



An Australian Government Initiative



RESEARCHERS IN BUSINESS FACT SHEET

WHAT IS RESEARCHERS IN BUSINESS?

The Australian Government has committed \$10 million within Enterprise Connect to support the placement of researchers from universities or public research agencies, into firms that wish to develop a new idea with commercial potential.

FUNDING ARRANGEMENTS

Funding for up to 50 per cent of salary costs, to a maximum of \$50,000 will be provided. Placements can be for a period of 2 to 12 months. Researchers must spend a significant time period working on-site within the firm.

TYPES OF PROJECTS THAT ARE ELIGIBLE

A proposed project must:

- develop a new idea with commercial potential within the Firm;
- involve activities that are not currently being carried out in the Firm; and
- involve activities which will create new competencies and capabilities within the Firm that are aligned with the Firm's business strategy.

Examples of eligible research projects include:

- **product innovation** – developing and testing new, or improved products or services targeted to new or existing markets
- **process innovation** – addressing production/process issues (e.g. improve manufacturing efficiencies and/or quality through new or improved technologies)
- **marketing innovation** – analysing brand, product or service consumer perceptions and impact in the market
- **environmental sustainability** – identifying, measuring pollution/waste reduction opportunities (water, energy, recycling etc)

WHO IS ELIGIBLE FOR RESEARCHERS IN BUSINESS?

To be eligible to apply for Researchers in Business an Australian firm must:

- have turnover or expenditure of more than \$1 million and under \$100 million in the current or one of the two preceding financial years;
- be registered with an Australian Company Number (ACN) and be solvent;
- have filed Business Activity Statements for at least three consecutive years;
- not have received funding for the proposed activities from other Government programs (whether Commonwealth, State, Territory, local or otherwise) within the last three years;
- operates in one or more of the sectors outlined below:
 - Manufacturing
 - Mining Technology
 - Clean Energy
 - Defence
 - Creative Industries
 - Remote Australia

HOW DO I FIND A RESEARCHER?

The program can assist businesses to identify researchers and organise Researchers in Business projects through our partner Linkage Providers. These partners support Researchers in Business by helping eligible businesses:

- communicate their needs to research organisations right across Australia;
- find the right researchers to work with them;
- develop project plans and negotiate commercial arrangements with the relevant research organisation; and
- to develop eligible funding applications

The program has two Linkage Providers – the Australian Institute of Commercialisation (AIC) and CSIRO. Their assistance is provided to businesses free of charge.

WHAT'S NEXT?

To confirm your business's eligibility, access the Linkage Provider services and funding please call the Enterprise Connect hotline between the hours of 9.00am and 5.00pm (AEST) on **131 791** (Australian callers only) or email **enterpriseconnect@innovation.gov.au**

Application forms are available online at **www.enterpriseconnect.gov.au**