



INDUSTRY DEFENCE AND SECURITY AUSTRALIA LIMITED

PACIFIC 2019 SME Innovation Grant

The Convenor of PACIFIC 2019, which is organised by Industry Defence and Security Australia Limited, will present the PACIFIC 2019 Civil and Defence SME Innovation Grants during the Pacific International Maritime Exposition 2019, to be held at Sydney's International Convention Centre (ICC) on 8-10 October 2019. Cheques for \$15,000 will be presented to the winners in the following categories:

- **PACIFIC 2019 Civil SME Innovation Grant**
- **PACIFIC 2019 Defence SME Innovation Grant**

Organisers also strongly encourage entries in the following sub-categories, for which the judges, at their discretion, may present additional prizes:

- **Autonomous and Unmanned Systems (airborne, surface and sub-surface)** – including oil rig inspection, mine counter-measures, airborne surveillance and things like unmanned stores and equipment delivery in the civilian offshore market)
- **C4ISR, EW, Space and Cyber, including counter-drone systems** – communications, sensors, sonars, Maritime Information Systems, etc
- **Maritime operations** – everything from robotic container-handling to anti-submarine warfare, helicopter operations on LHDs to smart LNG ships
- **Platforms and Propulsion** – everything from anti-fouling on oil rigs and container ships to new control systems for CODLAG power plant on warships, to new welding techniques for submarine hulls

However, we still encourage entries that don't fall into one of these categories – they are still eligible to win the National Innovation Award, SME Innovation Grant or Young Innovator Award.

ELIGIBILITY CRITERIA

1. Eligibility

1.1 The **PACIFIC 2019** SME Innovation Grant is open to Australian companies which satisfy the Australian Bureau of Statistics (ABS) definition of a Small-to-Medium Enterprise (SME) – that is, it employs less than 20 people (Small), or 199 people (Medium).

1.2 To be eligible for the Grant the SME must also be owned by Australians; have its headquarters and the majority of its operations based in Australia; and have an Australian Company Number (ACN) and/or Australian Business Number (ABN).

1.3 The Grant will be awarded to the SME which, in the opinion of the judging panel and the Board of Industry Defence and Security Australia Limited, has developed the most innovative new product, service, production or manufacturing process or approach to business.

1.4 The Innovations on which the nominations will be judged must be Australian – that is, invented, developed, produced and applied by Australian companies in Australia, though they may have been developed initially for the export market.

1.5 The Innovation must have been sold to its launch customer or achieved ‘Market Ready’ status, with demonstrated commercial potential, during the 18 months prior to 1 April 2019.

1.6 An innovation may be submitted only once unless (in the opinion of the Judges) it is too immature to be considered and so should be re-submitted once more when further refined; and it may win only once.

2. Judging Criteria

2.1 Innovations will be judged on their inventiveness and relevance. A Pre-Condition for nomination is:

- Commercial Success or Demonstrated Market Potential

2.2 An Innovation will show ‘Demonstrated Commercial Potential’ if, in the opinion of the judging panel, the innovator concerned has developed a sound business plan and can point to unsatisfied market demand for the product or service concerned.

2.3 Successful nominees will then be judged on two criteria:

- Understanding of user needs
- Originality and innovation

2.4 These criteria will be given equal weighting. The judging panel will select the Innovation Grant winners whose innovations best meet these criteria and present their recommendation to the Board of Industry Defence and Security Australia Limited (IDSAL) for validation. The final choice will rest with the IDSAL Board.

2.5 In the event of a tie, added weight will be given to the entry judged most relevant to the naval or maritime domain.

In the event of an unresolved disagreement on whether or not an Innovation is truly Australian or has ‘Demonstrated Market Potential’, the judging panel will refer the matter to the IDSAL Board and will abide by the Board’s decision.

2.6 The SME Innovation Grant may be awarded only to a single company, not to a consortium or industry team.

3. Timeline

3.1 Nominations will open on Monday 1 April 2019, closing at Close of Business on Monday 1 July 2019. A shortlist of candidates will be drawn up by Wednesday 31 July 2019 and the judging panel will deliver its recommendation to IDSAL by Wednesday 31st July 2019.

3.2 The winner will be announced and the trophy presented at Pacific 2019.

4. Disclaimer

4.1 Industry Defence and Security Australia Limited reserves the right not to award an Innovation Grant in either category (or both) if, in the opinion of the judging panel and the LDA Board, no nominee is considered to be of sufficient quality.

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