



**Australia India
Business Exchange**

Innovative Health Bootcamp

In partnership with:
AstraZeneca, NASSCOM and ANDHealth



If you are an Australian digital health company and planning to expand into India but don't know how – be a part of Austrade's AIBX virtual bootcamp.

An excellent opportunity for companies pioneering in digital solutions in the early detection, treatment and prevention of:

- Lung Health (specifically Lung cancer and COPD)
- Kidney Disease (specifically chronic kidney disease)
- Antimicrobial resistance

Austrade is delivering the program to help Australian businesses increase knowledge and networks to scale their business into India. The bootcamp will be delivered in partnership with:

- **AstraZeneca A. Catalyst Network** – global biopharmaceutical company
- **CSIRO** – Australia's national science agency
- **ANDHealth** – Australia's leading provider of accelerator, incubator and commercialisation programs for digital health technology companies
- **NASSCOM** – India's apex body for the IT and BPM industry

Timeline

March 1 – 18, 2022

The bootcamp will take place over multiple sessions with pre- and post- support available to participants.

Digital health and MedTech opportunities in India

India's healthcare sector is expected to reach A\$518 billion by 2022. The Indian Government plans to increase public health spending from the current 1.15 per cent to 2.5 per cent of the country's GDP by 2025 and has introduced favourable policies for digital transformation of the healthcare sector. During the pandemic, digital platforms helped address the challenge of inaccessibility of clinics and doctors and limitations faced by vulnerable populations in traveling to healthcare facilities due to infection risk. Austrade identifies opportunities for Australian Intelligent health solutions to be integrated into the Indian digital health value chain.

Indian National Digital Health Mission (NDHM) presents opportunities for Australia's digital health technology providers in areas of remote care and monitoring, digital therapeutics and diagnostics, AI, genomics, cyber security, e-prescription etc.

Who should participate?

High-growth Australian digital health companies that are ready for international expansion, with:

- innovative product or solution for chronic disease diagnosis and management, especially in kidney, lung and antimicrobial resistance areas
- interest to expand in India within the next 24 months
- product or solution commercialised or ready to be commercialised within the next two years

What's in it for me?

Successful applicants will go through a deep dive on the Indian healthcare market led by industry experts over two weeks. This will include:

- Exclusive workshops to help you develop market entry strategy, covering topics like navigating local regulations, clinical pathways, protecting intellectual property, pitching for potential venture capital fundraising
- One-on-one business development advice and mentoring
- Strategic introductions to potential customers, partners, key opinion leaders, investors and industry bodies
- The entire bootcamp will be delivered online and free of charge
- Successful applicants may be considered for additional support through CSIRO's SME Connect innovation programs or the AusIndustry Entrepreneurs Program if they also meet the key eligibility requirements

Eligibility

- You must be a founder/co-founder/CEO of the company
- You have an innovative digital health product ready to commercialise or have a tested prototype ready to go to market
- You must be in operation in Australia and filed business activity statements showing ongoing trading in at least three consecutive years.
- Your business will have annual turnover or operating expenditure in one of the last three financial years between A\$1.5 million and A\$100 million
- You must be ready to scale into international markets
- You must be available to participate in the virtual sessions mission from March 1 - 18, 2022
- All participants must meet Austrade's eligibility criteria for services:
 - Are a registered business with active ABN
 - Conduct activities that deliver a net economic benefit to Australia, including ownership of IP or innovation that they seek to represent during their participation in the mission
 - Are an ethical business that will not bring the reputation of Australia into disrepute
 - Applicants will articulate their vision, traction, scalability, differentiation and market relevance as part of the application form

Virtual Sessions Delivery

10-12 hours each week of sessions will be delivered virtually for approximately 2 hours a day. Participants will be required to attend all sessions live – in the morning in India/late afternoon in Australia.

Apply

Apply to participate by 26 November, 2021.

Places are strictly limited and applications are subject to competitive assessment.

Successful candidates will be notified by 10 December, 2021.

Enquiries

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About AIBX and Austrade

The Australian Trade and Investment Commission – Austrade – is Australia Government's trade and investment promotion agency. We are experts in connecting Australian businesses to the world and the world to Australian businesses.

The Australia India Business Exchange (AIBX) program is the Australian Government's flagship trade and investment program for India aimed at growing commercial partnerships and outcomes, increase both way trade and investment between Australia and India.

Learn more: [Australia India Business Exchange – Austrade](#)

About AstraZeneca (AZ) and the A. Catalyst Network

AstraZeneca is a global, science-led biopharmaceutical company focusing on four key health technology opportunities:

1. Drug
2. Medical devices,
3. Digital health solutions
4. Medical diagnostics

AZ A. Catalyst Network aims to address the rising burden of non-communicable diseases (NCDs) in the country.

It complements AZ's strategic partnership with the National Association of Software and Services Companies (NASSCOM), enabling them to run an accelerator program for health start-ups to develop patient centric solutions, and supporting the thriving start-up culture in India.

About CSIRO

As Australia's national science agency and innovation catalyst, CSIRO solves the greatest challenges through innovative science and technology.

We work with organisations large and small, delivering world-leading research and development solutions to help their business innovate, improve and grow. With 5,000 experts, state-of-the-art facilities, and a global collaborative research network we bring together the best and brightest minds to drive strategic growth and overcome unique business challenges like no other.

Our Infectious Disease Resilience mission is focused on improving Australia and the region's preparedness for, and response to, pandemics. With partners, the mission is currently developing a roadmap aimed

at identifying science and technology priorities to bolster Australia's pandemic defenses, increasing sovereign capabilities and medical supply chain integrity; and growing Australia's MedTech sector across diagnostics, vaccines, and therapeutics.

Our CSIRO SME Connect team provides a single point of contact for Australian small to medium sized enterprises (SMEs) to interact with CSIRO, Australian universities and public research organisations.

About ANDHealth

ANDHealth is Australia's only commercialisation organisation dedicated to digital health, with a specific focus on digital medicine and digital therapeutics. The novel ANDHealth+ incubator piloted in 2018-2019 and since supported 10 companies to raise over \$ \$63.2, create 321 jobs and impact more than 239,000 patients in just three years. ANDHealth's unique cooperative commercialisation model has led to significant growth within Australia's nascent digital health sector and continues to be a driving force for the development of sovereign capability in evidence-based, regulated digital health technologies.

About NASSCOM

The National Association of Software and Service Companies (NASSCOM), a not-for-profit industry association, is the 32 year old, apex body for the 194 billion dollar IT BPM industry in India. NASSCOM Centre of Excellence (CoE) for IoT & AI is a multi-year program established by Ministry of Electronics & Information Technology (MeitY), Government of India, in association with NASSCOM under Public-Private Partnership to create a pan-India AI and IoT ecosystem through collective capacity building and capability development. The NASSCOM CoE is a platform for intelligence-sharing and technology collaboration between stakeholders to build collective capabilities for the industry and country in the cutting-edge areas of Lifesciences and Healthcare, Manufacturing, Agriculture, Enterprises, and host of industry verticals.



Privacy

Personal information provided to Austrade is protected by the Privacy Act 1988 (Cth). The personal information you provide as part of your application will be recorded, used and disclosed by Austrade for the purpose of assessing your application and for any other purposes required or authorised by law. Austrade may transfer the information to its other offices, including overseas offices, and the information may, from time to time, be stored overseas through this process. Your information will be collected and stored via third party software and computer servers and your application will be lodged through a third party platform.

If you are applying for a program in which Austrade is partnering with another organisation, your personal information including personal information received by Austrade during and after your time in the program will also be provided to that organisation to assist with verifying your application. Your personal information may be provided to a third party organisation to evaluate the success of the program. If you are successful in your application, in order to maximise your benefits from the program, we may confirm to a third party that you are a program participant so that you are eligible to receive goods or services from that third party at a discounted rate. If you provide personal information of other people to Austrade (such as names and contact details), you MUST ensure that you have informed, and obtained the consent of, those other people to the information being provided to Austrade and Austrade using this information for the purpose of assessing this application.

If the personal information supplied is incomplete or inaccurate, we will be unable to assess your application. If your personal information, such as your contact details, changes, you can advise Austrade of the new information by emailing aibx@austrade.gov.au. You can also access, change, or request the removal of the information Austrade holds about you at any time by emailing aibx@austrade.gov.au. For further information on Austrade's Privacy Policy click [here](#).

If you have any queries or concerns or to make a complaint, please contact the Austrade Privacy Officer at privacy@austrade.gov.au.

