Advance Queensland

Small Business Innovation Research

Information Exchange day

Paul Martyn

Deputy Director-General, Strategy and Innovation

Department of Science, Information Technology and Innovation

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Advance Queensland

Inspire Discover Connect Invest Grow

Adapting International best practice
Co-designed
A range of “small bets”

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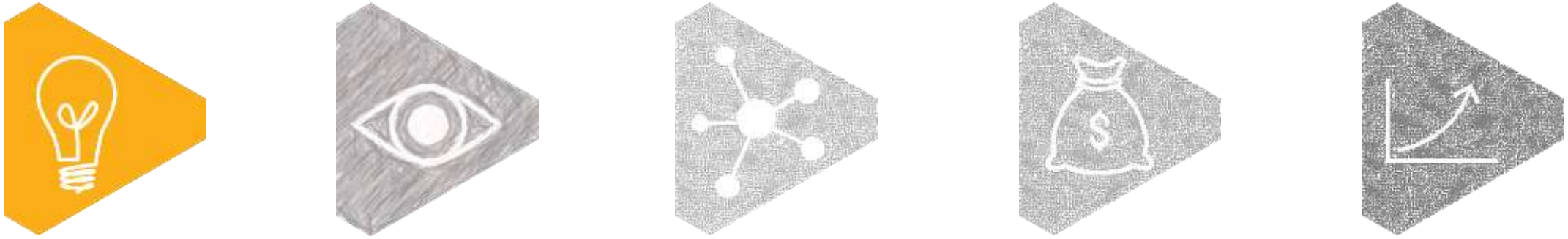
Advance Queensland Agenda



Inspire Discover Connect Invest Grow

Inspiring Queenslanders to embrace new ways of thinking and working, and back themselves and their ideas.

- **Chief Entrepreneur**
- **Young Starters/Startup Events & Activities**
- **Startup Catalyst**
- **Founders' Fellowships**
- **Myriad**

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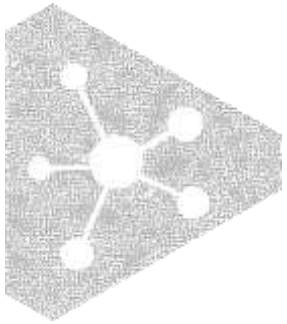
Advance Queensland Agenda

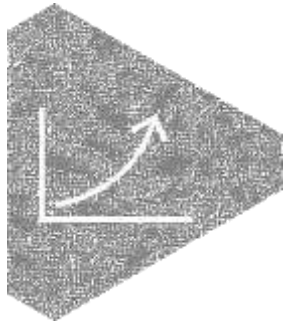
Inspire

Discover



Connect

Invest



Grow

Helping our young minds, big thinkers and doers deliver new solutions to improve our everyday lives.

- **Research Fellowships**
- **Women's Academic Fund**
- **STEM skills**

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Connect

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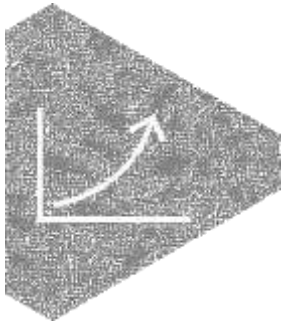

Grow

Connect Queenslanders with local and international innovators and investors

- **The Precinct**
- **Regional Innovation**
- **Hot DesQ**
- **KTPs**

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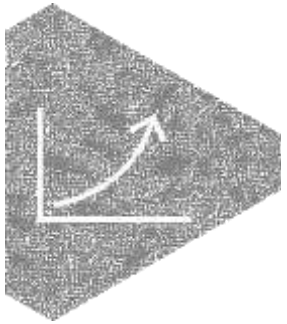

Grow

Increasing access to capital and positioning Queensland as a globally attractive investment destination.

- **Ignite Ideas**
- **Business Development Fund**
- **Sports Science Challenge**
- **Biofutures Commercialisation Fund**

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Advance Queensland Agenda

Inspire

Discover

Connect

Invest

Grow

Accelerating the growth and competitiveness of our businesses, industries and regions by opening the door to new ideas, opportunities and markets.

- **Platform Technologies Fund**
- **Industry Accelerators**
- **Innovation Partnerships**
- **Innovate Queensland**
- **Small Business Innovation Research**

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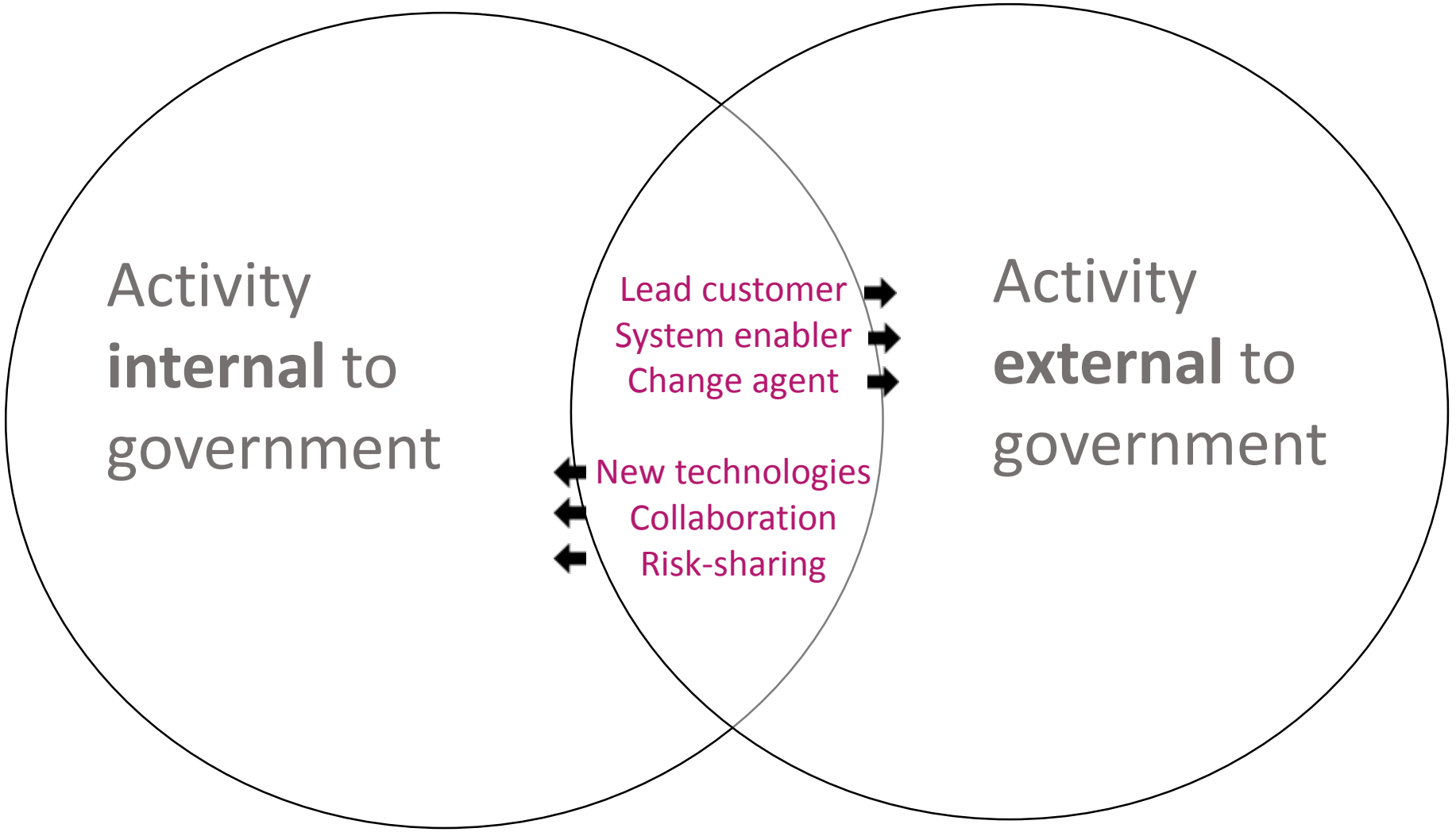
Innovation Agenda – Maximising Impact



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Advance Queensland Agenda

eSwitch CEO - Glenn Van Duikeren

"Really educate yourself on all aspects of the challenge, look past the challenge to the **end goal** and base your application on that. Treat the whole exercise as an **opportunity** to **showcase** your ideas to a panel of important people within the industry."

"because of how the SBIR application is structured it's a really valuable exercise in creating a bit of a framework in how you will **transition** from a **pilot** to **commercialisation**."

"Even if our application had not been successful, through the application process we effectively underwent an advanced form of **business planning**, so it's been an educational process for us and I think most companies would get a lot out of that."

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A lot done, a lot more to do

“The future belongs to those who see it coming”

David Bowie

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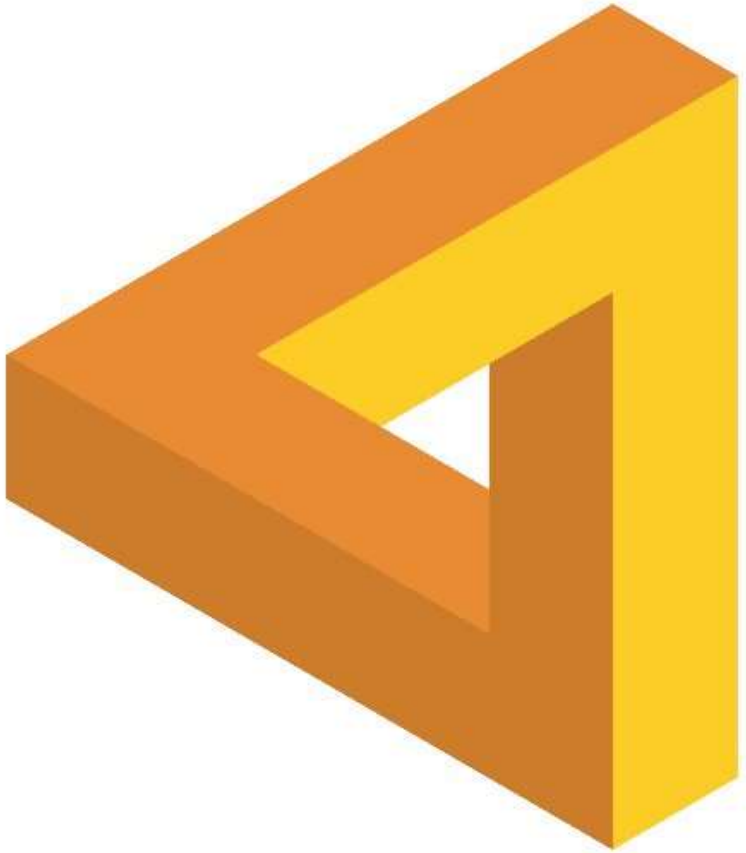

Advance Queensland

Small Business Innovation Research

Information Exchange day

Christine Beraldo

Manager – SBIR, Strategic Policy and Innovation

Department of Science, Information Technology and Innovation

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SBIR Background

The Advance Queensland Small Business Innovation Research (SBIR) program is an innovative procurement initiative aimed at solving complex Queensland Government challenges whilst supporting the commercialisation of ideas in the private sector.

The program is based on international best practice and draws on the well-established experience of equivalent UK and USA programs.

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SBIR Program

- **Funding provided by Queensland Government to support innovators solving complex challenges**
- **The support allows innovators to help develop and test their ideas – this may then be procured by Queensland Government**
- **A share in up to $250,000 to undertake Feasibility testing**
- **A share in up to $500,00 to undertake Proof of Concept testing**

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Application Submissions

- **Applications close 25th September 2017 at 2pm (AEST)**
- **Applications are submitted via the SmartyGrants portal on:**

http://advance.qld.gov.au/sbir

- **Eligible applications will be assessed by evaluation panels formed by the Challenge Owner (Government Agency)**

Note – Challenges may be subject to the ICT SME Participation Scheme (Supporting learning for students with disability in rural and remote locations)

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SBIR Eligibility Criteria

- **An organisation of any size**

- **Be able to deliver a solution to one of the published challenges within the timeframe of the SBIR**
  - **Up to 6 months for the Feasibility Stage**
  - **Up to 12 months for the Proof of Concept Stage**

- **Meet all requirements to promptly enter into a commercial contract with the Queensland Government and commence work, should you be successful**

Please note: If you are an information and communications technology (ICT) supplier and want to sell to government through the Government Information Technology Contracting (GITC) Framework you must:

- hold industry accreditation (QAssure certification)
- be accredited under GITC.

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Intellectual Property

You, the innovator, will own any IP created

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The SBIR Stages

The SBIR initiative will be conducted in up to 3 stages:

Information Exchange Day **Solution Presentation Day**	**Stage 1**
Feasibility Stage – share in up to $250,000	**Stage 2**
Proof of Concept Stage – share in up to $500,000	**Stage 3**

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SBIR Timeframes

- **26 July – Applications Open**
- **22 August – Information Exchange Day**
- **25 September – Applications close**
- **Late October - Solution presentation day**
- **Feasibility Stage – up to 6 months**
- **Proof on Concept Stage - up to 12 months**

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Agency Presentations

- **Provides an opportunity to hear details and ask questions from the agency about the challenge:**
  - **Presentation by the agency**
  - **Q & A session**

- **Conclusion of agency presentation and Q & A session – networking opportunity**

Questions can be directed to:

sbir@dsiti.qld.gov.au

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Agency Presentation Locations

- **Department of Agriculture and Fisheries**

Location: River City Labs – Room 1

- **Department of Natural Resources and Mines**

Location: Meeting Room

- **Department of Housing and Public Works**

Location: Stairway Stadium

- **Department of Education and Training**

Location: River City Labs – Room 2

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