



An Australian Government Initiative



COMMERCIALISATION  
AUSTRALIA

## FACTSHEET

# Skills and Knowledge

## What does it offer?

*Commercialisation Australia* will offer funding to assist researchers, individuals, and small companies new to commercialisation to access specialist advice and services to build their skills, knowledge and linkages. Case Managers and Volunteer Business Mentors will assist companies to access the specialist advice they need.

## What funding is available?

*Skills and Knowledge* offers funding up to \$50,000 to purchase specialist advice and services. Applicants need to match funding on an 80:20 basis, where the applicant funds 20% of the costs. The maximum duration for *Skills and Knowledge* funding is two years for companies and one year for researchers and individuals.

## What types of activities are funded?

*Skills and Knowledge* will fund activities related to obtaining specialist advice and services to assist in the commercialisation process.

Examples of *specialist advice and services* include:

- Business planning
- Commercialisation
- IP management
- Management development
- Linkages (collaborations/partnerships)

For more information on eligible expenditure refer to the *Commercialisation Australia Customer Information Guide* which is available from [www.commercialisationaustralia.gov.au](http://www.commercialisationaustralia.gov.au).

## Who is it for?

*Skills and Knowledge* funding is available to researchers, individuals and small innovative companies.

## How do I apply?

Applicants are encouraged to read the *Customer Information Guide* and are required to complete a Pre-Application Checklist as the first step in applying for *Commercialisation Australia* assistance. The *Customer Information Guide* and Pre-Application Checklist are available from the *Commercialisation Australia* website.

Once a Pre-Application Checklist 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 an application form.

## Merit criteria

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

Eligible applications will be assessed against the following five 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](http://www.commercialisationaustralia.gov.au). Alternatively, contact the *Commercialisation Australia* hotline on 13 22 56.

## Eligibility

To be eligible for *Skills and Knowledge* funding, 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 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 can fund their share of the project costs
- be able to demonstrate that they have access to, or the beneficial use of, any intellectual property necessary to carry out and/or commercialise the proposed project.

## How will my application be assessed?

Applications for grant funding will be assessed by the *Commercialisation Australia* Board through a competitive, merit based process.

## What will I be asked to do if I am successful?

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

## 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*. Their key role is to 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 networks within industry.

Case managers will assist successful applicants by:

- assisting them 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 have extensive experience in management and commercialisation and are well placed to offer insights into the commercialisation process.

Volunteer Business Mentors build on the support provided by Case Managers, giving successful applicants a sounding board to bounce ideas off and suggest options. Case Managers will organise mentoring sessions with Volunteer Business Mentors that have the expertise and skill set to match the applicant's needs. 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.