

KCA Annual Conference (Preliminary) Program

Adelaide Wine Centre, Adelaide

Timings may change depending on availability of participants.

Tuesday 14th October

Pre-conference	
10:00am – 3:00pm <i>The Gallery Room</i>	<p><i>Invite Only</i></p> <p>Title: Spinout Simulation</p> <p>Facilitator: <i>Emerald Scofield, Main Sequence Ventures</i></p> <p>Synopsis: Spinning out companies from research organisations is rarely straightforward. It involves navigating different priorities, language, and processes across researchers, TTOs, and investors. This session introduces a simulation designed to map that complexity—highlighting friction points, surfacing blind spots, and encouraging clearer collaboration. Built from real-world experience, the format helps teams test strategies, align expectations, and better support commercialisation outcomes—whether participating directly or observing.</p>
3:30pm – 5:00pm <i>The Gallery Room</i>	<p><i>Invite Only</i></p> <p>Title: Roundtable on Advancing Spinout Success</p> <p>Facilitators: <i>Erin Rayment and Rob McInnes</i></p> <p>Synopsis: This session will distil insights from the simulation and focus on practical, forward-looking steps to strengthen the spinout process. We'll explore what success looks like, reflect on the challenges and constraints we are facing in Australia and New Zealand and look at promising international approaches like the US-BOLT and USIT that aim to lift consistency and fairness. Together, we'll shape an action plan that reflects our shared needs and priorities.</p>
10:00am – 5:00pm <i>The Vines Room</i>	<p>Title: Unlock the Power of AI for Knowledge Exchange & Technology Transfer Professionals</p> <p>Facilitators: <i>Shane Kilcullen, Senior Knowledge & Technology Transfer Manager, University of Melbourne</i> <i>Peter Simpson-Young</i> <i>D'vorah Graeser, Founder & CEO, RocketSmart</i></p> <p>Synopsis: Unlock GenAI Mastery for Research Commercialisation! Tired of AI experiments with no clear results? Join our full-day workshop designed specifically for Knowledge Exchange and Technology Transfer professionals who want to harness GenAI effectively and confidently.</p> <p>Based on KCA's 2025 AI Survey, this workshop will equip you with immediate impact skills like prompt engineering mastery, platform proficiency (ChatGPT, Copilot, Claude), and</p>

	ready-to-use examples. Learn to implement simple governance frameworks and discover strategic applications for market analysis, partner identification, and more.
6:00pm - 6:30pm	Early & Mid-Career Networking Event
6:30pm-8:30pm	Pre-conference Welcome Drinks <i>Hickinbotham Terrace</i>

Wednesday 15th October

DAY ONE Hickinbotham Hall	
7:00-17:00	Registration Desk Open
7:00-8:30am	RTTP BREAKFAST (<i>invitation only event</i>)
9:00-9:15am	Welcome to Country <i>Robert Taylor</i>
9:15-9:20am	Opening address Kate Taylor RTTP <i>KCA Chair</i>
9:20- 9:35am	Deputy Premier's Address <i>To be advised.</i>
9:35- 10:25am	Keynote Speaker <i>Fairlie Delbridge</i>
10:25-10:55am	Title: 2024 SCOPR® Survey of Commercialisation Outcomes from Public Research Speakers: <i>John Grace AO RTTP, KCA Independent Board member, SCOPR® Committee Chair</i> <i>Erin Rayment, QUT</i> <i>Sharmila Gamlath, Department of Education</i> Synopsis: The importance of SCOPR® to the University sector in Australia and the summary results of SCOPR® 2024 will be presented, showcasing the exciting results of commercialisation outcomes from public research in Australia and New Zealand. Now in its eighth year of data collection, KCA invited Australian and New Zealand universities, medical research institutes and publicly funded research organisations to participate
10:55-11:25am	MORNING TEA BREAK
11:25-12.25pm	Title: Key Drivers for Successful Research Translation and Commercialisation Facilitator: <i>Francois Duvenage, The University of Adelaide</i>

	<p>Speaker: <i>Peter Murphy, University of South Australia</i></p> <p>Panellists: <i>Lusia Guthrie, Innovation and Commercial Partners (ICP) Pty Ltd</i> <i>Sanjay Mazumdar, The University of Adelaide</i> <i>Ellen Gorissen, AEA Priority Manager Lead</i></p> <p>Synopsis: Research impact is measured by real-world outcomes, effective translation and commercialisation are essential. This session explores key drivers of success, including strong institutional leadership, clear commercialisation priorities, and cross-functional alignment. It also highlights the importance of ecosystem readiness, resourced TTOs, proof-of-concept funding, incubator support, and robust IP management—all critical for moving ideas from concept to market.</p>
12:25-1:25pm	LUNCH BREAK
1:25-2:20pm	<p>Title: Political Perspective on Research Translation and Impact Outcomes</p> <p>Facilitator: <i>Michelle Perugini, University of South Australia/UniSA Ventures</i></p> <p>Speakers: <i>Andy Dunbar, Executive Director, Industry Innovation & Small Business, Department of State Development</i> <i>Dom English</i> <i>Kent Anderson, Executive Director, Australian Technology Network Of Universities</i> <i>Angeline Achariya, Advisory Board Member, AEA</i></p> <p>Synopsis: In a rapidly evolving innovation landscape, government policy plays a pivotal role in shaping the success of research translation and impact. This panel brings together political and policy leaders to share insights into how research and innovation agendas are set, funded, and evaluated. Panelists will explore how political priorities influence research commercialisation, the role of universities and industry in national innovation strategy, and the importance of measurable impact outcomes in securing continued investment. Attendees will gain a deeper understanding of the political levers that drive Australia's research ecosystem and how to align translation efforts with evolving government expectations.</p>
2.20-2:45pm	<p>Title: Playing Nice: Challenges and Opportunities for Effective Tech Transfer</p> <p>Facilitator: <i>Melissa Nugent, QUT</i></p> <p>Speakers: <i>David (Rock) Hudson, SGA Solutions Pty Ltd</i> <i>Jason Strong, Chair, Bovotica</i> <i>Emma Coath, Chair, Rocket Seeder</i></p> <p>Synopsis: When it comes to seeing commercial impact from research investment, Technology Transfer Offices are in the hot seat, carrying the torch for University-industry research partnerships, IP disclosure, protection, commercialisation deals and ultimately impact. The prevailing narrative in agriculture is particularly critical. Can TTO's be doing more? What are the other players in the system doing? And what scalable innovations could make the difference? Our panel will openly discuss the systemic challenges and opportunities that could unlock greater innovation and impact across Australia and New Zealand's agricultural and broader economies. As they consider, what it would take to play nice... and would playing nice be the best way to maximise impact anyway?</p>
2:45-3:10pm	AFTERNOON TEA BREAK

3:10-4:10pm	<p>Title: Are Universities Dead equity?</p> <p>Facilitator: <i>Kate Taylor RTTP, KCA Chair</i></p> <p>Speakers: <i>Will Charles RTTP, Auckland UniServices</i> <i>Elaine Stead, Main Sequence Ventures</i> <i>Ingmar Wahlqvist, Monash University</i> <i>Larisa Chisholm, Denteric</i></p> <p>Synopsis: Universities often take equity in spinouts but are they adding value or just diluting it? This deliberately provocative session invites founders, TTOs, investors, and sector leaders to challenge assumptions and confront uncomfortable truths. Equity-only deals are common across Australia and New Zealand, but far less so in regions like the United States, where alternative models are gaining traction. Why the difference and what does it mean for outcomes?</p>
4:10-5pm	<p>Title: Research Commercialisation: An Industry Perspective</p> <p>Facilitator: <i>Quin Chang RTTP, Care Economy CRC</i></p> <p>Panellists: <i>Evelyn Body, GM Intellectual Property and AI Governance, Xero</i> <i>Carmela Sergi, CEO, Care Economy CRC</i></p> <p>Synopsis: This session delves into the minds of industry leaders and their approach to research commercialisation, often in stark contrast to universities and other publicly funded research organisations. Join us in a candid fire-side discussion with executives from Xero a world leader in cloud-based accounting software born out of New Zealand and Care Economy CRC a \$129 million Australian partnership of 60 organisations focused on transforming the care sector. Attendees will gain insights into how industry partners assess research translation opportunities, what they look for in academic collaborations, and how universities can better align their commercialisation strategies to industry needs.</p>
5:10-5:30pm	<p>KCA Annual General Meeting</p> <p>*KCA Members Only</p>
5:10-5:30pm	<p>KCA Special Interest Groups Meet Up</p>
7-10pm	<p>KCA Conference Dinner</p> <p>Venue: <i>Adelaide Oval</i></p> <p>Presentation of Australasian Research Commercialisation Awards</p> <ul style="list-style-type: none"> • Best Industry Collaboration <ul style="list-style-type: none"> • Best Licensing Deal • Best Spin-out • Best Knowledge Exchange Initiative • Research Commercialisation Professional of the Year <p>After-Dinner Speaker: <i>George Freney, Founding Partner, 11point2 and Space Machines Company</i></p>

Thursday 16th October

DAY TWO Hickinbotham Hall	
8:45-9am	Registration Desk Open
9:00-9:30am	Keynote Speaker <i>Cathy Foley, President, Australian Academy of Technological Science and Engineering (ATSE)</i>
9:30-10:00am	<p>Title: Building Australia's Quantum Industry Panel</p> <p>Facilitator: <i>Michael Harvey, Director New Ventures, Quantum Australia</i></p> <p>Panellists: <i>Cathy Foley, Australian Academy of Technological Science and Engineering (ATSE)</i> <i>André Luiten, Chief Executive Officer, QuantX Labs</i> <i>Jayden Castillo, Chief of Staff & Director of Strategy, Quantum Brilliance</i></p> <p>Synopsis: Quantum and quantum adjacent technologies are a significant opportunity for Australia to capitalise on decades of investment into fundamental research in quantum sciences. Australia is an acknowledged world leader in quantum research, with many of the commercial leaders globally being trained in Australia. The legacy of our national focus on research excellence is that today most quantum IP developed in Australia comes from publicly funded research at our universities and public institutions (like CSIRO, Pawsey Supercomputing Centre, etc).</p> <p>In 2024 the Commonwealth Government funded Quantum Australia, our national centre for quantum growth, with the express purpose of growing Australia's commercial quantum ecosystem.</p> <p>With a growing commercial sector, more startups being created each year, and large international players coming into Australia's ecosystem, this panel will explore the massive potential that quantum technology could bring to Australia, and how we can balance nurturing a commercial sector and commercialising IP with fundamental research drivers and delivering social and commercial returns on the tax payer investment.</p>
10:00-10:30am	<p>Title: Igniting Innovation: Policy, Pathways, and Partnerships for Australian Knowledge Commercialisation</p> <p>Speakers: <i>Mark Hutchinson, Director, Institute of Photonics and Advanced Sensing, University of Adelaide</i></p> <p>Synopsis: This presentation will explore how Australia has an opportunity to strategically ignite innovation by aligning national science and research priorities with robust policy frameworks like the ARC legislation and the Australia's Economic Accelerator. We will delve into practical "how-to" pathways, from "bench to boardroom" and the "Convergence model," to foster impactful partnerships that drive successful knowledge commercialisation across the nation.</p>

10:30-11am	MORNING TEA BREAK
11am-11:55am	<p>Title: Hiding in Plain Sight - HASS are the revenue and impact generators every TTO needs</p> <p>Facilitator: <i>Anne Bannister, UniQuest & Carlie Rogers, The University of Melbourne</i></p> <p>Synopsis: This session explores how to unlock the untapped potential of Humanities, Arts and Social Sciences (HASS) research to drive commercialisation outcomes. By broadening the focus to include these often-overlooked disciplines, institutions can uncover rich opportunities for impact—accelerating innovation, diversifying IP portfolios, and amplifying the voices driving change.</p> <ul style="list-style-type: none"> • UniMelb: rollout of an IP Discovery Framework in greenfield faculties to build trust, surface hidden strengths, spotlight talent, and cultivate a pipeline of transactable IP. • UniQuest: a case study of revenue and impact generated by licensing UQ’s copyright IP in the care economy.
11:55-12:45pm	<p>Title: Impact Framework/Pathways</p> <p>Facilitator: <i>Jonathan Lacey, Cruxes Innovation</i></p> <p>Panellists: <i>Anne-Maree Dowd, Tractuum</i> <i>Martin Bliemel, UTS</i> <i>Ann Nolan, Monash</i></p> <p>Synopsis: Universities face growing pressure to demonstrate returns on research investment beyond academia, but ‘impact’ is defined and measured in many ways. This panel explores practical frameworks and pathways that clarify roles, address barriers to authentic co-design and co-production, demystify the economics of impact, and tackle data/IP sovereignty challenges. Together, we’ll reimagine how tech transfer professionals can unite relevant parties to deliver measurable, meaningful societal value from research beyond traditional commercialisation.</p>
12:45-1:30pm	LUNCH
1:30-1:55pm	<p>Title: Inclusive Innovation Ecosystems - Fireside Chat</p> <p>Speakers: <i>Elise Stephenson, The Australian National University</i> <i>Tennille Eyre, Program Director, ON Innovation Program, CSIRO</i></p> <p>Synopsis: Join us for a compelling fireside chat exploring how diversity, equity, and inclusion are shaping the future of Australia’s innovation landscape. This session will spotlight the collaborative initiative between CSIRO’s ON Innovation Program, the Global Institute for Women’s Leadership at ANU, and Wiyi Yani U Thangani. Discover firsthand insights from the soon-to-be-released Roadmap and Playbook that set a new benchmark for inclusive innovation ecosystems.</p> <p>Key highlights include:</p> <ul style="list-style-type: none"> • Strategies for real-world impact: Learn how inclusive ecosystems foster stronger innovation outcomes for all, emphasizing the transformative impact of diverse voices.

	<ul style="list-style-type: none"> • Real stories, practical tools: Be the first to hear emerging evidence, stories of lived experience, and actionable recommendations designed to support innovators and researchers from all backgrounds. • Collaboration for change: Unpack the critical role of culturally safe and accessible programs in unlocking the full potential of Australia's innovation sector. <p>Contribute to a thought-provoking dialogue at the intersection of research, gender equality, and systemic change - and explore how you can help drive meaningful progress in your own institution or network. Don't miss this unique opportunity to connect, learn, and shape the future of innovation.</p>
1:50-2:05pm	<p>Title: Inside the Spinout Engine: What the Data Tells Us</p> <p>Speaker: <i>Kate Taylor RTTP, KCA Chair and Dr Erin Rayment, QUT</i></p> <p>Synopsis: What does it really take to launch a spinout from a research organisation?</p> <p>This session presents findings from an international survey led by QUT, exploring how universities and research organisations globally are navigating and supporting the spinout process with academic founders.</p> <p>Drawing on responses from across the sector, the data reveals how institutions are managing key challenges: workload allocation, incentive structures, conflicts of interest management, venture support and deal terms. The aim is not just to benchmark, but to inform strategic planning and share practice approaches that can strengthen academic startup pathways across the sector.</p>
2:05-2:45pm	<p>Title: The Venture Builder Institute: a Proposed New Model to Accelerate Research-based startup success</p> <p>Facilitator: <i>Jonathan Lacey, Cruxes Innovation</i></p> <p>Panellists: <i>David McKeague, XonXoff Pty Ltd</i> <i>John Rock, Out The Back Ventures</i> <i>Michelle Perugini, University of South Australia/UniSA Ventures</i></p> <p>Synopsis: This session will be a discussion about the role and value in research-based spinouts of a <u>Venture Builder</u>, a temporary CEO role typically occupied by a person with market validation, sales, product definition, fundraising, teambuilding, and negotiation skills who is <i>not</i> an inventor of the tech on which the startup is based. David McKeague will speak about the value of Venture Builders in creating and accelerating new ventures where the researcher-inventors do not have these skills and/or the desire to play this role, based on his experience in this role in several spinouts. He will also speak about options to build a Venture Builder profession by engaging, training, matching, and supporting Venture Builders of this kind in a scalable way – the Venture Builder Institute. Michelle Perugini will bring the perspective of someone who has been highly successful as a researcher-inventor-founder <i>without</i> bringing in an external Venture Builder. John Rock, Director & CEO of OTB Ventures, will speak about the OTB model in which OTB, the first investor, also temporarily performs the Venture Builder role.</p>
2:45-3:50pm	<p>Title: The role of government vs private funders in valley of death funding</p> <p>Facilitator: <i>Michelle Perugini, University of South Australia/UniSA Ventures</i></p> <p>Panellists: <i>Seth Jones, Walter and Eliza Hall Institute of Medical Research</i> <i>Olga Hogan, Senior Director Pre Seed, Breakthrough Victoria</i></p>

	<p><i>Alastair Hick, Chief Commercialisation Officer, Monash University</i></p> <p><i>Andrew McLean Managing Partner, Tin Alley Ventures</i></p> <p><i>Joe Neale, Founder, Techstone</i></p> <p><i>Judy Halliday, Director, Innovation and Entrepreneurship, Department of State Development</i></p>
3:50-4pm	<p>Closing remarks for KCA 2025</p> <p>Michelle Perugini</p>

Friday 17th October

Post-conference Adelaide Wine Centre	
8:30am-1pm	<p>Title: Harnessing LinkedIn as a Communication and Professional Tool Presented by Campus Plus</p> <p>Facilitator: <i>Nick McNaughton, Founder, Campus Plus</i></p> <p>Synopsis: Want to supercharge your or your organisation's impact through LinkedIn? This hands-on 3-hour workshop will give you the expert insight and practice to supercharge your profile, engagement, and impact on LinkedIn. Breaking down the components of a LinkedIn profile, you will be guided through case studies and industry best practice to improve your profile, increase your connections and find and secure partners, staff and collaborators to support your projects and career.</p>
8:30am-1pm	<p>Title: Investor Ready: Navigating the Funding Landscape</p> <p>Facilitator: <i>Simon Wilkins</i></p> <p>Synopsis: Is Your Venture Investor Ready? Master the Art of Fundraising! Join our intensive half-day course, designed to transform your approach to securing investment for your venture. You'll gain a foundational understanding of investor expectations, strategic preparation, and effective engagement techniques.</p> <p>Equip yourself with the knowledge to strategically approach fundraising and effectively tell your story, while balancing the expectations of university stakeholders, academic founders, and potential investors.</p> <p><i>RTTP CEP Pending est 4 CEP.</i></p>