



INDUSTRY DEFENCE AND SECURITY AUSTRALIA LIMITED

Maritime Australia SME Innovation Grants 2017

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

- **Maritime Australia Defence Industry SME Innovation Grant**
- **Maritime Australia Civil Industry SME Innovation Grant**

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

CRITERIA

1. Eligibility

1.1 The Maritime Australia SME Innovation Grants are 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 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 August 2017.

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, 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 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, 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 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 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 Exposition 2017.

4. Disclaimer

4.1 IDSAL reserves the right not to award an Innovation Grant 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.

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