



An Australian Government Initiative



COMMERCIALISATION  
AUSTRALIA

## FACTSHEET

# Skills and Knowledge

## Key Information at a Glance

<i>Purpose</i>	To access expert advice and services
<i>Grant Amount</i>	Up to \$50,000
<i>Minimum Contribution</i>	Participant contributes 20%
<i>Resources</i>	Case Manager and Volunteer Business Mentor network
<i>Maximum Project Length</i>	12 months for both individuals and companies
<i>Who Can Apply</i>	<ul style="list-style-type: none"><li>▪ Australian companies with less than \$10 million annual turnover</li><li>▪ Entrepreneurs who will form a company if their Commercialisation Australia application is successful</li><li>▪ Individuals or researchers applying via their commercialisation office or an eligible partner entity</li></ul>

## About the Skills and Knowledge Grant

Access to the right information and advice is critical to commercialising a new product or service. Skills and Knowledge support provides participants with access to expert advice and services to build the skills, knowledge and linkages required to successfully commercialise new products, processes and services.

Skills and Knowledge support is aimed at assisting people new to commercialisation - researchers, entrepreneurs and small companies who know their product, process or service has commercial potential, but don't know what to do next. Individuals and companies have 12 months to complete this component.

## Funding

<i>Funding Amount</i>	Up to \$50,000 is available for participants.
<i>Minimum Contribution</i>	Participants are required to match the grant funding on an 80:20 basis, where the participant funds 20% of the costs (eg: \$12,500 from the participant and \$50,000 from Commercialisation Australia).

## Resources

Commercialisation Australia support offers more than just money:

<b>Case Managers</b>	All participants work with a Case Manager. Commercialisation Australia Case Managers are experienced business builders and entrepreneurs who understand the challenges of commercialising new IP and who can add value to your commercialisation and business activities. They can also assist you in preparing your application.
<b>Volunteer Business Mentors</b>	Making the right business connections is important. Participants may be matched to experienced business mentors who are able to provide useful insights and introductions.

## What Activities are Funded?

Skills and Knowledge assistance will fund activities related to obtaining expert advice and services to assist in the commercialisation process. Examples of expert advice and services are:

<b>Business planning</b>	developing or reviewing a business plan; determining suitable corporate structures; and undertaking a risk analysis
<b>Commercialisation</b>	undertaking market research; developing a market strategy; and developing an export strategy
<b>IP management</b>	commissioning an IP landscape report; developing an IP protection strategy; and developing or reviewing IP licensing agreements
<b>Capital raising</b>	developing an investment proposal and pitch; and developing a capital plan to identify funding requirements
<b>Linkages</b>	developing a partnership or collaboration agreement with another business or organisation

## Making an Application and Further Information

The above information is a guide only. Detailed information on the terms and conditions of the Skills and Knowledge grant is located in the **Customer Information Guide** which can be downloaded from the website.

For information about making an application, including eligibility, downloading application forms and the assessment process, go to the **Apply** section of the website.

Website: [www.commercialisationaustralia.gov.au](http://www.commercialisationaustralia.gov.au)

Hotline: 13 22 56