



CONTRACT FOR GREAT IDEA COULD BE BEST MEDICINE



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GREAT ideas are the key behind so many fantastic companies but the road to turn them into a commercial success can vary greatly.

Take spray-on skin, a development inventor Dr Fiona Wood was using to great effect way back in 2002 after the Bali bombings but which has since struggled to find its feet.

There has never been much debate that the system of turning a patient's own skin into a solution that greatly speeds up and improves burn recovery works well.

The hard bit has been coming up with the right clinical and marketing strategy to have the ReCell technology adopted as a standard treatment for burns, leg ulcers and a variety of other cosmetic uses.

Avita Medical chief executive Adam Kelliher is hoping the wait may be over

with the US Government stumping up \$54 million to use the technology.

The contract for more than 5000 ReCell devices from the Biomedical Advanced Research and Development Authority (BARDA) could be the long awaited breakthrough.

Avita still needs to beef up its clinical trial data but on the back of this mass casualty preparedness contract and a potential capital raising, the commercial future that has long been beckoning could finally arrive.

A speculative buy in the dips.

AN example of a much shorter trip between an idea and reality comes from the recently listed software provider Knosys.

While it has kept a low profile, Knosys has attracted some stellar talent from chairman and former Victorian treasurer Alan Stockdale to chief executive Ashley Gall and chief financial officer Stephen Kerr.

Founder and executive director Gavin Campion said Knosys was now working on selling as many software licences as possible — a task made easier now that customers including ANZ and Singtel Optus are reporting excellent results.

In simple terms, Knosys' software can sit lightly across an organisation's legacy computer systems and provide

consistent and secure information to sales and other teams. Able to be delivered on

tablets and other devices in the office or from the cloud, the software is seen as an ideal way to work across or transition from multiple legacy systems.

Knosys is at the financially conservative end of the tech space but is highly leveraged to sales success and is a **speculative buy**.

MEDADVISOR is raising \$5 million before a planned November listing and sits in a similar space to the very successful listing of Adherium.

While Adherium uses digital devices attached to inhalers to improve patient compliance, MedAdvisor works with pharmacies to help people stay on top of their prescribed medications.

Using an application run on a smartphone, the idea is to automate messages to remind patients when to take medicine, fill a prescription or see their doctor for more medicine.

With around a quarter of Australian pharmacies now signed up, MedAdvisor has proved very popular, particularly with people who need to take a variety of medications at different times.

Improving adherence to prescribed medication is a significant health issue and can reduce hospital admissions and health issues.

MedAdvisor is being listed through the shell of Exalt Resources.

With a significant user base and pharmacy and drug company partnerships, the

prospectus is **worth a read**.

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