

Food Innovation Australia Limited (FIAL)

## Enterprise Solution Centre Programme Eligibility Guidelines

### A. What is the Enterprise Solution Centre Programme (ESCP)?

FIAL's Enterprise Solution Centre Programme (ESCP) connects businesses with researchers and provides matched-funding to solve technical challenges. The funding is used to develop innovative solutions to challenges and to help businesses maximise market opportunities by better responding to a market need for their products/services. Ideally a project challenge will link to one of the four FIAL "Knowledge Priorities":

- A Global Market Place
- Future Consumers
- Enhanced Production and Value Addition
- Food Security and Sustainability

Further details about the Knowledge Priority areas can be found in the FIAL Competitiveness Agenda 2025 pp 20-23 at:

[https://fial.com.au/system/files/knowledge\\_repository/SectorCompetitivenessPlan-FA.pdf](https://fial.com.au/system/files/knowledge_repository/SectorCompetitivenessPlan-FA.pdf)

### B. Am I Eligible?

#### 1. Organisation Eligibility:

- a) Australian based companies with a registered ABN/ACN
- b) Must have more than one year of commercial sales up to the EOI submission date.
- c) Are already in the market as food, beverage or agribusiness producers, or suppliers to the agribusiness chain
- d) Not be a university or research organisation
- e) Not be a Rural Development Corporation or Subsidiary
- f) Applications from consortiums of more than one commercial organisation are welcomed.

#### 2. Project Eligibility

- a) The project must demonstrate a clear technical challenge that is not able to be solved with the internal capabilities of the applicant organisation
- b) The innovation challenge ideally will be linked to one of the four industry growth centre priority areas identified above however market needs may require tailored solutions that are not directly related to the FIAL knowledge priority areas.



- c) Applicants must be able to demonstrate the clear path to market as a result of solving the technical challenge. A commercialisation plan must be included in the application.
- d) Applicants must clearly demonstrate the consumer insight which is influencing the market demand.
- e) Part of the funding provided to the applicant must go toward internal training to up-skill staff as a result of the project. This training program must be included in the application. Submissions without a training program will be not eligible.
- f) Projects for the funding of one or more of the following are not eligible:
  - i. Collection or generation of market or consumer data, other than infield testing of consumer responses to products as part of the research.
  - ii. Equipment design for development of equipment prototypes
  - iii. Software development
  - iv. Business or quality systems development or implementation (however, this may be reviewed for micro businesses of <10 employees with <\$750k p.a sales).
  - v. Joint ventures
  - vi. Business start-ups with less than one year of continuous commercial sales
  - vii. Initial scoping investigations made prior to product development
  - viii. Shipping or transport trials unless part of a development project
  - ix. Purchase of plant or equipment unless specifically needed for research. This type of equipment cannot be transferable to production capability
  - x. Revision of plant and/or equipment design for product or process application to suit a consumer or customer need
  - xi. The maximum project length is one year from the date the funding agreement is signed. Projects longer than one year in duration are not eligible.

### 3. Matched funding Contribution

- a) FIAL will match one for one a cash contribution up to a maximum of \$100,000 for eligible applicant companies
- b) You are unable to submit an application if you are receiving Federal Government Funding for the same project
- c) You can submit an application if you are currently receiving state funding or levy contributions from an RDC for the project, however this funding cannot form part of the matched cash contribution toward the project. For example the maximum total project funding is \$200,000 i.e. \$100,000 from the ESCP and \$100,000 from the applicant company. Applications that provide additional funding are eligible, however FIAL can only match up to a maximum of \$100,000 cash



- d) The minimum total project co-funding is \$2500 for a total project amount of \$5000
- e) Project Funding from FIAL and successful applicants will be payable in installments as determined by an agreement between FIAL, the project applicant and the research agency. FIAL may take into account the applicant payment schedule in the EOI – which may link to particular milestones.

**C. Who will conduct the research?**

- a) Research can be completed by both public and/or private agencies but private organisations not registered as research providers must first be authorised by FIAL to ensure quality of outcomes for the submission companies.
- b) Applications with private research providers must include evidence of the private research provider capability and expertise in research within the Food & Agribusiness sector, and the technology focus area for the project.
- c) The choice of the research partner will be made in conjunction with the company prior to allocation of funds by any parties

**D. Who will own the Intellectual Property (IP)?**

- a) The applicant organisation will have the right to use and share IP arising from the project. However;
  - i. If the applicant is willing, FIAL would like permission to use and share the IP for the benefit of the industry. However, FIAL accepts that it may be appropriate, for commercial reasons that the applicant does not grant FIAL IP permissions. In that event no project IP permissions will be acquired by FIAL. This decision must be made by the applicant at the appropriate IP section within the EOI application
  - ii. The applicant is required to identify in its EOI application whether or not the applicant would be willing to grant to FIAL a world wide, royalty free, non exclusive license (including the right to sublicense) to use, reproduce, adapt, modify and communicate the Project IP '(IP permissions)'. This decision must be made by the applicant at the appropriate IP section within the EOI application.
  - iii. If the applicant is willing to grant FIAL these permissions, the EOI application should identify the nature of the project IP to be created.
  - iv. Subject to IP Permissions (if any) to be granted to FIAL, any agreements on IP will be arranged between the applicant and the research organisation(s)



- b) If the applicant, or the research organisation named in the EOI application have pre-existing IP, or if there is third party IP which will be used in the project, any relevant third party IP permissions must be listed as appropriate in the IP section of the EOI application.
- c) Regardless of whether or not the applicant grants project IP permissions to FIAL, the applicant must make all reasonable attempts to commercialise the project IP within 3 years (of the date of the funding agreement signed between FIAL and the successful applicant). If the applicant fails to make all reasonable attempts to commercialise the project IP within 3 years, the applicant must either:
  - d)
    - i. Return 100% of the FIAL grant monies to FIAL – OR –
    - ii. Grant FIAL a perpetual worldwide royalty free, non-exclusive license (including the right to sublicense) to use, reproduce, adapt, modify and communicate the Project IP ('IP permissions') as FIAL sees fit for commercialisation or other purposes

**E. What is the selection process?**

1. You will need to submit your application which will address the criteria in the application form which can found online at: <https://fial.com.au/enterprise-solution-centre-2016>
2. Relevant FIAL team members, together with the Food & Agribusiness Director from the Entrepreneurs Programme from the Commonwealth Department of Industry Innovation and Science or their nominee, and two external judges appointed by FIAL ('the selection panel'), will review all applications.
3. The amount of funding available from the Commonwealth at the time of application will determine if an applicant is chosen depending on the amount of funding required for the project.
4. Successful applicants will be notified in writing and will be required to enter into a legal agreement with FIAL before being entitled to payment of project funds.
5. The project will not commence until legal contracts have been signed and finalised.
6. The legal contract must be signed and finalised within 60 days from the day the applicant is notified of their application being successful. Failure to finalise contracts within 60 days from that date, will result in the withdrawal of the offer by FIAL.



## **F. Reporting obligations:**

A number of reports will need to be provided upon completion of the project.

### **Report 1: Case Study**

- a) A 1 page case study must be provided of what has been learned through the project within 2 weeks of completion of the project
- b) The content of the case study report is an overview of the type of challenge, the approach, solution/learnings and the planned benefits and general findings observed in the project. This report does not need to contain the development of IP

### **Report 2: In Confidence Report**

- a) The In Confidence Report is to contain 'in confidence' information relating to product processes, learnings, trainings and outcomes and must describe the nature and application of any IP, however the specifics of the IP to do need to be mentioned.
- b) It is a mandatory requirement that the In confidence report be available for FIALs research purposes and for 'in confidence' disclosure to the Commonwealth Department of industry Innovation and Science. The In Confidence Report will not be used by FIAL or the Department for commercial use or commercial disclosure unless the Consortium fails to commercialise the IP within 3 years.

### **Report 3: Annual Report**

- a) Applicants must also provide to FIAL an annual report for 3 years upon completion of the benefit of the project. For example, market share, entry into new markets, sales, or other measurable performance metrics

### **Report 4: Receipt of Payment**

- a) Applicants and research agencies must provide evidence to FIAL of payment in the form of receipt of payments or as appropriate, in line with the agreed payment schedule between FIAL, the applicant and research agency.



FIAL reserves the right to amend the Programme Guidelines and Expression of Interest at any time (any such amendments will comply with the Commonwealth Programme Guidelines applicable to the ESCP fund. This document is not a legal contract, it is a set of guidelines to assist with completing the EOI.

