Commercialisation Australia
OVERVIEW

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About Inventure

- Established in 2003 with roots in managing our own businesses and venture capital fund
- Evolved into a multi-disciplinary firm with innovation focus
- Over 200 large competitive innovation grants raising over $250 million at sustained 90% success rate
- Differentiated by skills and methods
About Commercialisation Australia

- Competitive grant program of $196.1m over 4 years ++
- Realistic replacement of Commercial Ready + COMET
- Not R&D focussed
- Skill development
- Evolving, but open for business
- Need to get money out the door fast
Commercialisation Australia Streams

- Skills & Knowledge - $50,000 – 80/20
- Experienced Executives - $200,000 – 50/50
- Proof of Concept - $50,000-$250,000 – 50/50
- Early Stage Comm - <$2,000,000 – 50-50 – Repayable
- Can access any time
Skills & Knowledge

- $50,000 grant (62.5K project 80/20)
- Individuals, Researchers & SME’s with grouped turnover of less than $10,000,000
- Acquire specialist knowledge & skills to assist in commercialisation process
- Business Planning, Market Research, IP Management, Management Skills Development, Linkages
Experienced Executives

- $200,000 grant
- SME’s with grouped turnover of less than $10,000,000
- Specialised personnel or contractors
- Non Exec’s, CEO, BDO
Proof Of Concept

- $50,000 - $250,000 grant over 2 years
- Individuals, Researchers & SME’s with grouped turnover of less than $10,000,000
- Steps to establish commercial viability, including technical efficacy
- Innovation is critical, technical risk is not
- Non Exec’s, CEO, BDO
Early Stage Commercialisation

- $250,000 - $2,000,000 repayable grant over 3 years
- Individuals & SME’s with grouped turnover of less than $20,000,000
- Process establishment to position IP ready to market
- Innovation is critical
- Funds labour, contractors, plant, prototyping, IP
- Detailed application & business case
Merit Criteria

- Need for Funding
- Commercial Plan
- Market Opportunity
- Management Capability
- National Benefits
The Application

- Pre Application Checklist - Get the EOI right. It is a resume!!
- Business Case (Commercialisation Plan)
- Budget Calculator
- Make it easy to approve. Validation
Nuances

- Get the most of Skills & Knowledge
- Concept of Volunteer Mentor
- Repayable Concept
- Not for R&D Activities
- Focus on SME’s and Need for Funding
- Fast Fail Provisions
Inventure’s Approach

- Pre-Application Checklist
- Business Case
- Tools & Modularised Approach
- Alliances & Networks
- No Success Fee
Questions

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