top 10



\$460M in innovative
world-changing
research



Globally recognized
clinical, academic and
innovative expertise

Vision: A **collaborative hub** to drive global health innovation



Mission: To create an **ecosystem** to attract investment and develop health innovation for global export

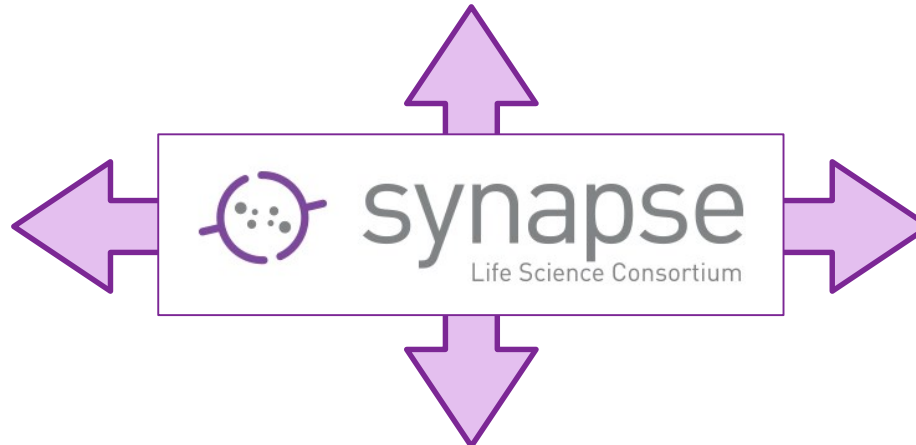
In a sentence: Synapse is an impartial **advocate** and **concierge**, facilitating networks and resources to commercialize health innovation and attract investment to the region.

Concierge to Regional and International Partners

Companies



Academic & Research



Government & Agencies



Hospitals & Providers



Int'l Partners



VCs & Investors



Impact In Our Partners Words...

“Hamilton gets it. The Synapse Consortium is a consolidated approach to investment and an example for Ontario”

-- Head of Ontario Investment Office @ BIO Boston
Ontario luncheon in a room of 500 attendees

“I look around Ontario, and what you have is unique. It differentiates you and shows there is exciting energy and activity in Hamilton.”

-- Innovation Broker, Ontario Ministry of Health
& Former CEO, GE Health Canada

Synapse Consortium: Impact and KPIs

Working with our partners, Synapse has several high-priority KPIs:

Support & Connect SMEs



- Facilitated **+1450 collisions and introductions** in support of new partnerships, cooperation and commercialization

Host Company & Investor Visits



- **+30 inbound site visits** tailored to specific Hamilton partners
- Built **international partnerships** (e.g., MOUs and Lol with Norway Health Tech, BioSaxony, Buffalo Jacobs Institute, BIO Conference, Stanford, etc.)

Synapse Consortium: Impact and KPIs (cont.)

Working with our partners, Synapse has several high-priority KPIs:

Business Investment Leads



- Key role in **companies choosing Hamilton** to establish presence or engage in projects (e.g., Gabriel Scientific, Yordas, Amina Health, Perimeter, etc.)
- +100 **meetings to promote Hamilton** at conferences and events (e.g., BIO)

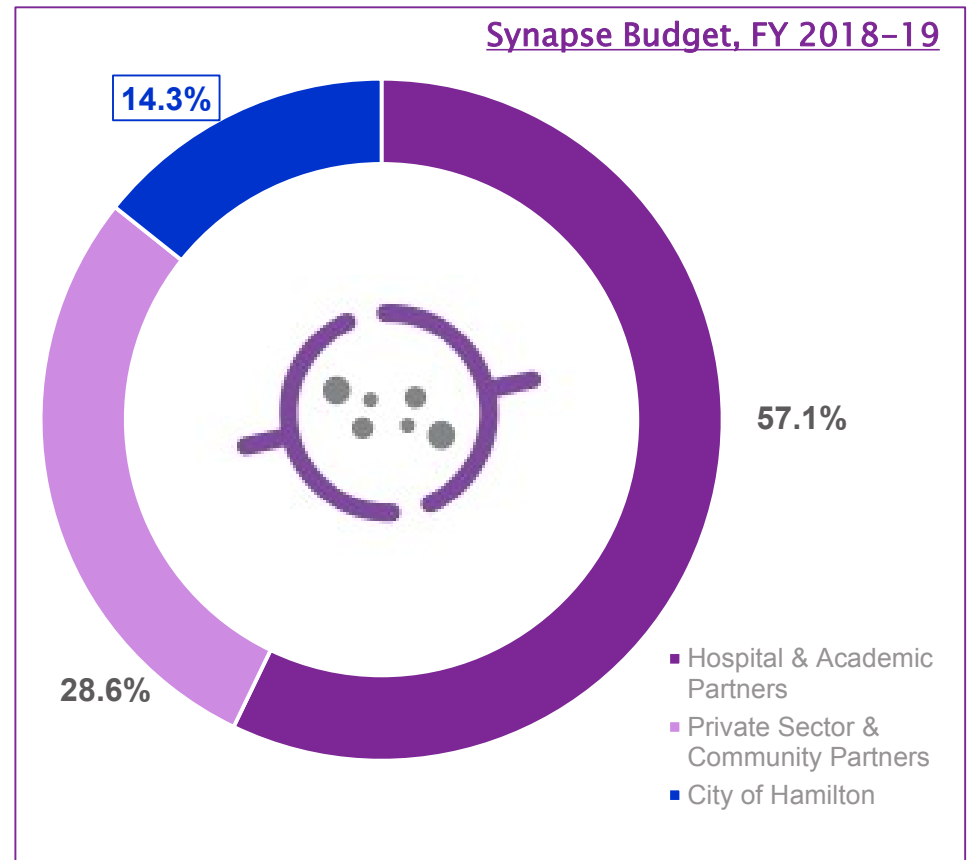
Funding & Grant Applications



- Delivered **\$770k to fund 6 commercialization projects** through Health Ecosphere (FedDev program), matching \$1.2M in partner contributions
- Coordinated **3 federal grant application** submissions with multiple Consortium partners (each +\$15M)

Value of City of Hamilton's Continued Engagement

- Demonstrates **commitment** to life sciences, a key sector identified in the Economic Development Strategic Action Plan
- Ensures **momentum** is maintained and built upon
- Enables Synapse to be **freely accessible** to start-up and scale up community
- Seat on Consortium Board of Advisors to provide **strategic guidance** and direction
- **Leverage** resources matched by contributions from key anchor institutions
- Benefits from **mutual cooperation** and coordination across institutions



Thank you

Connecting

Innovating

Researching

Transforming

Building Healthcare's Future, Today.

Testing

Manufacturing

Procuring

Adopting

Training

Exporting



synapse
Life Science Consortium

Strategic Broker to Canada's Leading
Health Research & Education Cluster

synapseconsortium.com

Hamilton, Ontario

Appendix

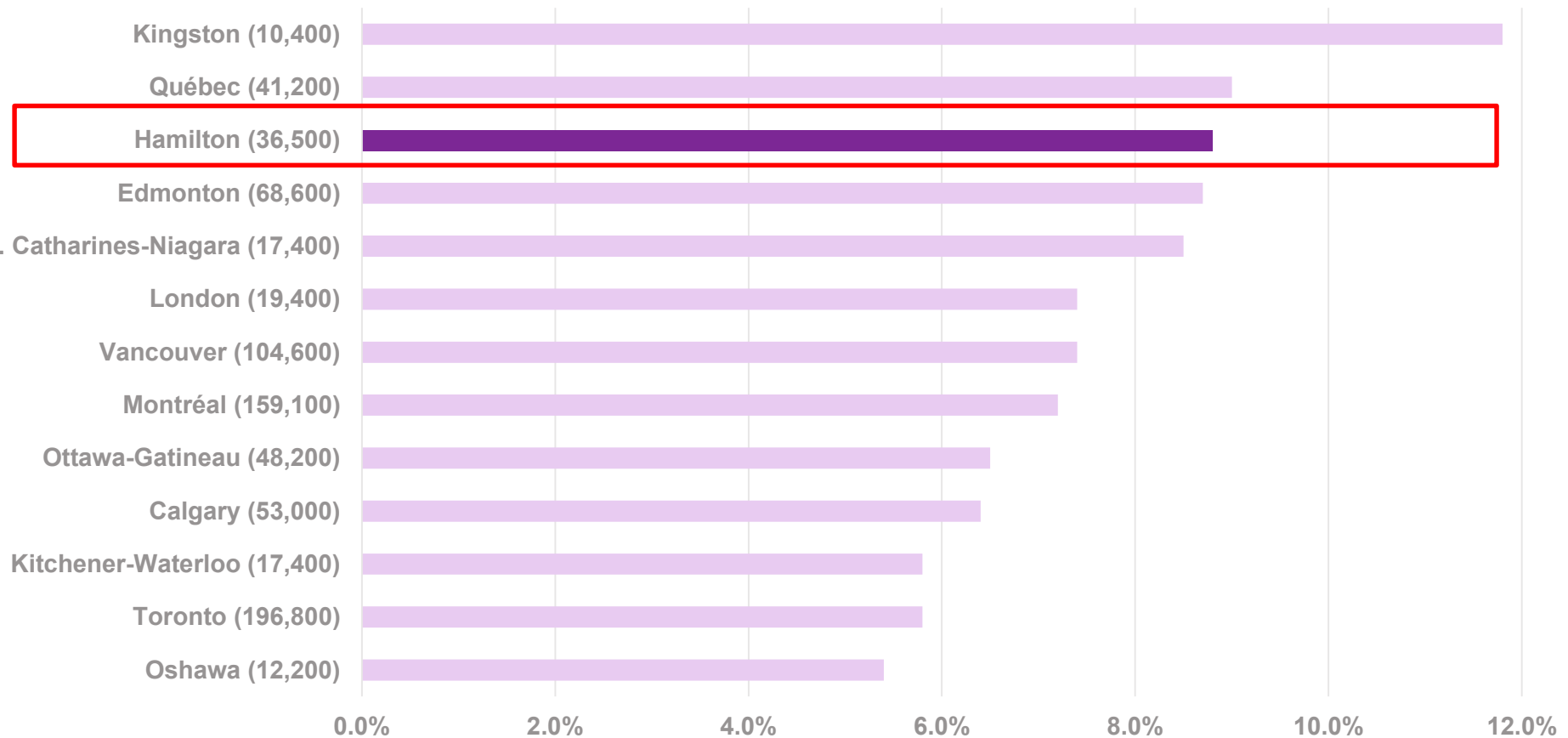
[Employment, Hamilton Life Sciences Cluster](#)

[Comparable Organizations](#)

[Priorities and Activities](#)

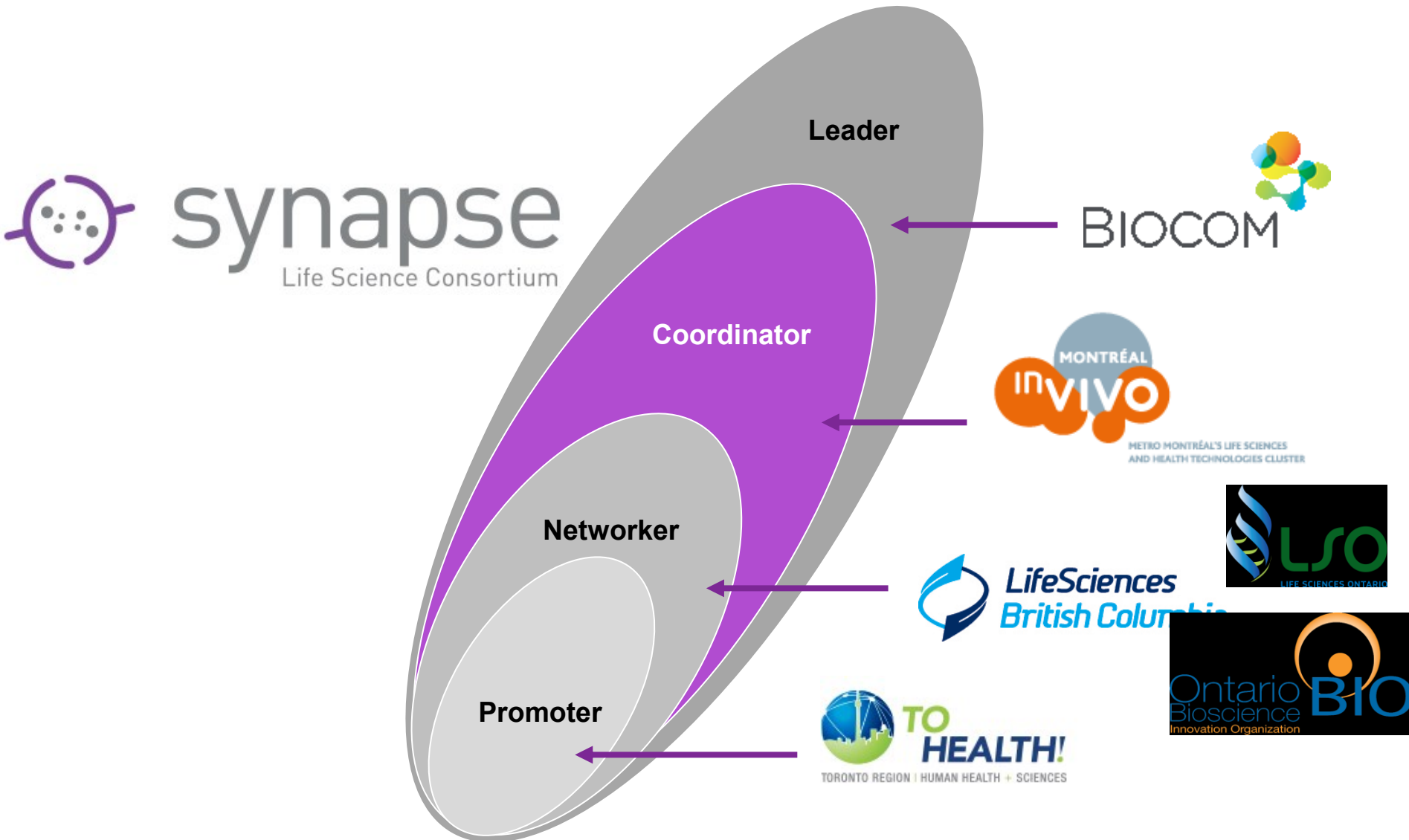
Hamilton: One of Canada's Most Health-Intensive Cities, by Employment

Health Occupation Employment, as Share of Total Employment, Aug 2018
Selected Cities



Source: StatsCanada Table 282-0158 Labour force survey estimates (LFS), employment by census metropolitan area based on 2011 Census boundaries and National Occupational Classification (NOC), three-month moving average, not seasonality adjusted. Health occupations include Professional occupations in nursing, Professional occupations in health (except nursing), Technical occupations in health, and Assisting occupations in support of health services.

Synapse: Similar Cluster Organizations



Synapse: Core Activities and Priorities

Networks and Clinical Access

- Facilitate new **partnerships and collaborations**, locally, nationally and globally (e.g., Synapse website, member director, monthly Hamilton Health Check-Ups)
- Enable private-sector **access** to academic and clinical insights, patient data, unique research capabilities, facilities and innovation assets (Health Innovation Partnership Portal)

Launch Pad & Landing Pad

- Leverage **sticky investments** with long-term pay-offs (e.g., PHRI, Fraunhofer BEAM) to attract FDI and companies
- Connect **physical innovation space and resources** to start-up community looking to scale and grow (e.g., MIP, Forge, iF)
- Establish and strengthen **(inter)national relationships** relevant to local firms (e.g., Innovate Norway, BioSaxony, NY State, London-Toronto-Montreal corridor, etc.)

Shared Narrative

- **Speak with one voice** (e.g. Hamilton is collaborative “Goldilocks” city)
- Focus on and celebrate **concrete anecdotes** of success (e.g., Health Innovation Showcase)
- Initiate **ecosystem events and initiatives** to activate and inspire community (e.g., Hamilton Health Innovation Week, Health Entrepreneur Bootcamp)
- Coordinate joint application for **project grants and funding** (e.g., Health Innovation Roundtable)