

SCALEUP ACADEMY WEBINAR SERIES

HealthTech Innovation in BC | November 18, 2025 - 11am to 12pm

BC’s HealthTech sector is booming, and this session dives into the innovations shaping its future. From breakthrough research and biotech to medtech and care delivery, you’ll hear how leaders are driving better patient outcomes, advancing discoveries from the lab to market, and tackling the challenges of scaling in complex health systems.

Host:

- Vikram Devdas, Providence Health Care Ventures

Panel:

- Tiffany Chiu, AbCellera
- Vahid Shababi, Hydreight Technologies
- Doug Goertzen, Kardium

RUN OF SHOW:

10:50AM	Speakers arrive 10 minutes early for final testing	10 min
11:00AM	Session opens	2 min
11:02AM	Opening remarks – BC Tech, Erika Borgerson	4 min
11:06AM	Speaker Introduction – BC Tech, Erika Borgerson	1 min
11:07AM	Speaker Discussion – Vikram, Tiffany, Vahid, Doug	40 min
11:47AM	Audience Q&A –Vikram, Tiffany, Vahid, Doug	10 min
11:57AM	Closing Remarks – BC Tech, Erika Borgerson	3 min
12:00PM	Event end	Time

AUDIENCE POLLS - During welcome remarks:

Poll 1 - How important is having local manufacturing or R&D capacity for the future of your company?

- Absolutely critical — we want to build here
- Important — some local and some overseas
- Nice-to-have — not a top priority right now
- Not relevant for our business

Poll 2 - What change would most accelerate your path from idea to market?

- Faster clinical trial & approval processes
- Clearer regulatory guidance for AI & health data
- More government adoption of BC-made solutions
- More early-stage funding and grants
- Stronger partnerships with health authorities

QUESTIONS MODERATED BY VIKRAM:

1. To kick us off, could each of you briefly introduce yourself and share the origin story of your company? What problem were you trying to solve when you started, and how has your business evolved since then?
 1. Tiffany
 2. Vahid
 3. Doug

2. BC's HealthTech sector is booming — but each of you is working in a very different space: on-demand care delivery, cardiac medical devices, and antibody discovery. What do new innovations or advancements look like from your perspective right now, and where are you seeing the most exciting breakthroughs?
 1. Vahid - *let's start with you — what does innovation mean for Hydreight right now?*
 2. Doug - *you're developing cutting-edge medical devices. How is innovation showing up in your R&D and clinical work?*
 3. Tiffany - *AbCellera is known for its speed in discovery — what breakthroughs are you most excited about in biotech?*

3. Commercializing health innovation is not easy — the timelines are long, the stakes are high, and the path is rarely straightforward. What are some of the nuances of HealthTech and the customers that you serve that are most challenging? And where do you see the greatest untapped opportunity?
 1. Doug
 2. Tiffany
 3. Vahid



4. From an investor's perspective, one of the biggest questions is how companies in HealthTech structure their financing to get through long development cycles. I'm curious — looking back, what approach to funding has worked best for you? Was it traditional venture capital, strategic partnerships, non-dilutive sources like grants, or something else that gave you the momentum to reach the next stage?
 1. Doug - *Kardium has raised funding to support device development and long clinical trials. How did you convince investors to take the long view, and what's been critical in securing that level of capital?*
 2. Vahid - *Hydreight has been scaling a tech-enabled care delivery model. What kind of funding approach has been most important in fueling that growth?*
 3. Tiffany - *AbCellera has had huge success in partnerships with pharmaceutical companies and government-backed funding. How have those partnerships shaped your funding journey and helped you scale at speed?*

5. *[Time Permitting]* With AI and other new technologies coming into play, the skills companies need are evolving. Looking ahead a few years, what kind of talent do you think HealthTech companies can't afford to be without? Which capabilities do you believe will be most critical for success over the next five years, and how are you preparing your teams?
 1. Tiffany
 2. Doug
 3. Vahid

AUDIENCE Q&A - ERIKA

6. Now the final question - for startups on the line, who are just starting out but have big ambitions, what key takeaways would you share with them?
 1. Vikram
 2. Doug
 3. Vahid
 4. Tiffany