
Fwd: Notification - New Customer - case id: R_1BPjN6UimCyuERM

3 messages

Andrew Clews <andrew.clews@callaghaninnovation.govt.nz>
To: Mark Robinson <mark.robinson@callaghaninnovation.govt.nz>

17 September 2020 at 10:24

This one looks like it might fit with you for triage @Mark Robinson. Can you let me know if you are ok to follow-up?

AC

----- Forwarded message -----

From: <eric.chapuy@callaghaninnovation.govt.nz>
Date: Thu, Sep 17, 2020 at 10:08 AM
Subject: Notification - New Customer - case id: R_1BPjN6UimCyuERM
To: <Andrew.Clews@callaghaninnovation.govt.nz>

A new customer submitted the form.

[CLICK HERE](#) to close the case.

Or [Click Here](#) to see all the open cases for your team OR to reassign the case.

[See the video training](#) if unsure what to do or contact Craig Shipman.

Organisation: SleepDrops International Limited - **NZBN:** 9429030710245

Current PRM for the Company (NZBN): Unmanaged Customer - / **Current PRM for the contact:** None

RTS Opportunities: Yes

Company Profile: I'm from a company, partnership, or a sole trader

Name Mia

Phone: 9(2)(a) - Privacy

Email: 9(2)(a) - Privacy

Job Title: Marketing Coordinator

Website: www.sleepdrops.co.nz

Reason for contacting us: I would like to discuss **funding and capital raising** challenges or seek advice on how to apply for one of your [funding options](#) (incl. R&D Tax Incentive, R&D Loans, Grants, etc)., I would like to discuss advancing my project to **clinical trials**

Description:

Technology Interest:

Funding Interest: R&D Loans: a loan of up to \$400,000 to support planned R&D activity for businesses impacted by COVID-19, **Project Grant:** receive up to 40% of your eligible R&D project costs

Total Innovation Projects: 3

RD Spent last Year: \$1 to less than \$50,000

Intention RD next year: \$50,000 to less \$500,000

Revenue last 3 years: 9(2)(b)(i) - Commercial information, 9(2)(ba)(i) - Obligation of Confidence

Region: Auckland

Maori Business: No

Sectors: HealthTech/Health

Lifecycle Stage: Preparing your product and business for growth

Customers located: Nationally and internationally - they are located both in New Zealand and internationally

FTE: 11

FTE R&D: 4

Agency used: None of above

Satisfaction of form: 7

Final Comments:

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Andrew Clews

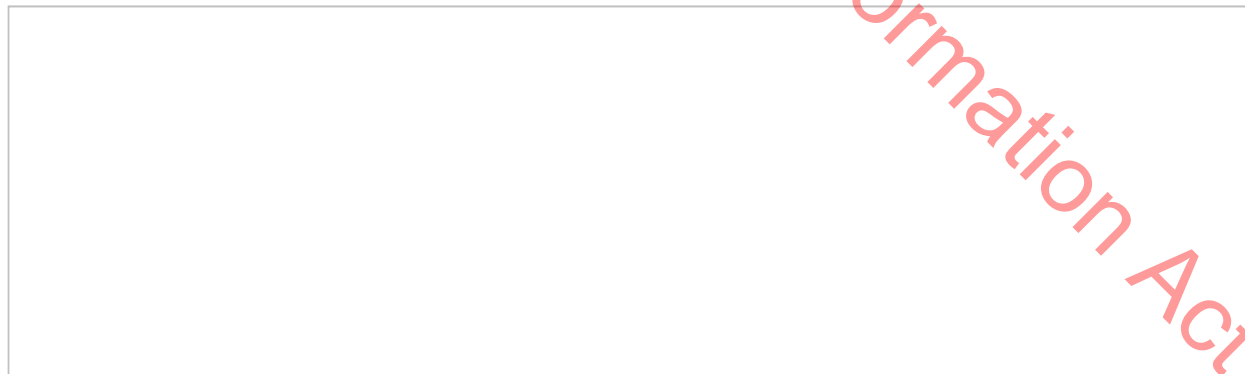
Head of Health Technology



Textile Centre, [1 Watt Street](#), Parnell, 1052. PO Box 2225 Shortland Street, Auckland

DDI : 09 920-3600

Cell : **9(2)(a) - Privacy**



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Mark Robinson <mark.robinson@callaghaninnovation.govt.nz>
To: Andrew Clews <andrew.clews@callaghaninnovation.govt.nz>

17 September 2020 at 11:37

Kia ora Andrew

I can follow up with Mia. Will be an interesting conversation given they came under scrutiny a couple of years ago when trying to raise money and see how they have been tracking since then and key objectives to moving forward.

Nga mihi

Mark

[Quoted text hidden]

Mark Robinson <mark.robinson@callaghaninnovation.govt.nz>
To: Andrew Clews <andrew.clews@callaghaninnovation.govt.nz>

23 September 2020 at 16:39

Hi Andrew

Bit of feedback for you following Monday's conversation.

Not sure what has happened with the Info process - rang Mia, being the contact and she let me know the GM is meeting with Tony V so potentially didn't need to follow up on this one. However, being naturally inquisitive I spoke with the GM and had a really good intro discussion re clinical trials etc which I am not sure Tony V would know too much about and have forwarded him the link to HealthTech Activator. He thinks he will most likely meet with me post talking with Tony. Interestingly he was on yesterday's funding webinar so recognised my name.

Long story short feeling rather frustrated with the new process - having said that not sure what the answer is, apart from Learn as we go.

Nga mihi

Mark

[Quoted text hidden]

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