



WINTER - FALL 2023

RESIDENCY

Residency

Residency @ The Clinic is a nine-month program for health care innovators who are committed to moving their health innovations forward and looking for a fast-track approach to validate and grow their business while building up their critical network. Residents will commit to joining our monthly Residency Rounds as well as gain valuable insight from 1:1 coaching throughout the program. During the Residency, innovators will be supported through three sprints with guidance from our community to focus on key gaps or pivot points in their innovation, whether it's focused on the feasibility, desirability, or viability stage of their venture. Residents will have access to work out of the Clinic's Collision room during the residency program.

By the end of the Program, Residents will have made pivotal advancements in their innovations and will have expanded their professional network. Residents are welcome to keep in touch with their coaches and mentors as their venture progresses by joining our Clinic on Demand membership program.

Residents commit to one group session per month and two coaching meetings per month with the opportunity to add on additional mentorship hours to support their progress.

Application process

Residents will be selected based on their level of commitment and the readiness of their innovation. Successful applicants will be invited to meet with The Clinic staff in January to learn more about their health innovation, followed by Q&A. This interview process will decide acceptances into the program, to be announced by early February 2023.

Eligibility criteria:

Any researcher, clinician, student and/or entrepreneur developing a health or biomedical innovation. At least one member of the team must be currently affiliated with McMaster University.

Please email the completed application form to healthinnovation@mcmaster.ca by 4:00 p.m. EST on **January 30, 2023**. Applications will be accepted on a rolling basis until the application deadline.



healthinnovation.mcmaster.ca

Monthly Residency Rounds

These round table discussions are exclusively for Residents to meet monthly around a common entrepreneurial issue or roadblock facilitated by an expert in the field. Each session is 1.5 hours with the first 15-20 minutes devoted to introducing the topic and highlighting key elements followed by round table discussions and peer to peer support.

Date	Theme	Details
February 14, 12:00 p.m.	Welcome	Residency introductions, presenting The Clinic's Innovation Roadmap and how it can be used as a guide for milestone setting, walk-through of the resources available in The Clinic's Members Portal, etc.
February 28, 12:00 p.m.	Business model development	Discussing key strategies and considerations when building out your business model.
Sprint 1		
March 28, 12:00 p.m.	Go-to-Market Strategy	Understanding different aspects of creating a go-to-market strategy as well as articulating your innovation's value proposition to important stakeholders.
April 25, 12:00 p.m.	Building your network	Connections are key towards moving your healthcare innovation from idea to adoption. We'll discuss finding your champions, early adopters, partners, etc.
Sprint 2		
May 30, 12:00 p.m.	Reimbursement, health technology assessment	Highlight specific considerations and requirements for seeking reimbursement for your innovative product or process.
June 20, 12:00 p.m.	Funding, investments, what's out there!	Discussing non-dilutive and dilutive funding: grants, pitch competitions, angel investment, venture capital investment, seed, and series investment rounds.
Sprint 3		
July 24, 12:00 p.m.	Topics TBD based on cohort requests	
August 22, 12:00 p.m.	Topics TBD based on cohort requests	
September 26, 12:00 p.m.	Topics TBD based on cohort requests!	

Clinic Collision Series

At our Clinic Collision series, we welcome the Clinic mentors and coaches to hear residents pitch their innovative ideas. Leading up to these sessions, residents will work with their innovation coach to identify key project objectives to focus on. During these pitches, residents will share their upcoming sprint objective and we encourage mentors and coaches to offer any support or insight to help residents tackle each sprint objective. Residents will pitch their innovations four times throughout the program kicking off sprints 1, 2, and 3 as well as an end of year showcase. Sprint objectives can be anything from building an initial low-fidelity prototype, determining your business model, developing your regulatory strategy, filing your patent, initiating testing of your product etc.

Date

March 21	Sprint 1	Each team pitches their innovation & highlights the first milestone they aim to achieve.
May 16	Sprint 2	
July 18	Sprint 3	
October 3	Showcase	Resident showcase, invite the Clinic community and members of the Hamilton ecosystem to hear the residents' journey and next steps.

About Sprints

Sprints help teams focus on one big goal together in a short span of time. This process is especially beneficial for start-ups while building a business to ask and answer big questions, test ideas and make progress. The five most important outcomes of sprints according to HBR are:

1. Sprints help you start (and remain committed),
2. Sprints move you from abstract to concrete,
3. Sprints keep you focused on what's important,
4. Sprints force crisp decision-making (design, test, & implement results),
5. Sprints encourage fast follow-up

*After a sprint, you need to incorporate what did you achieve & what happens next?

Each sprint during the residency provides opportunities to gain further insights with appropriate actions, as well as preparing you to move forward towards your goals.

Connections @ THE CLINIC

September - June,
Second Tuesday of each month
2:30 p.m. -3:30 p.m.



Our Connections @ The Clinic series provides inspiration and insight towards breaking down barriers for health care innovators. Hosted by Lianna Genovese, CEO of ImaginAble Solutions Inc., each month will feature a different health entrepreneur who will discuss their innovation pathway and key lessons learned. All are welcome to these open sessions and residents will have the opportunity to meet with the speakers for some one-on-one conversations.