

**Note: Interested applicants must submit a preliminary assessment form before being invited to apply for this funding.**

The Building Partnerships program provides up to 35% of project costs (to a maximum of \$100,000), to consortia/partners to develop innovative, new-to-market solutions. The solution must use an enabling technology to address a compelling industry need or market gap. 'Enabling Technologies' are new technologies or new uses for existing technologies that enable new products, services, or more efficient processes (e.g. mobile, cloud, analytics, sensors, advanced materials).

The purpose of the program is to foster collaboration between industry partners toward delivering a compelling, new-to-market offering. This consortia model of Lead Company, Pilot Organisation, and Partner is specifically designed to build relationships that create a solution with a strong opportunity for commercial success.

## Applicant requirements

1. Technology development small-to-medium enterprises that are ABN registered and based in NSW.
2. Holder of the rights to commercialise, or Intellectual Property rights, for the solution being developed.
3. Is one of the following:
  - a) Resident of a co-working space, incubator or accelerator, which is shared by several individuals with different businesses and provides: mentoring, office space, equipment, networking opportunities, and connections to or direct support from investors. The residence should have the capacity to foster and develop innovative, globally focussed businesses or high potential start-ups.

**OR**

  - b. An established business able to provide the company's most recent annual financial statements (cash flow, profit/loss, and balance sheet).

## Project requirements

1. **Project must include three members:**

Each submission must be backed by at least three members – a Lead Company, Pilot Organisation, and Partner Organisation. Submissions by single companies or individuals will not be considered. Only one Lead Company is allowed, however there can be multiple Pilot and Partner Organisations.

Lead Company (applicant): NSW-registered technology SME with the ability to commercialise and export the solution being developed. Research and academic organisations are not eligible to be the Lead, but can be Partners. This Lead is the 'applicant' and 1) holds the IP or the rights to commercialise the solution, 2) if awarded the grant, is contractually obligated to achieve the project deliverables.

Pilot Organisation(s): Pilot Organisations do not have to be based in NSW or Australia. They agree to test the solution and provide valuable feedback during the development process. This is a business customer (end-user which is a business) or channel to market (distributor) that will potentially purchase or on-sell the solution.

Partner(s): Partners do not have to be based in NSW or Australia and may be SMEs, multinationals, large Australian enterprises, research organisations, public or non-profit organisations. They provide additional technology or research capabilities (e.g. hardware, technology service, network access, payment fulfilment, database/content, research, etc).
2. **Scalable Solutions:** The solution must be developed for deployment to multiple customers, rather than for improvement of the applicant's own business processes.
3. **Developed in NSW:** at least 80% of project costs must occur in NSW.
4. **Project has not commenced:** Preliminary design specifications or a prototype can be created prior to applying. Any funding awarded will be for the costs associated with the project development identified in the application; after the date the Business Partnership Grant application is submitted (no retrospective funding will be awarded).

5. **Development period:** The project **must be completed and delivered within twelve (12) months** of accepting the grant offer.
6. **Supported and non-supported project costs:** Only activities directly associated with development and market validation of the solution will be supported.
7. **Additional government funding:** Projects are eligible that have received previous funding, however funding will not be provided for project components already awarded through another government grant, subsidy, or fund.

## Evaluation Criteria

- **Economic Benefits to NSW:** The potential economic benefits to the State such as jobs created, new investment attracted, export potential, and benefits to regional NSW.
- **Innovative Use of Enabling Technologies:** The innovative use of enabling technologies to address a compelling industry sector need. Enabling technologies are new technologies or new uses for existing technologies that enable new products, services, or more efficient processes (e.g. mobile, cloud, analytics, sensors, advanced materials).
- **Strength of the Business Model:** This is the financial health, past performance, and ability to develop, commercialise, and export the solution. The business model for the solution is also considered in terms of sustainability, potential for high growth, and capacity to scale the solution across the sector.
- **Industry Sector Benefits:** The tangible benefits to a key industry sector, such as reduced costs, faster processing, or a market gap across the sector.

## Assessment Process

Applications are accepted at any time of year, and we endeavour to complete assessments within 6 weeks of submission. Proposals are reviewed according to the Applicant & Project Requirements, and Evaluation Criteria above. Advisors complete an initial assessment and short-list submissions for presentation to an evaluation panel consisting of Jobs for NSW personnel. This is a competitive process – proposals that meet the Requirements and Criteria will not necessarily be short-listed.

## Successful Submissions

Successful applicants will be notified by Jobs for NSW. The terms and conditions, grant amount, and project deliverables will be discussed with the Lead Company (applicant) prior to issuing an official grant offer. The number of projects to be awarded will be determined by industry response, the program's annual budget, and the strength of the submissions.

### How is the money awarded?

Grants awarded will be up to 35% of the total project costs to a maximum of \$100,000. The grant is separated into three payments after the following: 1) completion of design specifications, 2) completion of development, 3) completion of the pilot/validation with the business customer or channel to market. The Lead Company submits all progress reports and deliverables for each stage. Once each claim is approved, a disbursement is made to the Lead who is responsible for distributing any portions to the Partners (as appropriate).

### **Unsuccessful Submissions**

Applicants that are not selected by the Evaluation Panel will be contacted and provided with feedback.

Unsuccessful submissions will not be allowed to resubmit unless they are invited by the Panel to do so and the project is substantially changed from the original submission.