



# CSIRO SME Connect

[WWW.CSIRO.AU/EN/DO-BUSINESS/SOLUTIONS-FOR-SMES](http://WWW.CSIRO.AU/EN/DO-BUSINESS/SOLUTIONS-FOR-SMES)  
[www.csiro.au](http://www.csiro.au)



# CSIRO SME Connect

## What we do

- Assess SME (Small and Medium Enterprises) research needs, make introductions, and facilitate projects
- Facilitate AusIndustry **Innovation Connections** and SIEF **STEM+ Business Fellowship** funding grants

**100+ Facilitations p.a.**  
**50+ Grants p.a.**

## Why we do it

- CSIRO's core mission
- Critical importance to Australia – jobs, growth & productivity
- Access for SMEs to leading ideas and solutions

# SME Connect Team

**Simon Hanson (Clayton)**

Director

03 9545 2752

[simon.hanson@csiro.au](mailto:simon.hanson@csiro.au)



**George Feast (Clayton)**

SME Research Advisor

03 9545 2617

[george.feast@csiro.au](mailto:george.feast@csiro.au)



**Alicia Castleman (Clayton)**

Administration Assistant

03 9545 7992

[alicia.castleman@csiro.au](mailto:alicia.castleman@csiro.au)



## SIEF STEM+ Business

**Jason Barkla (Clayton)**

03 9545 8246

[jason.barkla@csiro.au](mailto:jason.barkla@csiro.au)



## Innovation Connections

**Kevin Thomson (Clayton)**

03 9545 2482

[kevin.thomson@csiro.au](mailto:kevin.thomson@csiro.au)



**Joe Dodd (Clayton)**

03 9545 2277

[joseph.dodd@csiro.au](mailto:joseph.dodd@csiro.au)



**Scott McNeil (Brisbane)**

07 3327 4427

[scott.mcneil@csiro.au](mailto:scott.mcneil@csiro.au)



**Dave Fleming (Newcastle)**

02 4960 6008

[dave.fleming@csiro.au](mailto:dave.fleming@csiro.au)



**Peter Milic (Sydney)**

02 9325 3040

[peter.milic@csiro.au](mailto:peter.milic@csiro.au)



# Innovation Connections

We facilitate Innovation Connections project grants of **up to \$50,000** each for SMEs to:

- Engage a research organisation to undertake research activities.
- Enable a researcher to collaborate with the business to develop and implement a new idea with commercial potential.
- Access to research infrastructure.
- Part of the Australian Government's Entrepreneurs' Programme



**Business**  
*business.gov.au*

# Company Eligibility

- Operating in one of the **5 Industry Growth Sectors**, or in an enabling services and technologies sector:



Advanced  
Manufacturing



Medical  
Technologies and  
Pharmaceuticals



Oil, Gas and  
Energy Resources



Mining Equipment,  
Technology and  
Services



Food and  
Agribusiness

- Turnover or expenditure between **\$1.5 million and \$100 million** under an **ACN** (\$750k minimum in remote regions)
- Three years financial reports
- OR has received an Accelerating Commercialisation grant

# Facilitation Service

- Connections to expertise in research sector – can be Universities, CSIRO, Research Institutes, etc.
- Help planning project – focused on overcoming technical problem or developing product with commercial opportunity.
- Facilitate grant application



# Grants

- Non-competitive, based on eligibility
- Apply anytime
- Quick turnaround
- Up to \$50,000 (ex GST) per grant
- Matched \$ for \$ by the company
- Project period of 2 to 12 months
- 2<sup>nd</sup> grant up to \$50,000 is available – so \$100,000 total
- Formerly 'Researcher in Business' and 'Research Connections'



# New Developments



- 70% funding increase
- Industry placements into research organisations – **matched \$50,000 to cover business salary**
- Graduate employment funding – **matched \$30,000 to employ graduate**



# SIEF STEM<sup>+</sup> Business Fellowship

We facilitate STEM<sup>+</sup> Business Fellowship grants worth **up to \$105,000 per annum** to support projects involving:

- Collaboration between **early career researchers** and SMEs.
- Development and implementation of new ideas with commercial potential.
- Projects of two to three years in duration.



SCIENCE AND  
INDUSTRY  
ENDOWMENT  
FUND

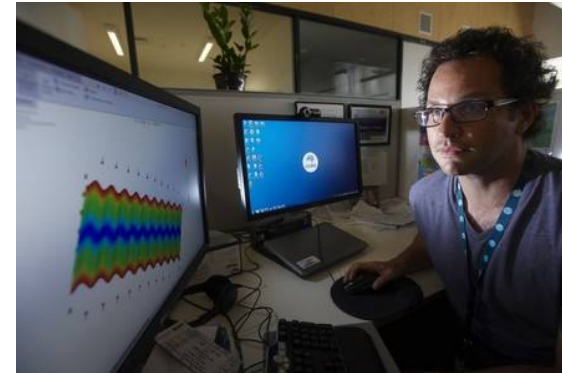
# SIEF STEM+ Business Fellowship – Overview

- Funding from Science & Industry Endowment Fund (SIEF)
- National program
- No growth centre restrictions – all STEM (Science, Technology, Engineering, Mathematics) disciplines will be considered.
- Around 40 projects of 2-3 years
- CSIRO is the administering body and will assist in facilitating projects.
- Research in conjunction with any Australian University or Research Institute.



# Grants

- Based on eligibility and merit
- Apply anytime
- Up to \$105,000 per annum (2-3 years)
- Matched \$ for \$ by the company
- Company contribution may be eligible for R&D Tax Incentive rebate.
- Company able to undertake 2 separate grants but must be different projects.
- Suggested quarterly invoicing



# Company Eligibility

- Companies that have completed Researcher in Business, Research Connections or Innovation Connections

Or

- Has/had a turnover of \$1-100m in current year or one of the last two years.
- Has collaborated with a research organisation on a 1-1 basis for at least 5 months, with the company contributing at least \$25k.



# Early Career Researcher

## Eligibility

- PhD or Master of Research in a STEM subject or a Bachelor of Engineering with experience.
- Less than 6 relevant years since completing last degree at commencement of project.

## Requirements

- Will spend significant time engaging with the SME and be 100% allocated to the project.
- Publication is encouraged with terms/IP issues negotiated with the partner SME during contract stage.
- Will be engaged in at least 6 business meetings p.a.
- Be mentored by both an employee of the SME and the Research Organisation.



# Research Organisation

## Eligibility

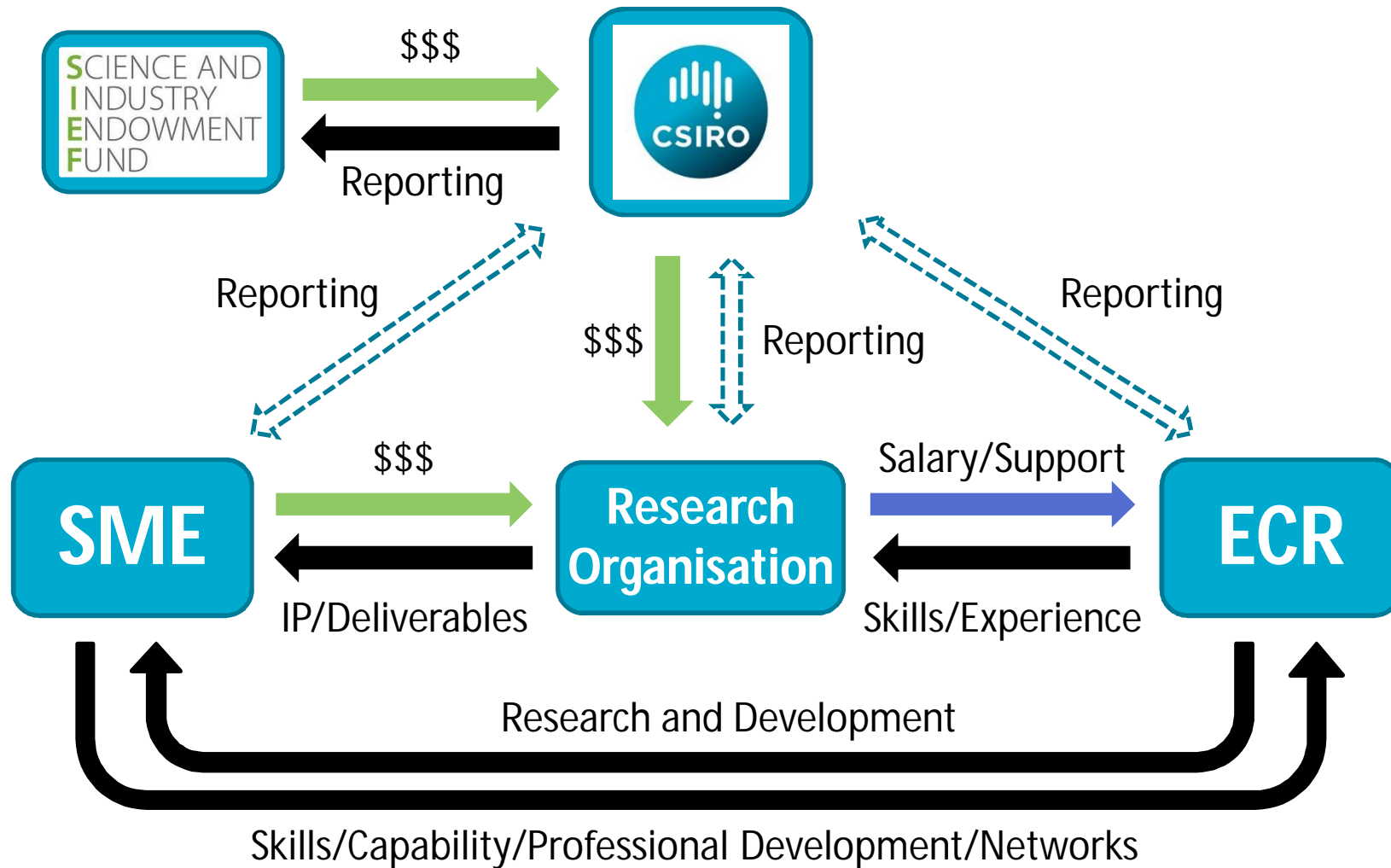
- Be an Australian University, Publicly Funded Research Organisation or Research Focussed Institute.

## Requirements

- Develop a proposal alongside the SME to ensure all needs and drivers are addressed.
- Appoint an experienced supervisor for the Early Career Researcher to help facilitate the project.
- Co-contribution (financial or in-kind) from the Research Partner may be required to help support the project.



# SIEF STEM+



# Benefits of Innovation Connections and STEM<sup>+</sup>

SME	Research Organisation	Researcher
Increased productivity and efficiency	Increased industry engagement	Develop new industry-relevant skills
Develop new products and capabilities	Future collaborations and projects	Greater understanding of commercial environment
Decreased costs	Showcase academic staff and facilities	Future employment opportunities
Access specialised infrastructure and equipment	Potential commercialisation opportunities	Network with industry representatives