

# Private Sector Pathways Program

If you have a question not answered below, please contact Advance Queensland's (AQ) Partnerships Team who are administering the Private Sector Pathways (PSP) program at [partnerships@dtis.qld.gov.au](mailto:partnerships@dtis.qld.gov.au)

## Eligibility

### Applicant location

Applicants (SME/Scaleup) must be a Queensland-based business (ABN must be registered in Queensland), with the project undertaken within the State.

### Applicant Organisation relationship to Participating Corporates (Challenge Owners)

Applicants that have had previous commercial contracts from the participating corporate are not eligible to apply. The PSP program intends to provide new opportunities for Applicants to work with participating corporates.

### Large businesses and the PSP program

To participate, your Full Time Equivalent (FTE) employee count must be below 200. The intent of the PSP is to assist Queensland Small to Medium (SME) businesses to scale-up and secure corporates as clients.

### Research organisations and researcher applications

Research organisations and researchers from universities are not eligible to apply. The PSP program is looking for products/solutions ready for market, therefore ongoing research and development expenses will not be eligible.

Businesses in Queensland with research and development activities included in their proposed solution will need to demonstrate how this will value add to their solution and be conscious of the project timeframes.

### Joint applications

Applicants can work with partners during the PSP program, however applications must be submitted by a primary entity.

Applicants should provide the details of their partners in their application and are responsible for ensuring that their partners comply with the [terms of participation \(PDF, 408KB\)](#).

### Targeted businesses

The PSP is targeted at established businesses to scale-up and/or pivot to new industries.



## How to apply

### Submitting an application

Applications are submitted online, through the SmartyGrants platform. See the [current opportunities and submit your application](#).

### Submitting applications for more than one challenge

An organisation can apply to solve more than one challenge.

### Find out more

Any questions should be directed to the Private Sector Partnerships team at [partnerships@dtis.qld.gov.au](mailto:partnerships@dtis.qld.gov.au).

Answers to some questions may be published in the relevant challenge statement, so please review to keep up-to-date with specific challenge information.

## Assessment

### Applications assessment process

Participating corporates (Challenge Owner) will assemble evaluation panels, including Advance Queensland staff, to assess the applications. These panels may include technical, operational, policy and commercial experts. Full evaluation criteria are included in each challenge statement and SmartyGrants application form.

### Tender specifications

Rather than seeking a specific product or service, the PSP Program focuses on what the challenge is and invites Queensland businesses to propose how they think it could be solved.

Instead of tender specifications, PSP challenges are outcome focussed, and set out what a solution should deliver, and what technical and/or regulatory requirements a solution needs to meet.

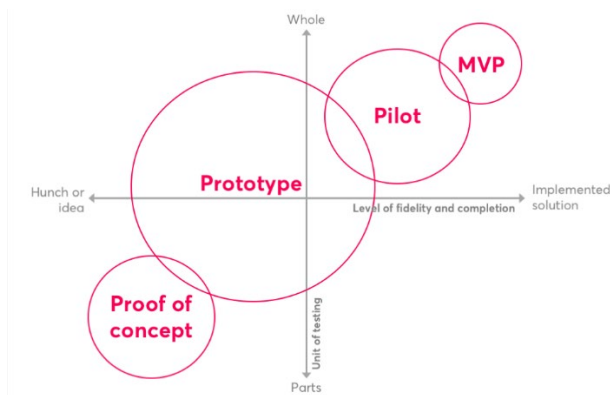
### Innovative solution

An innovative solution can include new or significantly improved products, processes or systems; or by applying existing products, processes or systems in a novel way.

## Minimum Viable Product

A Minimum Viable Product (MVP) is a product or service that is beyond initial proof of concept/prototype stage and has been tested with potential customers.

The diagram below may help you to determine what stage of development your product or service is at in relation to achieving MVP.



Source: <https://www.nesta.org.uk/blog/proof-of-concept-prototype-pilot-mvp-whats-in-a-name/>

## Funding

### Funding available

Each challenge will be co-funded by Advance Queensland and the Corporate Challenge Owner.

Advance Queensland will fund 50% of the project costs up to a maximum of \$50,000 (excluding GST) – which will be provided as a grant. The corporate (Challenge Owner) will provide matched funding and may consider approving more than \$50,000 (excluding GST) if the applicant's project costs seem reasonable and of value to the corporate.

Example scenarios:

	Total cost of project	AQ contribution	Corporate contribution
Example 1	\$80k	40k	40k
Example 2	\$115k	50k	65k (if additional funding agreed by the Corporate)

We expect that most projects may cost between \$50,000 - \$100,000 to trial the solution for up to 6 months. However, each Challenge Statement will provide a guide of expected project costs.

Your estimated project costs to solve the challenge may be above the value of \$100,000 and that is ok, your application will be assessed in its entirety, and the budget you propose is just one element that will be reviewed.

As the PSP is a competitive grant process, the funding amount sought in your application will be assessed and should represent fair market value.

### **Administering funding**

The evaluation panel may negotiate on funding amounts sought and proposed activities when selecting applicants for their challenge, prior to the signing of contracts.

These negotiations will be based on the information provided in the application, including:

- the proposed activities
- the timeframes for completing each proposed activity and milestones
- the amount of funding sought for each activity and milestones.

The successful applicant will be required to enter into a Private Sector Pathways Program Agreement with Advance Queensland and the corporate partner, which will include the [terms of participation \(PDF, 408KB\)](#).

This agreement will detail both Advance Queensland's and the corporate partner's financial contributions and timing of instalments to the successful applicant, aligned to milestones achieved. The Advance Queensland funding will be provided as a grant payment. The corporate will pay upon invoicing from the successful recipient. All milestone dates, deliverables and terms will be outlined in the Private Sector Pathways Program Agreement.

## **Terms of Participation**

### **Terms of participating in the program**

The [terms of participation \(PDF, 408KB\)](#) set out the requirements for applicants within the PSP, and are non-negotiable. When submitting an application, applicants are agreeing to be bound by these terms for the duration of their participation in the PSP program.


Funding, reporting and deliverables will be negotiated with successful applicants prior to project commencement.

### **Reporting requirements**

Applicants will need to regularly update the Challenge Owner and Advance Queensland on their progress within the PSP.

A mid-point and final report template will be provided to the successful applicant for completion and will include sections on challenge solution progress and viability, jobs created and supported, funding acquittal, and outcomes.

### **Intellectual Property (IP)**



The applicant (SME/Scaleup) owns the IP that they provide and/or develop during their PSP project. Any background IP the Corporate owns and is provided for during the project, the Corporate retains.

The [terms of participation \(PDF, 408KB\)](#) set out how IP is managed through the PSP program. More general information about IP in Australia can be found at [www.ipaustralia.gov.au](http://www.ipaustralia.gov.au).

