# About this Form and Eligibility Criteria About this Form

**Important:**

Please read the Go2Gov Unmatched Solution Testing Guidelines ([Guidelines](https://statedevelopment.sa.gov.au/file/downloads/guidelines-unmatched-solution-testing-pathway-grant-go2gov-program)) before filling out this application.

**Enquiries**

For queries about this form, the grant application process or about your eligibility, please email: dsd.go2gov@sa.gov.au.

**Saving the Form**

Any changes made to this form are not automatically saved.

Click the 'Save' button at the bottom of the page regularly to save your progress and avoid losing any updates.

After clicking the Save button, a web link will be provided, allowing you to return later and continue completing the form.

**Submitting the Form**

Click the 'Submit' button at the bottom of this page once you have completed the form.

A confirmation email, including the details submitted in the form, will be sent to the email provided in the form’s Key Contact section.

**Information required to complete this Form**

All questions in this application form must be completed as instructed, and all requested documentation attached, for timely processing.

Please check that you have all the following information and documents on hand to complete this application form:

* **Participating South Australian Government Agency Letter of Support** \* - Applications will only be accepted with an uploaded Letter of Support provided by the Government Agency [using](https://statedevelopment.sa.gov.au/file/downloads/letter-of-support-participating-government-agency-go2gov-program) [this](https://statedevelopment.sa.gov.au/file/downloads/letter-of-support-participating-government-agency-go2gov-program) [template](https://statedevelopment.sa.gov.au/file/downloads/letter-of-support-participating-government-agency-go2gov-program) that confirms their intention to pilot and implement the Solution should the Go2Gov Proof- of-Concept prove to be successful.
* **Australian Business Number** \* **–** the business has a registered active ABN.
* **Balance Sheet** \* **-** detailing the previous three financial years or the available period if the business has been operating for less than three years (preferably audited or independently prepared if available).
* **Profit and Loss Statement** \* - detailing the previous three financial years or the available period if the business has been operating for less than three years (preferably audited or independently prepared if available).
* **Group’s Management Accounts for the previous financial year -** Excel format with formulas intact (preferably audited or independently prepared if available and applicable.)
* **Cost quotes** - for conducting the key activities that you wish to have funded by this grant, if available.
* **Evidence of intellectual property protection** - including licence agreements or assignment of IP, if any required.

**Useful information**

In this form, the following terms and definitions apply:

***Applicant*** means the applicant business submitting an application for funding under these Guidelines.

***Authorised Contact*** means the person authorised to represent and/or act on behalf of the Applicant in relation to this application.

***Solution*** means the innovative product or service to be tested/developed. ***Challenge*** means the Public Sector challenge to be addressed by the Solution. ***Department*** means the Department of State Development (DSD).

***Government*** means the Government of South Australia unless otherwise specified.

***Government Agency*** means all South Australian Government departments and South Australian Government agencies.

\* indicates a required field or document.

**Confidential information**

Confidentiality obligations apply to Government employees under their terms of employment and *the Public Sector Act 2009* (SA). The Department will treat information provided by the Applicant as confidential information if all the following is satisfied:

* the information is clearly identified as confidential and you explain why it should be treated as confidential;
* the information is of a confidential nature (e.g. commercially sensitive); and
* the information is provided with the understanding that it will stay confidential.

Information that is or becomes public knowledge (other than by breach of any confidentiality obligations) will not be considered to be confidential information.

**Disclosure of information (including confidential information)**

Any information contained in, or relating to, an application, including information identified by an Applicant as confidential information for the purposes of applying for funding under the Go2Gov Program, may be disclosed by the Department:

* to employees, advisers or third parties in order to manage the Go2Gov Program (including but not limited to, for the purposes of evaluating and assessing the application);
* within the Government of South Australia where this serves the legitimate interest of the Department;
* in response to a request by a House or Committee of the Parliament of the Commonwealth of Australia or South Australia;
* where information is authorised or required by law to be disclosed; and
* where the information is already in the public domain.

**Privacy**

The Department is required to treat your personal information in compliance with the Government’s [Information](https://www.dpc.sa.gov.au/resources-and-publications/premier-and-cabinet-circulars/DPC-Circular-Information-Privacy-Principles-IPPS-Instruction.pdf) [Privacy](https://www.dpc.sa.gov.au/resources-and-publications/premier-and-cabinet-circulars/DPC-Circular-Information-Privacy-Principles-IPPS-Instruction.pdf) [Principles](https://www.dpc.sa.gov.au/resources-and-publications/premier-and-cabinet-circulars/DPC-Circular-Information-Privacy-Principles-IPPS-Instruction.pdf) [(**IPPs**)](https://www.dpc.sa.gov.au/resources-and-publications/premier-and-cabinet-circulars/DPC-Circular-Information-Privacy-Principles-IPPS-Instruction.pdf). The Department may provide the personal information collected from you to Government employees, advisers or third parties so that the Department can manage the Program and monitor and assess the Program. The Department or the Minister for Industry, Innovation and Science (‘Minister’) may publicly announce details of successful applications, including but not limited to, the name of Applicant, project summary, estimated and actual economic outcomes and amount of funding, and publish personal information on the Department’s social media and websites.

# Eligibility Criteria

## Eligibility Criteria: The Applicant is an Eligible Business.

**The Applicant has an active Australian Business Number (ABN) and is headquartered in South Australia.**

* Yes  No

**Type of organisation**

* A company incorporated in Australia
* An incorporated trustee on behalf of a trust
* An individual or partnership with the intention to form a company incorporated in Australia.

**The Applicant is registered for Goods and Services Tax (GST).**

* Yes  No

**The Applicant had revenue (including revenue of any Related Bodies Corporate) less than $10 million for the previous financial year.**

* Yes  No

**The Applicant business is less than 7 years old.**

* Yes  No

**Name of participating Government Agency**

# Applicant Details Authorised Contact

**Title Name**

First Last

**Job Title**

**Phone**

**Email**

*A copy of your submitted application will be sent to this email.*

**Company Name**

**Trading Name**

**ABN**

**Primary Industry Division**

*These categories are based on the Australian and New Zealand Standard Industrial Classification (ANZSIC) codes.*

**Business Street Address (Australian Head Office)**

Address Line 1

Address Line 2

City State / Province / Region Postal / Zip Code

**Primary Website**

**Company LinkedIn Page**

**Does your company have a listing on South Australia’s Dealroom Platform?**

* Yes  No

*The SA Dealroom platform helps showcase SA-based startups, facilitate deal flow with potential investors and provide information on the local innovation ecosystem. To update and/or claim your company’s Dealroom listing, visit* [https://southaustralia.dealroom.co/](https://southaustralia.dealroom.co/intro)

**Company Dealroom listing**

*i.e. https://southaustralia.dealroom.co/companies/<your company name>*

**Is your company claiming the Research and Development Tax Incentive (R&DTI)?**

* Yes  No

*The Research and Development Tax Incentive (R&DTI) helps companies innovate and grow by offsetting some of the costs of eligible research and development (R&D). For further information visit* [Research](https://business.gov.au/grants-and-programs/research-and-development-tax-incentive) [and](https://business.gov.au/grants-and-programs/research-and-development-tax-incentive) [Development](https://business.gov.au/grants-and-programs/research-and-development-tax-incentive) [Tax](https://business.gov.au/grants-and-programs/research-and-development-tax-incentive) [Incentive](https://business.gov.au/grants-and-programs/research-and-development-tax-incentive) [|](https://business.gov.au/grants-and-programs/research-and-development-tax-incentive) [business.gov.au](https://business.gov.au/grants-and-programs/research-and-development-tax-incentive)

**Specify the year your business started operating.**

**Provide a brief description of your business including the products or services you offer.**

*500 characters maximum*

**Current active founders (by headcount) in your business**

**Male**

**Female**

**Non-binary**

0

0

0

**Headcount Total**

0

*Calculated*

**Current Full Time Equivalent Employees (FTEs) (excluding Founders) in your business**

*Full-time equivalent (FTE) is a measure used to express the total workload of employees in an organisation by combining both full-time and part-time hours into the equivalent of full-time employees.*

*An employee cannot be expressed as more than one full-time equivalent (1.0).*

*FTEs should only include casual and permanent employees and exclude contractors hired on a temporary basis.*

*For a position in which 37.5 hours per week is normal full-time (1.0 FTE):*

*A business with 22 staff contracted to work 675 hours in a business week of 37.5 hours has 18 FTE. (675 divided by 37.5 = 18.0)*

*A nonbinary person does not identify exclusively as male or female. Enter 0 if you do not have employees.*

**Male**

**Female**

**Non-binary**

0.00

0.00

0.00

**FTE Total**

0

*Calculated*

**Revenue of Applicant in the previous Financial Year**

*Enter $0 if no revenue has been generated.*

*You must have an annual revenue (including revenue of any Related Bodies Corporate) less than $10 million for the previous financial year.*

**Does your company have any Related Bodies Corporate such as a parent or subsidiary company?**

* Yes  No

*If you answer yes to this question you may be asked to provide addition details about your company’s group structure and the relationships within the group.*

*Two bodies corporate are related where:*

* *one is a holding company (i.e. parent) of the other*
* *one is a subsidiary of the other*
* *both are subsidiaries of the same holding company*

# Related bodies corporate

*Enter $0 if no revenue has been generated. This table will allow you to add rows.*

**Parent or subsidiary company**

**Name of company ABN Revenue in Last Financial**

**Year**

**Total revenue of Applicant and Related Bodies Coporate in Last Financial Year**

$0.00

**Total: $0.00**

*You must have an annual revenue (including revenue of any Related Bodies Corporate) less than $10 million for the previous financial year.*

**Directors, Shareholders and Executive Team**

List the directors, shareholders and executives in your company, the role/relationship with your company, the percentage of issued shares each holds, and whether the shareholder is an Australian resident or an Australian-controlled entity. Where there are more than 10 shareholders, list only the top 10.

# Directors Shareholders Executive Team

*This table will allow you to add rows.*

**Shareholder Name Role/Relationship with**

**Applicant**

**% of Issued Shares Australian Residential /**

**Controlled Entity**

**Total: 0.00%**

# Challenge and Solution Details

## Eligibility and Merit Criteria: The Application demonstrates

* + ***Potential for Impact and Scale;***
	+ ***Technical and Market Validation;***
	+ ***Competitive Advantage.***

**Describe the Government Agency Challenge you are addressing and how you identified the Challenge.**

*Provide a short description of your understanding of the Challenge. 1000 characters maximum.*

**Describe the specific Solution (product or service) that you are developing that will address the Government Agency Challenge described above and how it will solve the Challenge.**

*1000 characters maximum*

**Describe the development still required for the Solution to be ready for the Government Agency.**

*1000 characters maximum*

**Describe how you have validated the technical and functional feasibility of the Solution based on existing or future customer requirements.**

*E.g. include concise details about any pilot customer testing/surveys and reports.*

*1000 characters maximum*

**Specify the year you started developing this Solution.**

**Indicate the stage of development of this Solution.**

* Concept or idea
* Invention/research and development
* Proving technology performance/function at prototype stage
* Ready to be tested by potential customers/field trialled, proving commercial viability
* Early stage customer adoption and sales, establishing the business
* Established customer base, business established and earning income, planning to enter new market sectors and/or jurisdictions

**Select who currently buys your Solution.**

* BSB - Business to Business
* B2C - Business to Consumer
* B2B2C - Business to Business to Consumer
* B2G - Business to Government

**Provide a brief description of the customers for your Solution.**

**Specify the total revenue to-date generated by your Solution.**

*Enter $0 if revenue has not been generated.*

**What was the first financial year your business generated revenue.**

**Describe how the Solution is differentiated and/or has a sustainable competitive advantage in national and international markets, including a description of your supporting evidence.**

*1000 characters maximum*

**Describe why future customers (besides the Government Agency) will choose your Solution and what evidence you have to support this?**

*1000 characters maximum*

# Key competitors

**Key Competitor 1** *This will be a repeating section.*

**Competitor business name**

**Describe the competitor's business or service.**

*500 characters maximum*

**Describe how your Solution is differentiated from the competitor's product or services and why it is better suited to address the Challenge.**

|  |  |
| --- | --- |
|  |  |
| *500 characters maximum* |

**Intellectual property strategy**

**Describe your intellectual property strategy for the Solution including any relevant protection steps.**

*E.g. include concise details about any planned or actual patents, trademarks, copyright, trade secrets, etc.*

*1000 characters maximum*

# Patent Applications

 *This table will allow you to add rows.*

**Type Application Number Title**

# Project and Project Delivery Details

## Eligibility and Merit Criteria: The Application evidences logical and feasible

* ***Project Delivery***
* ***Proposed milestones***
* ***Go/no go decision criteria***

**Project/Proof of Concept Title**

*250 characters maximum*

**Describe the proposed Project/Proof of Concept (funded through the requested Go2Gov grant) in collaboration with the participating government Agency, including the role of each partner.**

*2000 character maximum*

**Describe the expected outcomes of the proposed Project/Proof-of-Concept with the Government Agency.**

*1000 characters maximum*

**Indicative Project start date**

**Indicative Project end date**

**Indicative Project duration in days**

*Automatic calculation of above*

**Requested Go2Gov Program grant funding (AUD ex GST)**

*Maximum funding available is $200,000 (excluding GST).*

**Participating Government Agency cash contribution (AUD ex GST), excluding in-kind contribution**

*The Government Agency's cash contribution to de-risk the project and to bolster the chances of project success in the shortest possible time. Enter $0 if there is no cash contribution.*

**Participating Government Agency in-kind contribution**

**Description of participating Government Agency in-kind contribution**

*Details of the Government Agency's in-kind contribution to the project. For example: staff time, equipment and materials, facilities, training at no cost, access to IP or licenses provided free or at reduced cost.*

**Applicant cash contribution (AUD ex GST), excluding in-kind contribution**

*The Applicant business's cash contribution to the project. Enter $0 if there is no cash contribution.*

**Description of Applicant cash contribution**

*Details of the Applicant business's cash contribution to the project. For example: retained earnings, loan facility, private investors, venture capitalist, etc.*

**Applicant in-kind contribution**

*Enter $0 if there is no in-kind contribution.*

**Description of Applicant in-kind contribution**

*Details of the Applicant business's in-kind contribution toward the trial. For example: staff time, equipment and materials, facilities, training at no cost, access to IP or licenses provided free or at reduced cost.*

# Total Funding Table

*Table is automatic calculation of above*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | **Total Cash** |  | **Total In-kind** |  | **Total Project Funding** |  |
|  |  |  |  |  |  |  |
|  | $0.00 |  | $0.00 |  | $0.00 |  |
|  |  |  |  |  |  |  |

# Project Milestones and Payments

Milestone payments are usually made in advance to allow coverage of expenses related to the next milestone.

The final milestone payment is usually made in arrears once a project completion report is validated, and a financial acquittal is completed, which requires satisfactory expenditure of grant funding and matched funding.

Ensure your milestone details are consistent with your attracted Cash Flow Forecast and the grant funding amount requested above.

**Milestone 1** *This will be a repeating section.*

**Completion Date**

**List of Deliverables**

*List the expected milestone deliverables. 500 characters maximum*

**Grant Payment (ex GST)**

*Enter the expected grant payment amount needed for this milestone.*

Please ensure the Total Grant Payments match the Grant amount requested.

**Grant requested Total grant payments**

$0.00

# Project Expenditure

**List the expenditure and total estimated costs that are critical to deliver your proposed project.**

# Project expenditure

**Expense Type** *This table will allow you to add rows.* **Amount (AUD ex GST)**

**Total: $0.00**

**Does the project involve activities that will require submission or approval to any ethics or regulatory body?**

* Yes  No

**Provide details.**

*1000 characters maximum*

**Has approval been granted, or when is approval anticipated?**

*1000 characters maximum*

**Do you have access to (or the ability to access) any required infrastructure, capital equipment, technology and/or intellectual property to start the project?**

* Yes  No

**Provide details.**

# Capacity and capability or access to capability to deliver on the Project

**Team and Expertise**

*Identify the project team members including their capacity and required managerial, commercial, and technical capabilities to deliver the project.*

**Team member 1** *This will be a repeating section.*

**Person Name**

**Capability Description**

*200 characters maximum*

# Key Risks

*List the key risks to your project and your risk mitigation plans based on the financial, technical, commercial or implementation categories.*

*Consider implementation risks such as acquiring any additional expertise needed in your team to implement and deliver your proposed project, as well as any approvals, equipment, materials, or other essential resources.*

*Do not include risks that are unlikely to occur or of low impact to your proposed project and your product or service.*

**Key Risk 1** *This will be a repeating section.*

**Type**

* Commercial
* Financial
* Implementation
* Technical

**Risk Description**

*500 characters maximum*

**Risk Mitigation**

*500 characters maximum*

# Commercialisation Plan

## Eligibility and Merit Criteria: The Application outlines a logical and feasible

* + ***Commercialisation Plan;***
	+ ***Potential for Impact and Scale.***

**Outline the objectives of your Commercialisation Plan (beyond the Project) to help the Solution to further enter local and or global markets.**

*Objectives should be SMART (Specific, measurable, Achievable, relevant, and Time-bound) and include short, medium and long-term.*

*2000 characters maximum*

**Identify the future target market (size and defined customer type).**

* B2B - Business to Business
* B2C - Business to Consumer
* B2B2C - Business to Business to Consumer
* B2G - Business to Government

**Describe how the Proof of Concept with Government will support your growth and facilitate a path to national and/or international markets and contribute to generating sales.**

*E.g. include concise details about any planned or actual direct sales, distribution channels or franchising activities.*

*2000 characters maximum*

**Describe how your Solution will generate revenue and specify the total addressable market including the number of potential customers and average revenue potential.**

*Total number of potential customers, average revenue potential. 1000 characters maximum*

**Describe your future manufacturing/scaling strategy.**

*1000 characters maximum*

**Describe how you will need to increase your team's capacity and capability to successfully deliver on your commercialisation plan.**

*1000 characters*

**Describe how the Solution has the capacity to create jobs in South Australia, preferably in new and emerging technology areas, and any other wider benefits to South Australia.**

*E.g. economic, social, environmental, technological, health and wellbeing outcomes etc.*

*1000 characters maximum*

# Attachments and Declaration Attachments

**Letter of Support from participating Government Agency interested in testing the Solution (product or service).**

**Balance Sheet detailing the previous three financial years or the available period if the business has been operating for less than three years (preferably audited or independently prepared if available).**

**Profit and Loss Statement detailing the previous three financial years or the available period if the business has been operating for less than three years (preferably audited or independently prepared if available).**

**Group's Management Accounts for the previous financial year (Excel format with formulas intact, preferably audited or independently prepared if available and applicable).**

**Cost quotes for conducting the key activities that you wish to have funded by this grant (if available).**

**Evidence of intellectual property protection (including license agreements or assignment of IP, if any required).**

**Additional attachments.**

# Declaration

**Are any of the Company Directors, Shareholders, or members of the Executive Team currently a Public Officer under the Independent Commission Against Corruption Act (ICAC) Act 2012 (SA)?**

* Yes  No

**Provide details.**

**Do any of the Company Directors, Shareholders, or members of the Executive Team, have any actual, potential or perceived conflicts of interest in relation to this Application and/or Project?**

* Yes  No

**Provide details.**

**Declarations and Consents**

1. I declare that I have authority to complete this Application Form (the ‘Form’) and to make these declarations and consents on behalf of the Applicant, and further acknowledge that by including my name in this Form, I am deemed to have signed this Form as an authorised representative of the Applicant.
2. I declare that I have read and understood the Program Guidelines and the instructions set out in this Form (including the provisions relating to Confidential Information, Disclosure of Information and Privacy outlined in this Form).
3. I declare that the information contained in this Form together with any statement attached and all other information provided in relation to this Form is, to the best of my knowledge, true, accurate and complete and that I will bring any relevant changes to the attention of the Department as soon as practicable during the assessment period. I also understand that giving of false or misleading information is a serious offence under the Criminal Law Consolidation Act 1935 (SA).
4. I understand that I may be requested to provide further clarification or documentation to verify the information supplied in this Form (and/or associated documents) and that during the Expression of Interest process, the Department may consult with other Government agencies or engage external advisors/third parties about the information provided in this Form (and associated documents).
5. I acknowledge that if the Department or the Minister is satisfied that any information provided in this Form (or in any associated documents) is incorrect, incomplete, false or misleading, the Department or the Minister may, at its absolute discretion, take appropriate action which may include, but is not limited to:
	* excluding an Application and/or Expression of Interest from consideration;
	* withdrawing a funding offer; and/or
	* terminating any grant agreement including recovering funds already paid.
6. I declare that the Applicant will comply with, and require that its employees and contractors comply with, all applicable laws and Government policies.
7. I understand that the assessment of this Form and any decision is at the absolute discretion of the Department or the Minister.

By submitting this Form, I, the Authorised Contact, declare that:

* I understand and agree to the paragraphs above; and
* the information provided in this form is true and correct.

**Title First Name Last Name**

**Date of declaration**

*This is the date you submit this application.*