



An Australian Government Initiative



COMMERCIALISATION
AUSTRALIA

FACTSHEET

Proof of Concept grants

What does it offer?

Commercialisation Australia provides *Proof of Concept* grants to assist researchers, entrepreneurs and innovative companies establish the commercial viability of a new product, process or service.

What funding is available?

Proof of Concept grants are between \$50,000 and \$250,000 over a 12 month period, to fund eligible activities within the project. Applicants are required to match the grant funding on a 50:50 basis.

What types of activities are funded?

Proof of Concept grants will fund the steps necessary to establish the commercial viability of a new product, process or service.

Projects that focus on basic research aimed at creating the base intellectual property are not eligible. For example, projects that predominantly consist of early investigation and conceptual development will not receive support.

Expenditure must be incurred on eligible project activities after an application has been accepted to be considered eligible.

Types of eligible expenditure are:

- Labour expenditure
- Contract expenditure
- Plant expenditure
- Prototype expenditure
- Intellectual property protection expenditure

For more information regarding eligible expenditure and specific items of expenditure relating to *Proof of Concept* grants, refer to the *Commercialisation Australia Customer Information Guide* which is available from the *Commercialisation Australia* website at www.commercialisationaustralia.gov.au.

Who is it for?

Proof of Concept grants are available to researchers, entrepreneurs and innovative companies.

How do I apply?

Applicants should read the *Customer Information Guide* and complete a Stage 1 Application form as the first step in applying for *Commercialisation Australia* assistance. The *Customer Information Guide* and Stage 1 Application form are available from the *Commercialisation Australia* website.

Once a Stage 1 Application form has been completed, applicants will need to submit the form. *Commercialisation Australia* will then contact the applicant to discuss their suitability.

If an applicant is deemed suitable for *Commercialisation Australia*, they will be provided with a Stage 2 Application form.

Merit criteria

Applicants compete for available funds, based on the merit of their application.

Eligible applications will be assessed against the following five merit criteria:

- need for funding
- commercial plan and potential
- market opportunity
- management capability
- national benefits

Further information

For further information about *Commercialisation Australia*, visit the website at www.commercialisationaustralia.gov.au. Alternatively, contact the *Commercialisation Australia* hotline on 13 22 56.

May 2010

Eligibility

To be eligible to apply for a *Proof of Concept* grant, an applicant must be one of the following:

- a non tax-exempt company incorporated under the *Corporations Act 2001*
- a researcher applying through an Australian university or Publicly Funded Research Agency (PFRA) commercialisation office
- an individual or researcher applying through an eligible partner entity
- an individual who warrants to form a non tax-exempt company incorporated under the *Corporations Act 2001* if the application is successful.

Eligible applicants must also:

- satisfy the turnover requirements outlined in the *Customer Information Guide*
- be able to demonstrate that they will match the grant provided on a dollar for dollar basis over the life of the project
- be able to demonstrate that they have ownership or beneficial use of the intellectual property necessary to carry out the commercialisation project.

How will my application be assessed?

Applications for grant funding will be competitively assessed by the *Commercialisation Australia* Board against the five merit criteria.

What will happen if I am successful?

Successful applicants will need to execute a *Commercialisation Australia* funding agreement with the Commonwealth in order to receive grant funding and access to Case Managers.

Tailored Assistance

All successful applicants will be allocated a Case Manager and will have access to Volunteer Business Mentors.

Case Manager

Case Managers are partnered with successful applicants for the duration of their involvement with *Commercialisation Australia*, who will guide participants through the commercialisation process.

Case Managers have extensive experience in commercialisation. Many have taken their own

products and services to market, and have good industrial networks.

Case Managers will assist successful applicants by:

- helping them to identify the skills and knowledge they need
- helping them access specialist advice and services
- identifying and linking them with appropriate Volunteer Business Mentors
- assisting them develop professional networks
- advising them on strategic and operational matters
- monitoring their progress

Case Managers will be based in states and territories across Australia to offer hands-on advice and assistance to successful applicants.

Volunteer Business Mentors

Volunteer Business Mentors will assist successful applicants by offering the knowledge, skills and insights needed to turn their idea into a commercial reality. Volunteer Business Mentors build on the support provided by Case Managers, giving successful applicants a sounding board to bounce ideas off and providing specialist knowledge.

Volunteer Business Mentors have a mix of skills and expertise - these include extensive experience in building successful businesses and knowledge across a range of specialty fields, and so are well placed to offer insights into the commercialisation process. Case Managers will organise mentoring sessions with Volunteer Business Mentors matched to the applicants' needs and, as these needs change, individual mentors can be changed, ensuring the mix of knowledge and skills available is always tailored to the current needs of the successful applicant.