

## **ZIG Innovation Fellowship Program**

### **A. Overview**

ZIG Ventures is a venture investment and commercialization company that focuses on investing into healthcare biomedical technologies companies and proactively develops these companies by working side by side with the founders, building key capabilities and driving commercialization through its global key opinion and distributorship networks.

We also work alongside our portfolio companies to support them in their products' registration, market penetration, and distributorship management activities in the Asia Pacific region.

Since March 2021, ZIG Ventures has been appointed a partner under the Enterprise Singapore Innovation and Enterprise Fellowship Programme.

*The Innovation & Enterprise Fellowship Programme (IFP) aims to grow the pool of deep-tech talent in Singapore that can support the commercialisation of deep-tech research and bring nascent technologies to market. Researchers, Scientists, Engineers (RSEs) or working professionals with technical or business development background can apply to enrol in the training programmes, where one would be able to develop commercialisation skills through formal training and on-the-job training with accelerators or their portfolio startups.*

### **B. Structure of Fellowship Program**

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|----------------------------|--|
| <b>Stage 1 (3 Months)</b>  | In-house training on Product Development & Launch Process and Plan   |
| <b>Stage 2 (3 Months)</b>  | Attachment to Portfolio Company to Identify Commercialization Gaps   |
| <b>Stage 3 (12 Months)</b> | Attachment to a Portfolio Company to Deep Dive and Drive Initiatives to Close Gaps or Improve Processes, Procedures, or Product Design |

### **C. Technology Commercialization Skillsets to be Acquired by Fellow**

- Generate and understand commercial product requirements for developing and launching a medtech product in key markets like USA, Europe or China
- Voice of Customers - Speak to customers to come up with a product specification (understanding market needs); defining product and getting customers' feedback
- Design Verification and Validation - Coming up with a product that meets regulatory requirements.
- Regulatory Technical File Preparation – Understand key market regulatory requirements and prepare technical file to address the requirements

## D. Requirements of Fellows

- i. Fellows participating in the programme must be Singaporeans or Permanent Residents.
- ii. Fellows must belong to one of the following profiles:
  - a. Research Scientist or Engineer (RSE) in a local Institute of Higher Learning or A\*STAR Research Institute
  - b. Employed in an industry within a technical role, with at least 3 years of working experience
  - c. Employed in an industry within a business development role, with an aptitude in Science, Technology, Engineering and Mathematics (STEM) discipline, and has at least 3 years of working experience
  - d. PhD holder in a STEM discipline.
- iii. Fellows **MUST NOT** have prior Innovation and Enterprise (I&E) experience in **BOTH** Technology and product development & Business and market development

*These are general requirements for consideration under the Innovation Fellowship Program. Additional requirements may be specified depending on the project selected by the fellow.*

## E. Potential Project Attachments

**Project 1 Company** – Biobot Surgical Pte Ltd, medical device company focusing on prostate cancer robotics navigation system ([www.biobotsurgical.com](http://www.biobotsurgical.com))

**Post Program Position** - Product Manager

**Qualifications** - At least a Bachelor's degree in an engineering or science discipline.

**Description** - Support product marketing activities including the launch of a new generation of robotic navigation system for prostate procedures, product messaging and positioning development, sales enablement including competitive positioning and collateral creation and dissemination, physician customer engagements, clinical and technical service support, distributor management, and commercial guidance for education and training materials and programs. Fellow expected to travel extensively.

**Project 2 Company** – Biobot Surgical Pte Ltd, medical device company focusing on prostate cancer robotics navigation system ([www.biobotsurgical.com](http://www.biobotsurgical.com))

**Post Programme Position** – Software Engineer

**Qualifications** - At least a Bachelor's degree in an engineering or science discipline.

**Description** - Developing an Artificial Intelligence for Automated 3D Modeling of the Prostate Gland and a Software Module to Aggregate and Curate Patient Data to Personalize Treatment Plans. Keen interest in raster image processing and algorithmic 3D modeling; kinematics and robot control. The modules have to be submitted for FDA and CE clearances and the fellow is expected to drive the development process and prepare the technical files for submission.

**Project 3 Company** – Endofotonics Pte Ltd, medical device company focusing on realtime gastrointestinal disease stratification ([www.endofotonics.com](http://www.endofotonics.com))

**Post Programme Position** - R&D Specialist, AI & ML Development

**Qualifications** – At least a Bachelor’s degree in computer engineering or computer science with experience with AI, machine learning and data analytics for imaging devices.

**Description** - Refine AI algorithm for gastroenterology diseases. Support clinical trials with overseas centers in Asia, Europe & China. Developing Artificial Intelligence algorithm(s) for diagnosis of early cancer within the gastrointestinal tract (Oesophagus, Stomach & Colon) and a software module to aggregate and curate relevant patient data into a database to allow for mining and continuous improvement on the performance of the diagnostic algorithm(s). The fellow is expected to establish an AI algorithm development framework, establish the AI algorithm development processes & software tools that meets regulatory requirements. Both the algorithm(s) and framework and processes will be subjected to regulatory clearance such as CE & FDA.

**Project 4 Company** – Endofotonics Pte Ltd, medical device company focusing on realtime gastrointestinal disease stratification ([www.endofotonics.com](http://www.endofotonics.com))

**Post Program Position** - Product Manager

**Qualifications** – At least a Master’s degree in an engineering or science discipline with more than 5 years of working experience relating to project management, marketing or technical sales preferred.

**Description** - Identify clinical value proposition & establish business cases within value chain for solutions to be developed. Support product marketing activities including the launch of new generation of early cancer diagnostic system for the gastrointestinal tract, product messaging and positioning development, sales enablement including competitive positioning and collateral creation and dissemination, physician customer engagements, clinical and technical service support, distributors management, and commercial guidance for education and training materials and programs

**Project 5 Company** - ZIG Medtech Asia ([www.zma.com.sg](http://www.zma.com.sg))

**Post Programme Position** – Technology Commercialization Manager

**Qualifications** – At least a PHD in an engineering or science discipline

**Description** - Identify high potential medtech projects with IHLs, A\*Star, healthcare institutions for potential incubation by ZIG Group and subsequent spin-off.

## F. Contact Us

Interested candidates for the ZIG Fellowship Program should contact Ms. Sally Chan at [sally.chan@ziggroup.com.sg](mailto:sally.chan@ziggroup.com.sg) and provide a cover letter (indicating your interest in which project) and resume.