



The New Zealand Health IT Cluster

BUSINESS DEVELOPMENT FORUMS

September 2009

ACCESS TO CAPITAL

This is the second forum in The Business Development Forum Series 2009 hosted by the Cluster. This Forum will be held in Auckland only.

Forum Outline:

Do you need growth capital now or in the future? The *'Access to Capital'* forum will provide you with a rounded overview of what you need to consider when looking to raising capital. Speakers include representatives of those who provide capital (Angel Investors and Venture Capitalists) and also those who have received it and they will be talking about their experiences!

The Forum then concludes with a valuable opportunity to network with your colleagues over a glass of wine and there will be an opportunity to meet with the new Cluster CEO, **Dougal McKechnie**.

We would like to thank Vodafone and Simpl for sponsoring this Event.

Forum Programme:

- *John Quirk of Howard & Co - "Pragmatic guide to Raising Capital"*
- *Phil Holliday of Powerhouse Ventures & Holliday Corp - "Angel investments"*
- *Dave Tinkler of Emendo Ltd - "Becoming an Investee"*
- *Matthew Houtman of Pioneer Capital Partners - "Venture Capitalist"*

Attendees will need to sign in at reception on arrival and wait for security to direct you to the WOW space. Ample parking is available on the streets out front.

Forum Details

Auckland: Thursday 17 Sept 2009
 Vodafone
 WOW space
 20 Viaduct Harbour Ave
 Auckland CBD

Agenda:

2.00 – 2.20pm	Dougal McKechnie
2.20 – 3.00pm	Presentations
3.00 – 3.20pm	Break
3.20 - 4.00pm	Presentations
4.00 – 4.30pm	Question & Answers
4.30 – 5.30pm	Drinks & nibbles

To attend the forum contact the Cluster office on Phone (04) 472-4691 Fax (04) 472-4736 or email to r.borst@healthit.org.nz

NZ HEALTH IT CLUSTER BUSINESS DEVELOPMENT FORUM MAY 09

	Cost
Cluster Member/Name of attendee 1	\$ 0
Name of attendee 2	\$ 0
Name of attendee 3	\$ 0
Non-Cluster Member/Name of attendee	\$ 80
Total	\$
Please send this portion (with your cheque if applicable) to:	
The New Zealand Health IT Cluster Inc	Fax (64) (4) 472 4736
P O Box 25233, Panama Street, Wellington	Telephone: (64) (4) 472 4691

PRESENTER PROFILES

John Quirk – Howard & Company

John Quirk is a Director of Howard & Company a strategic investment and advisory company. John has an extensive and impressive track record with 25 years experience in the ICT industry.

John acts as a Board and Senior Management Advisor to a number of companies at various stages of development. He has a number of Directorships including: Axon, SMX, FrameCAD, Edtech, Service Plus, Optima and Wherescape and is currently the Chairman of Axon and SMX.

John has been involved in considerable merger, acquisition and capital raising activities.

In the past he has held numerous senior management roles, including Chief Executive, General Manager, Executive Director and Regional Manager positions within a number of landmark companies including Wang New Zealand, Southmark Computers, Mi Services Group and Digital Equipment Corporation.

John represented New Zealand in whitewater kayaking in earlier years and now enjoys cycling and adventure racing. John is married with three children.

Phil Holliday - PowerHouse

Phil Holliday graduated from Salford University in the UK with a degree in Pure Electronics in 1969. He then worked in the UK for a variety of companies designing both land and maritime mobile radio equipment, becoming Chief Engineer of ITT Marine and Technical Director & General Manager of FKI Burn dept.

Upon immigrating to New Zealand in 1990 he established Holliday Electronics Ltd, an electronic and software design services company based in Christchurch. In 1997 the company saw the importance of mobile data and stated a separate division to exploit this opportunity, and at the same time re-branded as The Holliday Group. The company was sold to iTouch plc in 2000, gaining investment to allow expansion into Europe, Australia and Africa.

Phil left iTouch in 2004 and together with Dave Tinkler started Holliday Corporation Ltd which has an interest in around half a dozen New Zealand HiTech companies. He sits on the boards of several of these companies.

Phil chairs PowerHouse, the Christchurch Angel group and is a venture partner and member of the investment committee of Pioneer Ventures and is on the board of the Halo fund.

In his spare time he is a radio ham communicating at very low baud rates using Morse Code, plays piano (badly) and cooks passable curries.

Dave Tinkler - Emendo

Dave Tinkler is the CEO of a rapidly growing NZ Health IT company Emendo. Dave also has board positions and interests in numerous other NZ based software and electronics companies.

Originally from the UK, and despite a geology background, Dave has worked in or run a variety of software companies, ranging from the size of British Airways to small early stage start ups, across a number of industry sectors. Recent highlights include establishing Gen-i's (NZ's largest systems integrator) software development capability and taking a Christchurch originated mobile software company into the UK via a sale to a UK stock market listed organisation and establishing a substantial presence in Europe turning over several 10's of millions of dollars.

On returning to NZ in 2004 Dave and a business partner established Holliday Corporation a Christchurch based Angel investment company. Holliday Corporation invests into the local hi-tech market and currently has ownership positions in a number of Christchurch and Auckland based software and electronics companies.

One of these is Emendo, which provides capacity planning software and services to the Health sector. Emendo are one of NZ's fastest growing hi-tech companies and are selling their solutions into NZ, Australia, Canada and the UK. As CEO, Dave is committed to not only establishing Emendo as a significant international organisation but also to helping NZ leverage its position as an innovative Health IT player. His passion for this is reflected in his positions on the Executives of both the NZ Health IT Cluster and the Canterbury Software Cluster.

On the personal front Dave and his family love the outdoors and are keen mountain bikers, kayakers and skiers. Dave is married and has at the ripe old age of 50 just acquired his first child Oliver who is now 10 months old!

Matthew Houtman - Pioneer Capital Partners

Matthew is the co-founder of Pioneer Capital Partners, an expansion-stage investor with \$70 million of funds under management. The fund is approximately 40% called and the portfolio comprises of 6 investments, including Orion Health. Prior to Pioneer, Matthew had a career in investment banking, primarily with UBS Investment Bank in Auckland and London.