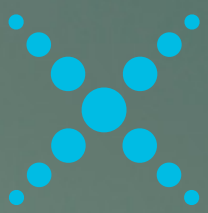


# Innovations2012

January Issue



**ATP**  
**Innovations**  
**named best**  
**internationally**  
**connecting**  
**incubator.**

**LX Design House**  
**wins Cool Company**  
**Award.**

**SpeedX speeds**  
**forward.**

**Client news.**  
Covering Carbon Systems, Biopower  
Systems, Marathon Targets.

**Events.**  
Check out upcoming events.

**ATP Innovations**  
Success multiplied



# January Newsletter.

# From the CEO.

## ATP Innovations named best internationally connecting incubator.

ATP Innovations was awarded the 'Best Internationally Connecting Incubator 2011' Award at the 10th Annual 'Best Practices In Science Incubation' conference, Skycity Auckland Convention Centre, New Zealand.

This prestigious, global award went to the incubator with the strongest track record in connecting its portfolio of companies with global markets, based on a benchmarking study and jury evaluation.

ATP Innovations is the first Australian incubator to win an award in the entire history of the competition. This reflects the burgeoning startup scene in Australia.

"Global expansion is an imperative for the majority of emerging technology startups to enable swifter investment returns. We've established a number of stellar international initiatives and linkages, which over 90% of our clients have been able to leverage successfully. This is the global aspect of the innovation ecosystem we provide our clients with," said Hamish Hawthorn, CEO of ATP Innovations.

Two of ATP Innovations' most successful emerging technology companies to enter the global arena are Marathon Targets, a producer of robotic smart targets for live fire training and NeuClone, a biotechnology company specialising in mammalian cell line engineering for the biopharmaceutical and biomanufacturing industries.

## LX wins Anthill's Cool Company Award.

LX Design House has won the 6th Annual Anthill Magazine Cool Company Award for Innovation. The Award was based on the originality and strength of its business model, as well as its track record of generating dramatic improvements over current conventional solutions for its electronics design house clients.

LX Design House, part of the LX Group of companies, is an electronics design consultancy specialising in the development of embedded systems and wireless technologies. The LX Group of companies have developed a diverse range of new products, solutions and subsystems for their clients, including; devices for Blackhawk helicopters, mind controlled robotics, next-generation

Cochlear implant systems, 3D mid-air holographic interfaces, cutting edge emergency alert systems, pyrotechnic initiation systems, 3D printer subsystems ... the list is long and the projects are ... well, "cool" and innovative.

The electronics design house team within the LX Group is an elite group of engineers who can develop quality new electronic devices in exceptionally short timeframes.

The Cool Company Awards is Anthill Magazine's platform to publicly acknowledge and celebrate Australian organisations that are doing things differently to bring about positive change.

Phone: +61 2 9209 4133  
Web: [www.lx-group.com.au](http://www.lx-group.com.au)

On behalf of the team at ATP Innovations, I'd like to wish you all the best for the festive season. It's been an exciting year for all of us in the startup ecosystem, with tremendous activity from all fronts – new startups, companies securing investment, and the all-important exits that start the cycle again.

What has been most pleasing for me has been the rising profile of innovation and entrepreneurship in the general media – reports on the investment into Australian companies by prominent US venture firms, the positive impact of successful Aussie entrepreneurs in the Valley, and some outstanding acquisitions.

2012 promises to be another exciting year. We are hosting Startmate again, with the program kicking off in early January and we are looking forward to working with the next batch of exciting web and mobile companies. Our bizNetClub program launches on the 19th of January and we hope to see you here to welcome the start of the year.



From all of us at ATP Innovations, we wish you a safe and successful 2012.



Hamish Hawthorn



Sam Klistorner and Simon Blyth of LX Design House are pictured receiving the Cool Company Award with Anthill's James Tuckerman (middle), courtesy Anthill Magazine.

LX Group is this month's featured startup. Visit [youtube.com/atpisydney](http://youtube.com/atpisydney) to watch LX Group's vox pop.



## SpeedX speeds up genetic diagnostics.

SpeedX Pty Ltd has non-exclusively licensed its proprietary MNAzyme technology to Universal Biosensors ("UBI").

SpeedX's MNAzymes technology in combination with Universal Biosensors diagnostic biosensor will allow Universal Biosensors to access the burgeoning molecular diagnostics market, which is estimated to reach approximately US\$6.2 billion by 2015.

MNAzymes are sensitive and highly selective compounds that can detect almost any DNA or RNA sequence, including cancer biomarkers, viruses and bacteria. One of the greatest strengths of MNAzymes is their ability to robustly detect multiple sequences simultaneously, providing a cheap and easy alternative for multiplexing. This huge versatility, combined with affordable and fast manufacture, makes MNAzymes ideal for use in diagnostic products.

By incorporating MNAzymes into UBI's strip technology, UBI will seek

to develop a molecular diagnostic platform that can deliver rapid, low cost results at the point-of-care, and thereby providing significant advantages to patients.

"This agreement demonstrates the potential value that MNAzymes can bring to companies looking to develop genetic diagnostic product," said Caroline Fuery, Director of Product Development.

"We are well placed to pursue further licensing opportunities going forward and expect further deals as the specificity and multiplex abilities of MNAzymes become more widely known."

Phone: +61 2 9209 4470  
Web: [www.speedx.com.au](http://www.speedx.com.au)



SpeedX's MNAzymes technology accelerates the detection of DNA or RNA sequences to identify cancer biomarkers, viruses and bacteria.



## Marathon Targets ships robots to the US.

Marathon Targets has recently shipped its first batch of robots to the US as part of the \$50 million contract with the United States Marine Corps it secured last year. Marathon Targets makes smart target robots for live-fire marksmanship training.

Possibly the most sophisticated and realistic smart targets on the market, these autonomous robots provide users with challenging human-like targets.

After an evaluation of the technology over the last year, eight smart targets are now ready for use by the US Marine Corps in Quantico Virginia.



Smart targets bound for the US.



Phone: +61 2 8090 7202  
Web: [www.marathon-targets.com](http://www.marathon-targets.com)

## CarbonSystems named global leader in energy management systems.

A fresh analysis of the world's energy management software vendors has named CarbonSystems a Green Quadrant leader as big business struggles to manage spiralling energy costs and risks to energy security.

Independent analyst firm Verdantix judged Australian company CarbonSystems as one of four global leading software vendors of 2011 based on an independent, fact-based comparative analysis of companies offering energy management software applications.

Verdantix said CarbonSystems' recognition was a result of its strong capability in energy management functionality, proven integration ability, expertise in energy domains, an impressive customer base, and strong partnerships.

Phone: +61 2 9209 4300  
Web: [www.globalcarbonsystems.com](http://www.globalcarbonsystems.com)



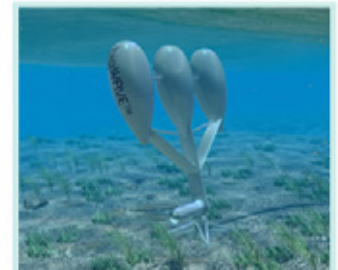
## BioPower Systems raises \$5m for wave energy.

Ocean energy company, BioPower Systems has been awarded \$5 million under the Victorian Government's Sustainable Energy Pilot Demonstration Program.

The funding will be applied towards the \$14 million pilot demonstration of the company's 250kW bioWAVE ocean wave energy system at a grid-connected site near Port Fairy, Victoria.

This pilot demonstration is part of BioPower Systems' path towards commercialising sustainable ocean power-conversion technology based on mimicking the behaviour of marine life.

Phone: +61 2 9146 4420  
Web: [www.biospowersystems.com](http://www.biospowersystems.com)



The bioWAVE ocean wave energy system.

## ATP Innovations awarded UWS Partnership Award.

ATP Innovations has been awarded a University of Western Sydney (UWS) Partnership Award in recognition of its ongoing support of the university and students through outstanding partnership and engagement.

It represents the ongoing, open and dynamic engagement between the two organisations fostering technology advancement and commercialisation opportunities, and through the delivery of the Successful Innovation Workshop, the commercialisation boot camp for postgraduate students.



ATP Innovations' Director, Dr Barry Westlake receives the UWS Partnership Award.



# Upcoming bizNetClub events for your calendar.

19 January

## **bizNetClub 2012 kick-off!**

With the summer holidays fading, it's now time to get into gear for the 2011 business year. Come join us for this social event to kick-off the new year and catch up with business colleagues and share your business plans for 2012!

24 February

## **End-of-Month social drinks in the Atrium.**

With special guests from the university technology transfer offices.

29 March

## **bizNetClub event: social media.**



Connect with us through LinkedIn and Twitter (ATPIInnovations), where we will soon host discussions under the ATP Innovations Entrepreneur Network group. You can read more about our activities and our portfolio companies on the ATP Innovations blog at [www.atp-innovations.com.au](http://www.atp-innovations.com.au).



ATP Innovations named best internationally connecting incubator, read more in our cover story.

**Bartier  
Perry**

**OAMPS**  
INSURANCE BROKERS



An Australian Government Initiative

**AusIndustry**

Australian Technology Park  
Innovations Pty Ltd.

ABN 15 092 808 850  
Suite 145 National Innovation Centre  
Australian Technology Park  
4 Cornwallis Street  
Eveleigh NSW 2015 Australia  
Phone: +61 2 9209 4444  
Fax: +61 2 9319 3874  
Email: [info@atp-innovations.com.au](mailto:info@atp-innovations.com.au)  
Web: [www.atp-innovations.com.au](http://www.atp-innovations.com.au)

**ATP Innovations**  
Success multiplied