Australian Government
Department of Industry, Science and Resources

Industry Growth Program
AusIndustry

Grant Opportunity Comparison – for reference purposes only

The Industry Growth Program (the Program) contributes to the purpose of the Department of Industry, Science and Resources (we/us/the department) to build a better future for all Australians through enabling a productive, resilient and sustainable economy, enriched by science and technology. The Program is aligned with the Australian Government's priorities to help build Australian manufacturing capability for the future, and to support innovative and high growth potential small and medium enterprises (SMEs) undertaking projects in priority areas of the National Reconstruction Fund (NRF) to:

- commercialise their ideas into new and innovative products, processes and services and grow their operations
- improve their ability to engage in, or increase, their interstate and/or international trading operations
- better position them to seek future investment and further scaling opportunities, including through the NRF where relevant.

The intended outcome of the Program is to increase trade in interstate markets and/or markets in other countries by:

- improving commercialisation capability and performance of participating businesses
- improving growth capability and performance of participating businesses
- scaling up participating businesses.

The Program has two grant opportunities available to SMEs:

- Industry Growth Program: Early-Stage Commercialisation
- Industry Growth Program: Commercialisation and Growth.

The table below outlines the **key differences** between the two grant opportunities. This is a high-level comparison only. Requirements for each grant opportunity are set out in the grant opportunity guidelines for the Early-Stage Commercialisation grant and Commercialisation and Growth grant. Applicants **must** refer to, understand, and comply with, the grant opportunity guidelines when preparing their applications.

	Industry Growth Program	
	Early-Stage Commercialisation	**Commercialisation and Growth**
Industry Growth Program objectives	Aligned with the Government's priorities to help build Australian manufacturing capability for the future, and to support innovative and high growth potential SMEs undertaking commercialisation and transformation projects in NRF priority areas.	
About Industry Growth Program projects	Projects are intended to include the **journey** from feasibility studies and the **development** of **proof-of-concept** through to the **production and testing** of **early prototypes** in a simulated or theoretical environment. Testing should validate the commercial viability of the innovative product, process or service. Various scales are typically referenced to demonstrate technology readiness or market readiness, with one example commonly referenced being Technology Readiness Levels (TRLs). As a guide, early-stage commercialisation grant projects are intended to broadly include the journey through **TRL3 to TRL6**[1].	Projects are intended to include those that can already demonstrate **completion** of feasibility studies and proof-of-concept. Projects are intended to include the **journey of product, process or service development** from **early prototyping through to actual application** in its final form, and the **capability to scale up** to full rate production and grow into new markets. Various scales are also typically referenced to demonstrate technology readiness or market readiness, including TRLs. As a guide, commercialisation and growth grant projects are intended to broadly include the journey through **TRL4 to TRL9**.[2]

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[1] Technology Readiness Levels (TRLs) refers to a benchmarking tool used to track the progress of the development of specific technological innovations, from blue-sky research (TRL 1) to full system demonstration under expected market conditions (TRL 9).

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	Industry Growth Program	
	Early-Stage Commercialisation	**Commercialisation and Growth**
Target businesses	The program targets businesses beginning to, or with capacity to, scale as described above but does not include routine business growth.	
Grants available		
Minimum grant amount	$50,000	$100,000
Maximum grant amount	$250,000	$5,000,000
Eligible in-kind contributions	In-kind contributions can count towards a maximum of 10 per cent of your eligible project costs.	Not eligible. Contributions to your project must be cash.
Minimum project period	6 months	12 months
Maximum project period	24 months	
Use of other sources of government funding	You cannot use funding from other Commonwealth, state, territory or local government grants to fund the balance of project expenditure not covered by the grant.	
Commencement of project	You **must not** commence your grant project until you **execute** a grant agreement with the Commonwealth. If you are successful, we expect you will be able to commence your project within 1 month of receiving the offer of grant funding.	You **must not** commence your grant project until we notify you that your application is **successful**. Eligible expenditure is subject to a grant agreement. Where your project commences prior to execution of a grant agreement any expenditure incurred is at your own risk. If you are successful we expect you will be able to commence your project upon approval of the grant application.
Project completion	You **must** complete your project within 2 years of your project start date.	You **must** complete your project within 2 years of your project start date, unless approved by the program delegate.
Applying for multiple grants	• You may apply for multiple grants under this opportunity, however the combined total you (and your related bodies corporate) can receive through the Early-Stage Commercialisation grant opportunity is **$250,000**. • You can only apply for one grant at a time through a staged process and your end of project report must be approved before applying again under either of the program's grant opportunities.	• You may apply for multiple grants under this opportunity, however the combined total you (and your related bodies corporate) can receive through the Commercialisation and Growth grant opportunity is **$5,000,000**. • You may only receive up to $5,000,000 for the same innovative product, process or service. • You cannot receive funding for the same activities. • You can only apply for one grant at a time through a staged process and your end of project report must be approved before applying again under either of the program's grant opportunities.
Eligible Activities		
To be eligible your project **must**:	• be aimed at bringing an innovative product, process or service to domestic and / or international markets • directly relate to the Early-Stage Commercialisation grant opportunity outcomes and objectives • have at least $100,000 in eligible expenditure • not result in the maximum allowable amount of $250,000 in Early-Stage Growth grant funding being exceeded	• be aimed at the commercialisation and/or scaling up of a new product, process or service for entry into domestic and/or international markets. • directly relate to the Commercialisation and Growth grant opportunity outcomes and objectives • have at least $200,000 in eligible expenditure

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	Industry Growth Program	
	Early-Stage Commercialisation	**Commercialisation and Growth**
	• not have previously received an Early-Stage Commercialisation grant for the same activities related to your innovative product, process or service.	• not result in the total funding received through this grant opportunity exceeding the maximum allowable amount of $5,000,000 for the same product, process, or service • not contain activities funded through a previous Industry Growth Program grant opportunity for the same innovative product, process or service.
Eligible activities **must** directly relate to the project and the program's objectives and outcomes and **may** include:	• feasibility studies, analytical and experimental proof-of-concept to validate analytical predictions of the proposed innovative product, process or service • small scale testing and validation of basic components to establish that they will work together • larger scale testing of the system (integrated prototype components) in a simulated or theoretical environment • scaled prototype system or subsystem testing in a simulated or theoretical environment • preliminary designs of critical components completed • initial cost models, required investments and supporting partners identified.	• small scale testing and validation of basic components to establish that they will work together • larger scale testing of the system (integrated prototype components) in the commercially intended environment • scaled prototype system or subsystem testing in the commercially intended environment • preliminary designs of critical components completed • initial cost models, required investments and supporting partners identified • capability to produce systems, subsystems of components in the commercially intended environment • demonstrated system operated in the commercially intended environment over the full range of expected conditions • pilot capability demonstrated • small scale production demonstrated, with capability in place to scale up to full scale production • innovative product, process or service available to customers and consumers.
Eligible activities **do not include**:	• early-stage research • manufacturing plants to produce an existing product more efficiently, or to increase the profitability of an existing service, in support of incremental growth or business-as-usual activities • commercialisation of the next version or iteration of an existing product, process or service where updates and changes are minor and therefore does not qualify as an innovative product, process or service (see the glossary at section 14) • developing an innovative product, process or service for internal use only (i.e. not for sale), for example an enhancement to a manufacturing process that you will only use in your manufacturing plants to produce an existing product more efficiently, or to increase the profitability of an existing service.	
	• scaling production and/or marketing activities in markets where you have already made your first sales of the innovative product, process or service • opportunity costs relating to any production losses due to allocating resources to the agreed grant project, costs of manufacturing production inputs not relating to commissioning new equipment.	• marketing activities in markets where you have already made your first sales of the innovative product, process or service • activities funded through a previous Industry Growth Program grant for the same innovative product, process or service.

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	Industry Growth Program	
	Early-Stage Commercialisation	**Commercialisation and Growth**
Assessment		
Assessment of applications	Continuous assessment – approximately every four weeks on an ongoing basis.	Continuous assessment – approximately every six weeks on an ongoing basis.
Assessment process	The department will first assess your application against the eligibility criteria	
	If eligible, your application will be assessed against the assessment criteria by the Industry Growth Program Committee (the committee), through one or more of its members.	The department refers eligible applications to the committee which comprises independent experts delegated authority from Industry Innovation and Science Australia. The committee will assess your eligible application against the assessment criteria before recommending which projects to fund to the department's Decision Maker.
Assessment criteria – we will only award funding to applications that score **at least 50 per cent** against each assessment criterion.	Applications will be assessed based on the weighting given to each criterion. 1. Alignment of your project with grant opportunity objectives and outcomes (40 points) 2. Capacity, capability, and resources to carry out the project (60 points)	Applications will be assessed based on the weighting given to each criterion. 1. Alignment of your project with grant opportunity objectives and outcomes (20 points) 2. Capacity, capability, and resources to carry out the project (40 points) 3. Market opportunity (20 points) 4. Benefits to be provided by the grant (20 points) Your application responses should also consider the broader investment imperatives and government priorities for industry (e.g. net zero) where these are relevant to your project and to your business growth opportunity. A list of these priorities can be found on industry.gov.au and may change over the life of the Industry Growth Program.
Reporting		
End of project report	We **may** ask you to provide an independent audit report	**Must** include an independent audit report
Variations		
Extension	Extending the timeframe for completing the project but within the maximum two year period	Extending the timeframe for completing the project but within the maximum two year period unless, under exceptional circumstances and only after your project has commenced, you can apply to the Program Delegate to vary your project end date. Approval will be at the discretion of the Program Delegate.
Increase in funds	Does not allow for an increase of grant funds.	
Supporting documentation required		
Project plan, governance structure and risk management	You **must** provide the following documents with your application: • a project plan – providing the scope of the project and a timeline of activities and milestones. This should include a list of all key management and technical staff, including their relevant experience and details of any contractors that you have or intend to engage as a part of the project.	You **must** provide the following documents with your application: • a **detailed** project plan – providing the scope of the project and a timeline of activities. This should include a list of all key management and technical staff, including their relevant experience and details of any contractors that you have or intend to engage as a part of the project.

	Industry Growth Program	
	Early-Stage Commercialisation	**Commercialisation and Growth**
	The project plan should be a maximum of 10 pages. It should also include: • governance structure – outlining the governance model and arrangements for managing your project and relationships with partners and why the chosen model and arrangements are the most appropriate for your project • risk management – and any supporting documentation, describing how you propose to monitor, manage and report identified risks. Risks associated with cyber security attacks and national security as outlined in section 13.6 of these grant opportunity guidelines should be given consideration.	The project plan should be a maximum of 20 pages. It should also include: • governance structure – outlining the governance model and arrangements for managing your project and relationships with partners and why the chosen model and arrangements are the most appropriate for your project • a risk management plan – and any supporting documentation, describing how you propose to monitor, manage and report identified risks. The risk management plan should give specific consideration to risks associated with cyber security attacks and national security as outlined in section 13.6 of these grant opportunity guidelines • a commercialisation and growth plan including your path to market (e.g. direct sales, distribution channels, franchising) • an operational plan including your business and delivery model, human resources, marketing and communications plan, financial plan, manufacturing strategy (where applicable).
Funding strategy		You **must** provide evidence of your funding strategy
Advisory Service Report	The report received through participation in the Industry Growth Program Advisory Service	
Intellectual Property	You **must** provide evidence of an appropriate IP strategy (if not yet developed, evidence of ownership/access to IP as required in section 4.2)	
Accountant declaration	You **must** provide an accountant declaration verifying the financial sustainability of your business (independent of the grant funding) and confirming your share of the project costs can be met.	
Appendix A		
Capitalised expenditure	Capitalised expenditure for production (or full run rate) plant and equipment will be up to 25 per cent of your total grant funding under this program.	
		We cannot consider any expenditure incurred or paid before date of the letter of offer as eligible expenditure.
Travel and overseas expenditure	Eligible overseas activities expenditure is limited to 10 per cent of total eligible expenditure unless you have prior approval by the Decision Maker.	
		The proportion of the service providers total fee that will be spent on overseas expenditure