

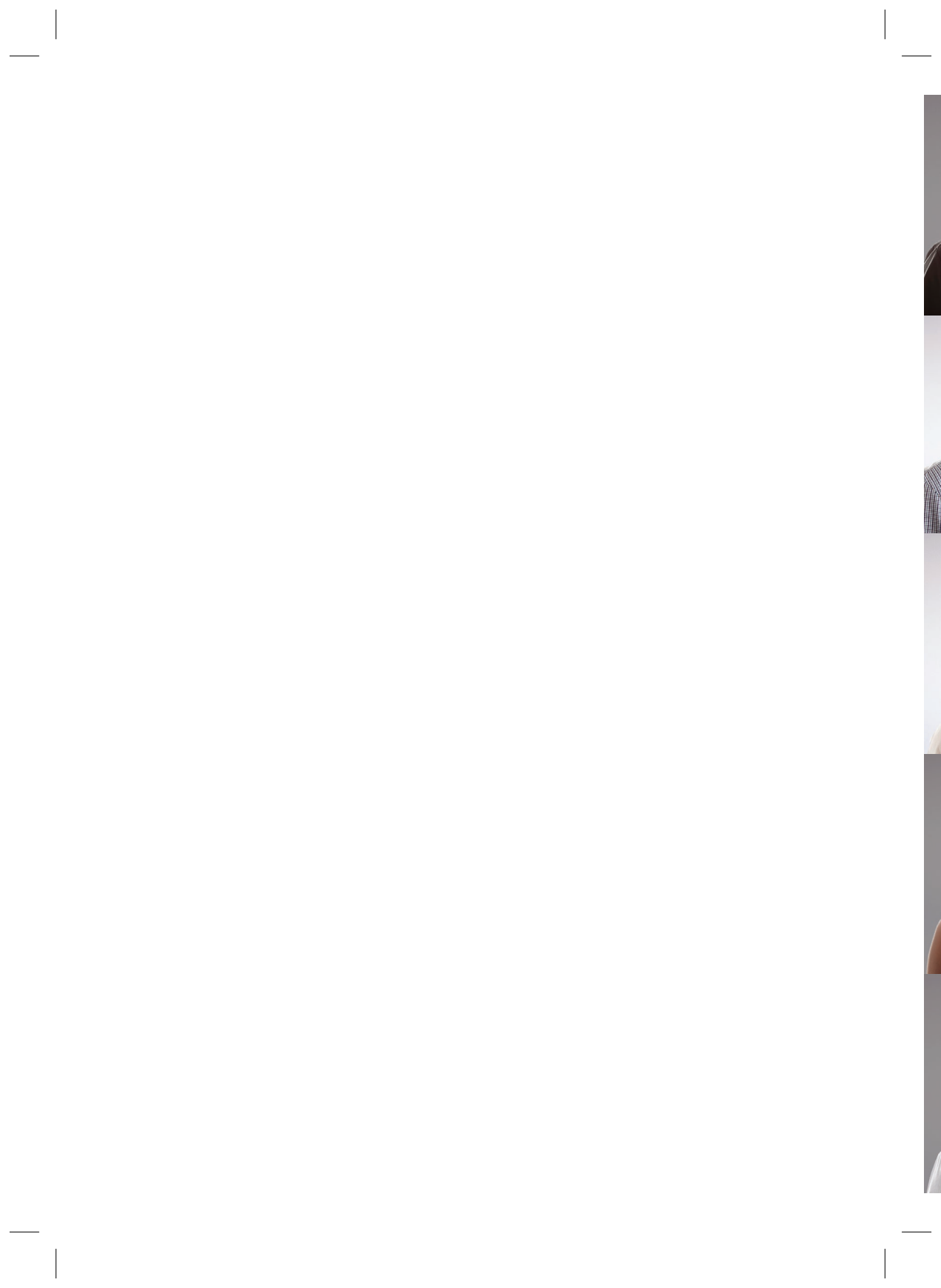


MEDTECH SILICON VALLEY PROGRAMME



Making people healthy and enhancing and protecting their lives.







DISCOVERY ENTREPRENEURS MEDTECH SILICON VALLEY PROGRAMME

Congratulations on being selected onto Discovery's inaugural Entrepreneurs MedTech Silicon Valley Programme. We are proud to partner with En-novate on this new and innovative entrepreneurial development programme and excited to have you along on this journey with us to Silicon Valley, USA. This programme is in support of the advancement of medical technology and healthcare entrepreneurial innovation.

The programme objectives are to provide local medtech entrepreneurs with the opportunity to network and learn in a global market, as well as gain access to tailored support for business growth. The programme aims to support the entrepreneurial development of technology-driven solutions in the health and wellness sectors. It will do this through engagement with, and the direct unique programme support of, South African-registered small, micro and medium enterprises. The broad objectives of the programme are as follows:

- To advance the entrepreneurial sector in South Africa through exposure to new thinking, global innovations and latest technological trends in health and wellness; exposure to globally competitive best practices, global business partnerships, investment and access to international markets;
- To help local entrepreneurs benchmark their businesses and new ideas against international product and service standards and provide support strategies to meet these standards;
- To support key national development plans, particularly in areas of healthcare, business innovation, entrepreneurship and employment;
- To support the continuous development of solutions for lowering the cost of healthcare and access to quality healthcare; and
- To support transformation and diverse active entrepreneurial participation in the health and wellness sectors.

CONTACT INFORMATION

Hilton Garden Inn Palo Alto

(27 November - 1 December)

4216 El Camino Real

Palo Alto, CA

Telephone: +1 650-843-0795

Hilton San Francisco Union Square

(1 - 3 December)

333 O'Farrell Street

San Francisco, CA

Telephone: +1 415-771-1400

Tour Leaders

Dan Brotman

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Patrice Madurai

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2016 PROGRAMME PARTICIPANTS



**Penny
Moumakwa**
Discovery

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Penny graduated as a medical doctor in 1988, and spent the next seven years working as a clinician in the private and public sectors, including at Chris Hani Baragwanath Hospital, Johannesburg General and primary healthcare clinics in Soweto. It is there that she experienced first-hand how lack of access to quality healthcare can have devastating effects on people, and further ignited her passion to develop meaningful solutions for low-income families.

In 1996, she joined Transnet as CEO of Transmed Administrators, where she developed the first low-cost medical aid option for the 35 000 blue collar workers who had been excluded from this benefit up until that point. She also led Transmed through its privatisation journey, and restructured it to be more commercial. She joined Discovery Health for the first time in 2000, leading the team that developed Discovery's first low-income medical aid scheme. This is now the largest scheme of its kind in South Africa, and has positively impacted communities across the country.

In 2002, she was offered the opportunity to take up the challenge to be the CEO of the Board of Healthcare Funders at a time when the industry was going through major upheaval with the introduction of the new Medical Schemes Act. Three years later, she returned to Discovery and helped lead the industry through manifold changes and complexities as Head of New Markets, Medical Schemes and KeyCare (low-income scheme), and was a member of the Discovery Holdings Business Exco.

She was appointed as a Board Member of Discovery Health in 2010, and took up the position as Head of People and Corporate Sustainability in 2011, which she currently holds. Her role aligns with Discovery Health's core purpose of making people healthier and enhancing and protecting their lives, while being a positive force for social good.



Allison Martin *UDoTest*

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Allison is the founder and CEO of UDoTest, a self-testing medical company that is changing the way people get tested for infections. UDoTest offers self-collected, laboratory analysed, and doctor interpreted screening tests to customers in an effort to improve the uptake of screening for treatable illnesses in South Africa and abroad.

UDoTest has already screened thousands of men and women for HPV and other STDs across the globe, and its model, which includes free counselling and referral services, is well-established and tested. UDoTest has expanded its range of tests offering the UDoHPVTest and UDoSTDTest, to the UDoColonTest and the UDoGlutenTest. Expect in the near future an online virtual consult platform for experts.



Fareed Chothia *Discovery*

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Fareed Chothia is the Strategic Initiatives Executive in the Finance team at Discovery Limited. He is a Chartered Accountant, having served articles at KPMG. He has worked in the Healthcare, Financial Services and Life Assurance sectors for a number of large listed corporates in South Africa.

He also manages the finances of Discovery Limited's Enterprise Development Fund.



Dayne Morkel *Thinta Diagnostics*

dmorkel@thintadiagnostics.com

Dayne holds an MBA, and is the Director of Thinta Diagnostics, a non-invasive medical diagnostics company focused primarily on maternal and child health. As its flagship device, Thinta has developed a non-invasive anaemia screening device suitable for rural settings. Thinta hopes that this device will dramatically reduce the number of deaths related to post-partum hemorrhage and reduce the incidence of anaemia in Africa.



Andrew Brown *Mediswitch*

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Andrew is the Managing Executive of MediSwitch, a division of Bytes Healthcare Solutions, part of the South African Alton Group of Companies.

He has over 25 years' experience in Information Technology and Enterprise Business Systems, primarily working in the utilities, manufacturing and healthcare industries throughout the Middle East.

Prior to joining MediSwitch, he was the Managing Director of MEDITECH South Africa. MEDITECH supplies, implements and maintains hospital information systems. He also worked for Nampak, a large packaging manufacturing company in various IT positions, including Business Systems Manager, Business Intelligence Manager and Business Optimisation Manager.

He holds an MBA from the Wits Business School.



Dean Hodgkiss *Look See Do*

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Dean is the founder of Looksee.do, a company that seeks to assist medical equipment manufacturers grow market share in low-resource emerging markets through optimised customer support.

Before devoting his efforts fulltime to Looksee.do, he worked at Philips Healthcare, where he was responsible for the after-sales service business in Southern Africa. Having begun his career “getting his hands dirty” as a technician performing maintenance and repairs on a range of medical equipment, he came to realise that there was a fundamental disconnect between the customer support models employed by multinational equipment manufacturers, and the actual needs of the customers in these low-resource settings.

Looksee.do was born as a vehicle to take on this challenge, and has since established a committed and talented team of biomedical engineers and developers who are pursuing the vision of making healthcare technology available everywhere, all of the time.



Nic Klopper *hearX Group*

nic@hearscreen.com

Nic has founded five successful business and exited three. He is currently the CEO of hearScreen. In addition to that, he is the founder and chairman of Build Volume, South Africa’s market leader in 3D printed bureau services and 3D printer sales. He is also an avid property investor, with a diversified portfolio of assets across South Africa.



Graham Rowe *Sancreed*

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Graham is a scientist who previously worked as a strategy consultant and insurance industry executive. He won \$300K in a national South African entrepreneurial reality TV show in 2012, and used that seed capital to start Guidepost, where he is currently the CEO. Guidepost connects people living with diabetes with an expert personal coach. Its software guides the nurse-coach and patient through the complex, data-rich process of diabetes care, including complex clinical and behavioural interventions. Over the past four years, the Guidepost platform has delivered 52,000 consults to over 5,000 patients, proving exceptional clinical outcomes with almost 500 000 clinical data points collected and analysed.

The company has recently expanded to the UK, and is launching pilots in London and Edinburgh in late 2016. To accelerate this expansion, Guidepost is currently raising a Series A funding round.



Dan Brotman *En-novate*

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Dan is originally from Boston, USA, and has lived in South Africa since 2011. He is the co-founder of En-novate, a company established with Investec that curates international trips for globally-minded individuals who want to access best practices and possible cross-border partnership opportunities. He will soon be able to call himself South African, having recently applied for citizenship.



Jacques du Toit *Patient Focus*

Jacques@patientfocus.co.za

Jacques spent 15 years post Varsity in the Pharmaceutical environment. Thereafter, he spent 3 years in medical funding and managed care sector.

In 2001, he started his own business. Jacques has a fundamental shift and belief that curative care benefits and reimbursements incentives are unsustainable. He believes that we need to change our entire reimbursement model to a wellness personalized preventative care reimbursement. Test more, prescribe less and delay visits to hospitals.

Jacques has a “can do” attitude and has a love for disruptive business models that add value to the payer in this case the member/patient.



Lebo Shange *Coincido*

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Lebo has 10 years' experience in the pharmaceutical/ medical industry. Her company, Coincido, is focused on sourcing and supplying innovative products that assist patients to self-diagnose and reduce time spent in front of healthcare professionals and costs. Its primary customer base is the private sector, but it is looking to expand into the public sector, where the majority of the population is serviced. Coincido believes in identifying laboratory tests that can be replaced with rapid tests in order to save time and costs, and ease the burden on the National Health Laboratory Service. It is also interested in patient monitoring technology that will save home test results and send it to the Healthcare Professional for monitoring and intervention.



Masego Mhajane *M-Squared Medicals*

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Masego has over 13 years' experience in the medical engineering field. Her company, M-Squared Medical, specialises in medical equipment sales, rental, advisory and maintenance. She has experience in general hospital equipment, computed tomography, magnetic resonance imaging as well as ultrasound imaging. She was recognised by Toshiba Medical in Japan as one of the few women trained on CT equipment, and was also recognised by Toshiba Medical Japan as a Regional Instructor for Toshiba Ultrasound Equipment - a certificate is only held by two individuals in the African Sub-Saharan region; this qualifies her to conduct technical training that is on par with training received from the manufacturer.



Nneile Nkholise *Med Tech*

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Nneile is a social entrepreneur and founder of iMed Tech, which manufactures custom-made breast prosthesis using Computer-aided design techniques and additive manufacturing technologies. She holds a Btech Mechanical and was one of the finalists in the SAB Foundation Social Innovation awards 2015, and in the development category and people's choice award. She was recognised as Africa's top female innovator at the World Economic Forum on Africa, held in Rwanda in 2016.



Sheraan Amod *RecoMed*

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Sheraan is serial technology entrepreneur, having previously founded the personalised publishing start-up Personera (later acquired by Impression Works LLC), the seed investment company Springlab, and RecoMed. RecoMed is an online healthcare marketplace and booking platform seamlessly connecting service providers and patients via medical schemes, insurance brokers, clinic groups and other channels. As CEO, he has steered the company to become the fastest growing health platform in Africa, with plans to launch in India in 2017. Having previously spent two years in with his start-up in New York, he eventually returned to South Africa. He is passionate about high growth opportunities in both developed and emerging markets.



Zukhanye Mayekiso *Geo-Q Technologies*

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Zukhanye is the founder and CEO of Geo-Q Technologies. After several years of years honing his skills in the industry with leading Geographic Information System (GIS) companies, he founded Geo-Q Technologies. His primary goal is to change how individuals and organisations visualise and interact with location-based intelligence to gain insights, improve efficiencies and decision-making. The intersection of geography, maps and technology has allowed him to combine his passion of business and location to build Geo-Q Technologies flagship product, Geo-Map.



Patrick Carmody *UX Foundry*

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Patrick started his career as a strategic planner in communications agencies in South Africa and London. His digital career started after working with Groupon during the period of its South African launch. He was captivated by the commercial promise of disruptive business models and the network effect that they can create. He started UX Foundry in 2013, and after starting out as a digital development house, it moved into the product development realm, where it has had success with X&Go (custom instant messaging for business) and uWina (an online promotional competition platform).



Dan Gladulich *Discovery*

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Dan graduated from the University of KwaZulu Natal, Durban with a degree in Sports Science. He started his career at Discovery in the Discovery Vitality Brand Marketing team where he was encouraged to combine his interest in the wellness industry and great passion for creating excellent brand experiences through compelling integrated social media marketing strategies. He now heads up the Social Media portfolio for the Discovery Group. He relishes any opportunity to collaborate with thought-leaders to develop articulate and captivating social media strategies to engage communities and build brand affinity and respect.'



Ryno van Eeden *Discovery*

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Ryno is a Business Architect at Discovery Health, the largest health insurance organisation in Southern Africa. His areas of research include artificial intelligence, virtual reality, gamification and remote medical care. He often serve on advisory boards and steering committees for new products and services.

He is considered a subject matter expert with extensive domain knowledge in the areas of health care providers, new business development, underwriting and claims adjudication. He works closely with Discovery's Executive and R&D teams in order to identify the capabilities required for meeting strategic goals. He has been involved in a number of ground breaking and strategic projects aimed at putting Discovery ahead in the health care insurance market. He was part of the team that launched one of the first mobile applications for doctors in South Africa.



Aki Anastasiou *Primedia*

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Aki is one of South Africa's top technology journalists. He currently hosts a technology show on Radio 702 called "Technobyte", as well as a weekly television show on CNBC Africa called "TechBusters". He writes for various publications which include Acumen, Diversions and The Margin. He also facilitates and delivers keynote addresses at many technology conferences and helps organisations prepare for the digital disruption that is affecting every industry.



Sibongile Gumbi *iVacBio*

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Dr. Gumbi holds both a PhD and MBA, and is the founder and CEO of iVac Biotherapeutics, a vaccine manufacturing start-up. iVac uses the latest vaccine manufacturing technology in the form of plant-based expression systems to manufacture quality vaccines far quicker and cheaper than current vaccine production methods. The technology holds promise for the prevention and treatment of infectious diseases. She has held numerous posts in the area of technology and innovation management, including Group Executive, Biotechnology, then Executive, Innovation and Enabling Support at the Technology Innovation Agency; Intellectual Property and Commercialisation Manager, then R&D Outcomes Group Manager, at the Council for Scientific and Industrial Research; and Manager, Business Development and Commercialisation at MRC.



Nisha Maharaj *Niche Integrated Solutions*

nisha@nicheintegrated.com

Niche Integrated Solutions (NIS) was established with the sole purpose of meeting the demands of technology within the corporate South Africa. It aims to create a niche market to bring innovative and global best practice technologies into the country, thus inspiring radical technological transformation. Her long-term objective is to inspire ICT entrepreneurs to achieve their objectives and ambitions. NIS is helping to empower 1,000 ICT business entrepreneurs in the City of Johannesburg.



Siraaj Adams *Iyeza Health*

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Siraaj has over 10 years' experience in HIV disease management. He holds a pharmacy degree, MBA and MPH, and is a current board member of HIV Clinicians Society, SABCOHA and TB/HIV Care. He successfully launched the NDoH HIV Mobile App. Iyeza Health is primarily a logistics company that supports health systems currently in existence and strengthens and enhances health programme sustainability over time in local communities. It seeks to ensure seamless integration across the health services system in terms of drug prescription, review, dispensing, provision and delivery, including a fully-tracked health logistics service that allows people to monitor the delivery of their medicines door-to-door.



Shelley Roberts *Discovery*

Shelleyr@discovery.co.za

Shelley graduated from the University of Natal, Pietermaritzburg with a degree in Psychology, and has spent many years in the corporate world. After working at Nando's, she spent six years in the UK working for HSBC, where she gained extensive knowledge in banking and IT. After returning to South Africa, she starting working at Discovery, where she has held various roles, all of which have given her great insight into the fields of Procurement, Supply Chain Management and Enterprise Development. She currently sits within the Corporate Sustainability team, heading up Discovery's Enterprise Development programme and B-BBEE strategy. She has a passion for developing entrepreneurs, and strives to uphold Discovery's vision of being a powerful force for social good.



Robin De Cauwer *LifeAssay Diagnostics*
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Robin currently works for LifeAssay Diagnostics, a Cape Town-based biotech company involved in the design, research, development, production and commercialisation of point-of-care (POC) diagnostic tests for human, veterinary and industrial use. He is the product manager/specialist for LifeAssay's new range of commercial products, and is also the company's marketing and sales developer.

The range he markets includes the world's first 3-in-1 fat burn test called LIPOstix ,which is fast, easy and 99% accurate, as well as SPORTstix for sports performance and monitoring. All of the commercial tests will be combined with a mobile application for the management of one's lifestyle, disorder or disease. LifeAssay Diagnostics also specialises in personalised medical products for cardiac diseases, diabetes and oncology.



PATRICE MADURAI

Patrice heads up Global Partnerships, and is currently based in Boulder, Colorado. She is the founder of The Cupcake ReSolution, an initiative that aims to assist individuals in low-income and rural areas to apply for and acquire identity documentation. In 2015, she became one of the first-ever Queen's Young Leaders for her work in this sector, and was presented with the award by Her Majesty, Queen Elizabeth II at Buckingham Palace.

ITINERARY

DAY ONE – Sunday 27 November 2016

16:00 Groups lands

19:00 Welcome and ice-breakers

18:00 Arrives at hotel

19:30 - 21:00 Dinner at the Hotel

DAY TWO – Monday 28 November 2016

09:30 - 11:00 MedTech Briefs with founder Doug Limbach

Originally started in 2010 by patent attorney Doug Limbach, Medtech Briefs are periodic updates sent by email to keep subscribers informed of developments affecting the medical device community. More recently, the Medtech Briefs website has been added as an additional resource for entrepreneurs who are bringing important medical technologies to patients. New content is frequently being added to this site.

<http://www.medtechbriefs.com>

12:30 - 13:30 Lunch and session at Schwegman, Lundberg & Woessner

Schwegman Lundberg & Woessner intellectual property lawyers seek to be the highest quality provider of intellectual property (IP) services. To further their mission of providing cost-effective, high-quality protection for their clients' IP, the firm concentrates

on patent drafting, prosecution, related client counseling and opinion work, and supports litigation through opinion work, IP audits, consulting and expert witness services.

<https://www.slwip.com/about/>

13:30 - 14:00 Q&A with Wilson Sonsini Goodrich and Rosati

Wilson Sonsini Goodrich & Rosati is the premier legal advisor to technology, life sciences, and other growth enterprises worldwide. They represent companies at every stage of development, from entrepreneurial start-ups to multibillion-dollar global corporations, as well as the venture firms, private equity firms, and investment banks that finance and advise them. The firm's broad range of services and practice areas are focused on addressing the principal challenges faced by the management, boards of directors, shareholders, and in-house counsel of their clients.

<https://www.wsg.com/WSGR/Display.aspx?SectionName=about>

15:30 - 16:30 Visit to Medable

Medable provides the fastest path to a secure, HIPAA compliant healthcare application for researchers, startups, pharma, payers, and academia.

<https://www.medable.com>

18:30 Dinner

DAY THREE – Tuesday 29 November 2016

08:30 - 09:30 Overview of the Internet of things and Healthcare.

11:00 - 12:00 Civic with Vinny Lingham

IP protection overview and Q&A with fellow South African entrepreneur Vinny Lingham

<https://www.civic.com/about>

12:00 Lunch and drive to SF

13:00 - 14:00 Chan Zuckerberg Biohub with Dr Joe Derisi

Committed to solving the world's biggest problems—together. They find and invest in the best and brightest scientists. They create environments for true and free-flowing collaboration. They provide the best technology and tools available—and if they don't exist yet? They build them.

<https://czbiohub.org>

14:30 - 15:30 QB3 at UCSF

MedTech incubator and venture fund at the University of California San Francisco

<http://qb3.org/about>

16:00 - 18:00 Meet up at Launchpad Digital Health

Networking event and engagement session with seed-funders and mentors

<http://www.launchpdh.com>

19:30 Dinner

DAY FOUR – Wednesday 30 November 2016

08:30 - 09:15 Visit to Healthtap

Their mission is to measurably prolong the life expectancy of humankind and help everyone Feel Good by providing immediate access to top medical experts and their trusted health advice anytime, anywhere.

www.healthtap.com

10:30 - 11:30 Stanford Byers Center for Biodesign

At Stanford Biodesign, they envision a world where health technology innovators around the globe have the immersive, collaborative, cutting-edge training they require to thrive. The experience, credibility, and talent developed and cultivated here at Stanford Biodesign positions us to play an increasingly active role in strengthening the health technology innovation ecosystem for innovators, providers, and patients everywhere.

www.biodesign.stanford.edu

12:00 Lunch

14:00 - 15:00 IDEO Health

Redesigning the way that we provide healthcare

<https://www.ideo.com/work/health-and-wellness>

16:00 - 19:00 Drug Pricing in 2016: Implications for Biotech, Pharma and the Future of Healthcare

Agenda

16:00 | Registration & Networking

17:00 | Panel event – Q&A

18:15 | Networking

19:00 | Close

<http://www.biopharmaconsortium.com/bay-area-events/>

DAY FIVE – Thursday 1 December 2016

08:00 - 11:00 Private Meetings in Palo Alto

11:30 Check-out of hotel and drive to SF

12:30 Lunch in SF

13:30 - 14:30 IP Welkin Health
Patient relationship management simplified.

<https://www.welkinhealth.com/home>

15:30 - 16:30 Tarmac

Helping foreign entrepreneurs to successfully land in SF

<http://www.tarmacsf.com>

17:00 Shopping and exploring Union Square

19:00 Dinner

DAY SIX – Friday 2 July 2016

08:00 - 11:00 Private Meetings in San Francisco

11:30 - 13:00 Panel discussion with founders from Blumio, MeVoked, Razzberry and Vitls and lunch

14:00 - 15:00 Indiegogo - How to launch a crowdfunding campaign for devices.

https://www.indiegogo.com/#/picks_for_you

15:30 - 16:30 Tour of the Nasdaq Entrepreneurial Center

<http://thecenter.nasdaq.org>

18:00 Dinner and First Friday Art Walk

DAY SEVEN – Saturday 3 December 2016

Site seeing in San Francisco

// Subject to change

16:00 - Depart to SFO

Discovery

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