



An Australian Government Initiative



COMMERCIALISATION
AUSTRALIA

FACTSHEET

Researchers and Individuals

What options do I have in applying for assistance?

To apply for *Commercialisation Australia* assistance, researchers and individuals have three options:

- establish a non-tax exempt company, incorporated under the Corporations Act 2001, prior to making an application
- apply as an individual (or researcher) warranting to form such a company if an application is successful
- apply through a commercialisation office or an eligible partner entity.

Refer to the *Applying for Commercialisation Australia Factsheet* for general information on how to apply for assistance.

What are the main differences?

If you establish a company (either before or after applying for assistance) then:

- you may apply for any of the four components of *Commercialisation Australia*
- the funding agreement will be between the Commonwealth and the company
- assistance from the Case Manager and Volunteer Business Mentors will be available to you for up to two years.

If you apply through a commercialisation office or an eligible partner entity then:

- you may apply for the Skills and Knowledge and Proof of Concept components only
- the funding agreement will be between you, the Commonwealth, and the commercialisation office or eligible partner entity through which you have applied
- assistance from the Case Manager and Volunteer Business Mentors will be available to you for up to one year.

What is a commercialisation office?

Most universities and research organisations have a commercialisation office which assists researchers in commercialising their research. The commercialisation office can provide advice in areas such as intellectual property rights and protection, commercialisation strategy, partnering with industry, and raising capital.

Can I apply now through my commercialisation office?

Yes, if you intend to apply through the commercialisation office of an *Australian University* or a *Publicly Funded Research Agency (PFRA)*. Please refer to the Customer Information Guide for more information.

If you cannot apply through the commercialisation office of an *Australian university* or a *PFRA* then you need to apply through an eligible partner entity.

What is an eligible partner entity?

Where a research organisation does not meet the definition of a *PFRA*, it may apply to have its commercialisation office registered as an eligible partner entity.

Further information

For further information about *Commercialisation Australia*, visit the website at www.commercialisationaustralia.gov.au. Alternatively, contact the *Commercialisation Australia* hotline on 13 22 56.

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Organisations outside the research space could also apply to be registered as an eligible partner entity. For example, a business incubator could qualify as an eligible partner entity if it supports individuals. An industry association (or entity within an industry association) could be suitable as an eligible partner entity if it provides commercialisation advice to individuals.

How do you become an eligible partner entity?

To qualify as an eligible partner entity you need to be approved by the CEO of *Commercialisation Australia*. The application form can be requested by emailing CEOofCA@innovation.gov.au. *Commercialisation Australia* will contact you to discuss the requirements and the process for becoming an eligible partner entity prior to completing an application form.

Selection criteria for registration as an eligible partner entity

Organisations applying for eligible partner entity registration must satisfy the following criteria:

- be based in Australia
- be financially viable
- have a primary purpose to assist individuals or companies in commercialising ideas or research
- assist (or aim to assist) multiple clients
- have regard to the policy objective of *Commercialisation Australia* and be able to operate within the spirit of the program
- declare any conflicts of interest with potential program participants
- comply with the *Equal Opportunities for Women in the Workplace Act 1999*.

How will an application be assessed?

Applications for registration as an eligible partner entity are assessed by the CEO of *Commercialisation Australia* against the selection criteria. The CEO may seek the advice of the *Commercialisation Australia* Board before making a decision.

What will happen if the application is successful?

Approved applicants will be notified by the CEO and their contact details will be published on the *Commercialisation Australia* web site.

What is expected of a commercialisation office or eligible partner entity?

Commercialisation offices and eligible partner entities are expected to be an important source of guidance and advice for researchers and individuals seeking to commercialise their research or ideas. This includes:

- clarifying or resolving any IP issues between researcher and research organisation prior to the development of an application
- exploring all internal avenues of financing commercialisation projects (where appropriate) before submitting an application
- assisting with matching funding or introduction to potential sources of matching funding
- providing commercialisation advice to researchers or individuals who may or may not have successfully applied for *Commercialisation Australia* assistance
- gaining further commercialisation skills and knowledge through the experiences of successful applicants and their interactions with Case Managers and Volunteer Business Mentors
- assisting *Commercialisation Australia* in regularly collecting data to measure the short and long term impact of the *Commercialisation Australia* program and to inform future initiatives to support innovation and commercialisation.

Do they get paid by *Commercialisation Australia*?

No, commercialisation offices and eligible partner entities do not receive payment from *Commercialisation Australia* to fulfil this role. *Commercialisation Australia* funding assistance is only provided to complete agreed activities in relation to the commercialisation project of a successful applicant.

Note that an individual or researcher who has successfully applied for the Skills and Knowledge component through an eligible partner entity or a commercialisation office cannot use the grant to purchase expert advice or services from that eligible partner entity or commercialisation office.