

Medulla Technologies Pty Ltd is a resident “fledgling” at Fledge Innovation Labs. For Medulla’s three founders, this is our first experience in establishing a startup company and in the first 7 months since establishing our ACN we had achieved very little. We were working on our business in our spare time and were a bit lost trying to navigate the startup landscape. Since we were starting from scratch with minimal advice on how to set up the company it was proving difficult to identify eligible grants, find lab space and lab equipment, set up an office space, all the while trying to develop our product. Everything was moving slowly.

Our first meet with Gary at Fledge Innovation Labs was at the 7-month mark. We joined up almost immediately. The three months since have been remarkably productive. We are now focused full time on building up Medulla with office space and access to a fully equipped lab. We are awaiting the outcome of our first grant application (Jobs for NSW MVP grant) and are already bringing in a modest revenue through our consulting service.

Fledge has been the essential catalyst to our business. I’m amazed at how our company is developing and I attribute this to the guidance provided by Gary and his team of mentors and industry advisors. Their advice has prevented us from going down many dead-end paths which would have been costly in both time and capital. Gary has introduced us to experts in IP, state and federal grants, R&D tax, and venture capital. In addition to this guidance, joining Fledge has had considerable financial advantages. Access to the equipment in the Lindfield Maker Space would have been outside our means had we gone out alone. The Fledge fund is providing us assistance with our rent and will also help subsidise a student intern when we are ready to take one onboard. I’d advise any MedTech startup to set up a meeting with Gary.

Neil Baker

Director

Medulla Technologies Pty Ltd.