




INCUBATE

Class 9

IN PARTNERSHIP



UNIVERSITY OF
SYDNEY UNION



THE UNIVERSITY OF
SYDNEY



Fostering Entrepreneurs and Startups at University

Incubate

Team



Jo Morrison
Director, USU
Innovation
Programs



**James
Alexander**
Program
Manager



Lizette Lee
Community
& Events
Manager



**Christopher
Michaelides**
Entrepreneur
Associate



Mike Nicholls
Resident
Entrepreneur



Bikash Lalani
Program
Coordinator

INCUBATE is an intensive 14-week accelerator program focused on developing entrepreneurs.

Since 2012 over 70 startups from the University of Sydney have received access to INCUBATE grant funding, a community of dedicated mentors and co-working space. This year we have increased the number of startup places in the program, and are excited to launch a pre-accelerator program called Proto.

Proto will help students learn about the world of startups, how to pursue their business idea and potentially be accepted into a future class of INCUBATE.

We are proud to have the backing of the USU and The University of Sydney, our industry partners and leading mentors - developing talent within our community to build innovative businesses for Australia's future.



@SydneyIncubate #Class9 #LenovoInnovate

In Partnership



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THE UNIVERSITY OF
SYDNEY

Principal Sponsor

Lenovo™

Industry Partners



Venue Partner

HOST^{CO}

Industry Supporters



**We are the leading
university startup
program in Australia,
helping students and
researchers launch new
companies.**



Achievements

over 100

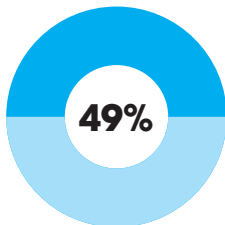
mentors & advisors
in our network

Mentors volunteered

800+ hours

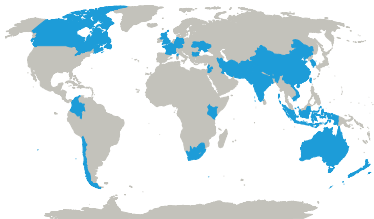
of time to class 9 startups

**backed 70 startups
in 5 years**



are still active

founders are from



26 countries

our startups have
raised over

\$9 million

our companies
are worth over

\$40 million

Class 9 startups

11 nationalities



\$144,633+

total revenue
generated

1347+

customer leads

178+

paid customers
acquired

30% female founders



4 

undergraduate
students

9 

post-graduates
/ researchers

2 

alumni

7 

scholarship
recipients

Earth AI

ARTIFICIAL INTELLIGENCE FOR MINERAL EXPLORATION

EARTH AI helps mining explorers find gold and other minerals.

We de-risk and shorten total exploration time by at least 50% and increase chances for mineral discovery via embedding machine-learning data analysis into geologist's daily workflow.

Delivered via our web platform, EARTH AI gives geologists location suggestions about where to look for mineral exposure. In response to daily user data uploads, it creates precise geological maps from satellite, geophysical and geochemical data.

- One customer paying \$3k per month
- Over 6000 new exploration targets estimated for first customer, several overlay with existing mines
- Three customers currently on trial subscription

Contact

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EARTH AI

Artificial Intelligence for Mineral Exploration

Notes

GoRepp

EMPOWER YOUR CUSTOMERS TO GROW YOUR BUSINESS

GoRepp is a referral platform that focuses on motivation and constant engagement with a businesses customer base. Simply inviting friends at the checkout is not enough, we capture the customers attention through almost every stage of their life cycle ensuring they invite their friends and family.

Once they have made their first invite, they enter a competitive environment, trying to beat your other customers and become your gold ambassador.

By providing motivational tools, and the ability for your business to use their customers for site, social and street referrals, GoRepp takes full advantage of your customers total available network.

- Six businesses using first version of product
- Successful trial street campaign for one business with two ambassadors, generating 40 genuine leads in 3 hours
- Building premium version

Contact

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Notes

HapTech Medical

DETECTING BREAST CANCER FOR BETTER SURGERY

HapTech is a medical device that attaches to current surgical tools. We help surgeons locate breast cancerous tumors in real-time. It is used during surgery, after the skin has been cut, to survey the diseased area.

HapTech is like a metal detector but for cancer. It provides quantitative feedback to the surgeon when it detects tissue that is indicative of cancer. In turn, assisting the surgeon to identify healthy and abnormal tissue and then removing any abnormal cancerous tissue with enhanced precision.

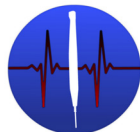
- Developed functional MVP: performed live testing on breast cancerous tumor in NSW Cancer Council operating theatre
- Organizing clinical trials with Royal Prince Alfred Hospital
- Interviewed 60+ surgeons and collaborated with 4 breast surgeons

Contact

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HAPTECH

Notes

Hind Technology

MAKE WITH MASSO

We design and manufacture an advanced computer controlled manufacturing system called MASSO that helps our clients to run their machine precisely and much faster to increase production quality and quantity.

In the process of understanding client needs we have been able to help machine manufacturers start manufacturing new types of custom machines for Asian markets with custom features in the MASSO controllers.

- Shipped over 250 units worldwide to USA, UK, South Africa, India, Germany, Switzerland, Thailand and more
- Have a USA based machine manufacturer using our controllers in their machines, and are in talks with other machine manufacturers
- Have clients using MASSO in production machines making over 1200 parts a day with MASSO for automotive industries

Contact

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Notes

iDissent

TAKE THE GRUNT WORK OUT OF WRITING A COMPLAINT

iDissent is a consumer advocacy company that specialises in writing personal letters of complaint. Our clients tell us in plain English about the nature of their dispute and their ideal outcome, then we compose a reasoned and professional letter of complaint that they can send off themselves.

iDissent assists and advocates for our clients by articulating the basis of their claim in a manner that is both cost effective and highly scalable through a sophisticated system of automation.

- 9 complaints completed across market segments including consumer, workplace disputes, harassment, airlines and small business
- 100% customer satisfaction, repeat clients and referrals
- The CSIRO selected iDissent as the recipient of its global venture award, including seed funding, in the Sydney Genesis Startup Program.

Contact

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iDissent 

Notes

Nicslab

MAKE SCIENTIFIC INSTRUMENTS SMARTER

Nicslab is a hardware and software developer dedicated to helping academia and industry by providing smart lab instruments. We extend power supply instrument capability uniquely via a power hub device called Xpow.

Power supply is the heart of every electronics system. Unlike conventional power supply that is bulky, expensive and hard to control, Xpow is compact, easy to use and affordable. We currently hold a US provisional patent.

- Sold and shipped three Xpow
- 63 customer leads
- Two overseas distributors adding the product to their catalogue

Contact

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Notes

Plannertrip

GENERATE AWESOME ITINERARIES INSTANTLY

Plannertrip allows travellers to generate awesome customized itineraries in less than 10 seconds.

The travel planning process is a long chain of events where people need to search, discover and book different accommodation, attractions, things to do, restaurants, etc, to finally organize all of them in a logical manner to start their journey.

Plannertrip generates personalised travel itineraries in an easy to follow visual interface. Travellers can easily mix maps and activities via drag-and-drop to create an awesome trip.

- Prototype which generates automatic and recommended itineraries of different cities around the globe
- More than 200 itineraries created and over 1000 visits since February 2017
- Over one million tourist activities, more than 14,000 destinations and growing

Contact

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Notes

Space Ops Australia

BUILDING LAUNCH VEHICLES. ENSURING ACCESS TO SPACE

Space Ops is a launch provider for small satellites. We provide frequent, individual launches for the fast growing satellite market.

No more waiting, no more compromise. Our proprietary rocket is manufactured to order, carrying 3kg payloads to orbit.

We believe Australia has an opportunity to lead in the growing space industry. Space Ops exists to take us there.

- First engine built and tested
- Coordinating with Department of Defence
- Proprietary guidance system technology

Contact

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SPACE OPS

Notes

Vouchify

FIND THE BUSINESSES YOUR FRIENDS LOVE

Vouchify is based on the idea that the best way to find a great local business or service provider is through a personal word-of-mouth recommendation from somebody you know and trust.

Vouchify is a mobile app that lets you instantly find nearby businesses that have been vouched for by your Facebook friends or phone contacts. It's like being at a BBQ with friends and asking if anyone can recommend a great hairdresser, a swimming coach, or any other small business.

Vouchify is also powerful for business owners as it allows them to proactively gather recommendations from their existing customers and generate sales leads through word-of-mouth.

- Over 500 Eastern Suburbs businesses onboarded, with over 50% very actively using the app
- Built a great app – positive feedback from both businesses and consumers
- Category finalists for the 2016 StartCon Australasian Startup Awards and for the 2016 Anthill Cool Company Awards

Contact

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Notes

Winkd

MATCH AT THE SAME PLACE, SAME TIME

Winkd is an inclusive social, mobile dating application that is focusing on the LGBTQ+ Market.

It allows users to check into a location and express interest in people that are in the same location, real time. We eliminate the painful barriers to singles meeting that comes with online dating, such as proximity, timing and genuine interest, truly driving people together more efficiently and helping LGBTQ+ individuals find each other through inclusive settings and curated locations.

- 602 signups before release
- PR - Mashable Article with 1.4k views, FBI Radio Startup Interview
- Built the app in two months for two platforms

Contact

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Notes

Guest alumni in demo area

Respiratory Innovation

**HOLD YOUR BREATH TO SAVE
YOUR HEART**

Contact

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Respiratory
INNOVATIONS

Sonder Design

**WORLD'S FIRST E INK™
KEYBOARD**

Contact

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S O N D E R

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Support and partnership opportunities

Interested in getting involved? We'd love to hear from you!
hello@incubate.org.au

We are looking for:

Program Partners: Innovative companies to partner with INCUBATE, providing sponsorship to support and fund our programs' growth and development.

Program Mentors: Do you have an entrepreneurial background and/or specialised industry experience? The skill set of mentors depends on the startups in each intake.

Seed & Angel Investors: We look for experienced investors who believe in supporting new entrepreneurs to join the investment rounds in our companies. Our startups will often look to raise their first seed-investment round after the accelerator program, which typically ranges from 100k to 500k.



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@sydneyincubate



bit.ly/incubateyoutube

Innovation Programs



INCUBATE ACCELERATOR

14-week intensive program with \$5,000 grant, office space, mentoring and much more



PROTO PRE-ACCELERATOR

learn about the world of startups and find out how you can pursue your business idea



ONE-ON-ONE MENTORING

get advice from our resident entrepreneurs on the next steps for your business



sparkX
AN INCUBATE INITIATIVE

support to host on-campus events on technology, innovation, or entrepreneurship

INCUBATE.ORG.AU

Thank you to our Principal Sponsor

Lenovo™

#LenovoInnovate



APPLY FOR THE NEXT INTAKE

YOU COULD RECEIVE \$5000 AND BECOME
THE NEXT INCUBATE SUCCESS STORY.

APPLICATIONS FOR CLASS 10 CLOSE ON
MONDAY 12 JUNE 2017

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