



## INDUSTRY DEFENCE AND SECURITY AUSTRALIA LIMITED

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### **Maritime Australia National Innovation Awards 2017**

The Chairman of Industry Defence and Security Australia Ltd will present two awards during the Pacific International Maritime and Defence Exposition 2017 at Sydney's International Convention Centre (ICC) at Darling Harbour:

- **Maritime Australia Defence Industry National Innovation Award**
- **Maritime Australia Civil Industry National Innovation Award**

Maritime Australia is a Division of Industry Defence and Security Australia Limited.

#### **SELECTION CRITERIA**

##### **1. Eligibility**

1.1 The Maritime Australia Innovation Awards are open to Australian companies, including the Australian subsidiaries of overseas parent companies. An Australian company has its headquarters and the majority of its operations based in Australia and it has an Australian Company Number (ACN) and Australian Business Number (ABN).

1.2 The Innovations for which nominations are invited must be Australian – that is, invented, developed and produced by Australian companies in Australia, though they may have been developed initially for the export market.

1.3 The Innovation could be a new product, a new service, a new production or manufacturing process or a new approach to business – e.g. an all-new innovative, team-based approach to securing export business for a group of SMEs.

1.4 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 August 2017.

1.5 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, it has reached a distinct ‘market ready’ threshold and the innovator concerned has developed a sound business plan and can point to unsatisfied market demand for the product or service concerned.

2.3 Entries will then be judged against two criteria:

- Understanding of user needs
- Originality and innovation

2.4 These criteria will be given equal weighting. The judging panel will select the Defence Industry Innovator and the Civil Industry Innovator who best meets these criteria and present their recommendation to the Board of Industry Defence and Security Australia Ltd (IDSAL) for validation. The final choice will rest with the IDSAL Board.

2.5 In the event of a tie, or 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 Innovation Award may be presented to a consortium or industry team, if the judges and IDSAL Board believe this is appropriate.

2.7 Entrants for the Awards are encouraged to download and read the accompanying Guide to submitting a strong proposal.

### **3. Timeline**

3.1 Nominations will open on 18 April 2017, closing at Close of Business on 1 August. A shortlist of candidates will be drawn up by 21 August and the judging panel will deliver its recommendation to the IDSAL Board by 4 September.

3.2 The winner will be announced and the trophy presented by the Chairman of IDSAL at the Pacific International Maritime & Defence Exposition 2017.

### **4. Disclaimer**

4.1 IDSAL reserves the right not to award an Innovation Trophy in either category (or both) if, in the opinion of the judging panel and the IDSAL Board, no nominee is considered to be of sufficient quality.

#### **For Further Information:**

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