

## INNOVATION DISTRICTS CHALLENGE THREE

The challenge statement for Challenge Three is **R&D solutions that strengthen the entrepreneurship capability of the State for a post-COVID-19 economy.**

Proposed projects might:

- Be scalable and research-based technology products or services
- Help sectors pivot to high growth technology solutions
- Strengthen Australia's sovereign capability and local supply chains
- Implement a sustainable and novel solution to an area in need of reform, such as aged care, food security
- Address the workforce gap created by international closures (students, reduced migration)
- Champion Indigenous entrepreneurs

**To be eligible, a business must have:**

- an ABN registered in NSW and be based in NSW;
- fewer than 200 employees;
- operated for at least 12 months, based on the date of ABN registration;
- at least \$75,000 in sales revenue or operating expenditure within the last 12 months or previous financial year;
- a product or service (which may still be in development) that it intends to market within 12 months that directly addresses the impact of COVID-19 that intends to market within 12 months; and
- ownership that is at least 75 per cent Australian and is not more than 50 per cent owned by another business.

**How to enter**

**Stage One: Expressions of interest**

Eligible businesses will be required to:

Step 1. Undertake an [eligibility check](#) through NSW Treasury by 4 PM AEST Thursday 2 September 2021.

Step 2. Submit an [Expression of Interest](#) (EOI) through the University of Newcastle by 4 PM AEST Thursday 2 September 2021.

Should a business be ineligible, the University of Newcastle may recommend other commercialisation support initiatives.

## Questions asked in Stage One Expression of Interest

You can prepare your answers in advance and copy and paste them in the online EOI form. Here are the questions you'll be required to submit answers to:

1. Applicant's full name
2. Applicant's email
3. Applicant's contact number
4. Applicant's role at business
5. NSW registered ABN
6. NSW business address
7. Briefly describe the problem your product/service your addressing
8. Briefly describe the solution you have in mind to address the problem
9. Describe how your product/service is different from others in the market and who are your closest competitors.
10. Briefly describe the end-users/customers that have this problem. What is the size of the opportunity?
11. What supporting evidence, if any, have you gathered to determine there are many end-users/customers with this problem? (e.g pre-sales qualifications, sales, letters of support, partnerships).
12. Combine supporting evidence documentation into one file for upload
13. Describe, if at all, the collaboration you will undertake with the University of Newcastle and others to assist you to accelerate commercialisation. Please provide the names of researchers you have been in contact with, if possible.
14. Please provide an example of how your organisation or project team has previously delivered real-world solutions at scale and with speed.
15. What is the research basis of your product and/or the evidence that you can provide to show the effectiveness of your product?
16. What, if any, are the key uncertainties remaining about the effectiveness of your product, and how and when will you resolve these?
17. What is the Technology Readiness Level of your product/service?
18. Have you secured intellectual property rights for your product/service? If so, briefly outlines the progress.
19. What are the resources and capabilities does your business have that enables commercialisation of the solution.
20. Briefly describe the key activities you will undertake to deploy your solution to market, rapidly and at scale, if you are a successful grant recipient.
21. What are the milestones in the intended project plan?
22. How does the project fit with your organisation's strategic goals?
23. Describe any, if at all, ethical or regulatory requirements to deliver the product/solution to a marketable state in NSW?