



## AEROSPACE AUSTRALIA LIMITED

### **AVALON 2019 SME INNOVATION GRANTS**

The Chairman of Aerospace Australia Ltd will award two SME Innovation Grants worth \$15,000 each during the Australian International Airshow and Defence Exposition 2019 at Avalon International Airport, near Melbourne:

- **Avalon 2019 Defence Industry SME Innovation Grant**
- **Avalon 2019 Civil Industry SME Innovation Grant**

The organisers also strongly encourage entries in the following sub-categories, in which the judges, at their discretion, may present additional prizes:

- **Space Operations and Technology** – anything relating to space technology and operations, from launchers and payloads to ground stations and control systems
- **Autonomous and Unmanned Systems and ISR** – anything from hand-held to HALE UAVs, Intelligence Surveillance and Reconnaissance equipment and payloads, advanced ground stations, autonomous systems and robotic ground vehicles
- **Training** - anything from elementary flight training through vocational training of LAMEs and air traffic controllers, to professional engineering training and education
- **Aeronautics** – anything relating to aircraft, helicopter and missile Structures, Propulsion, Role Equipment and Flight Control, including **counter-drone technologies**

***However, we still encourage entries that don't fall into one of these categories – they are still eligible to win the SME Innovation Grant.***

## CRITERIA

### 1. Eligibility

1.1 The **AVALON 2019** SME Innovation Grants are open to Australian companies which satisfy the Australian Bureau of Statistics (ABS) definition of a Small-to-Medium Enterprise (SME) – that is, it employs less than 20 people (Small), or 199 people (Medium).

1.2 To be eligible for the Grant the SME must also be owned by Australians; have its headquarters and the majority of its operations based in Australia; and have an Australian Company Number (ACN) and Australian Business Number (ABN).

1.3 The Innovations for which nominations are invited must be Australian – that is, invented, developed and produced by Australian companies in Australia, though they may have been developed initially for the export market.

1.4 The Innovation could be a new product, a new service, a new production or manufacturing process or a new approach to business – e.g. an all-new innovative, team-based approach to securing export business for a group of SMEs.

1.5 The Innovation must have been sold to its launch customer or achieved ‘Market Ready’ status, with demonstrated commercial potential, during the 18 months prior to 21 December 2018.

1.6 An innovation may be submitted only once unless (in the opinion of the Judges) it is too immature to be considered and so should be re-submitted once more when further refined; and it may win only once.

### 2. Judging Criteria

2.1 Innovations will be judged on their inventiveness and relevance. A Pre-Condition for nomination is:

- Commercial Success or Demonstrated Market Potential

2.2 An Innovation will show ‘Demonstrated Commercial Potential’ if, in the opinion of the judging panel, the innovator concerned has developed a sound business plan and can point to unsatisfied market demand for the product or service concerned.

2.3 Successful nominees will then be judged on two criteria:

- Understanding of user needs
- Originality and innovation

2.4 These criteria will be given equal weighting. The judging panel will select the Innovation Grant winners whose innovations best meet these criteria and present their recommendation to the Board of Aerospace Australia Limited (AAL) for validation. The final choice will rest with the AAL Board.

2.5 In the event of a tie, added weight will be given to the entry judged most relevant to the aviation, aerospace or space domain. In the event of an unresolved disagreement on

whether or not an Innovation is truly Australian or has 'Demonstrated Market Potential', the judging panel will refer the matter to the IDSAL Board and will abide by the Board's decision.

2.6 The SME Innovation Grant may be awarded only to a single company, not to a consortium or industry team.

### **3. Timeline**

3.1 Nominations will open on Monday 24 September 2018, closing at Close of Business on Friday 30 November 2019. A shortlist of candidates will be drawn up by Friday 11 January 2019

3.2 The winner will be announced and the trophy presented by the Chairman of AAL at Avalon Airshow 2019.

### **4. Disclaimer**

4.1 Aerospace Australia Ltd reserves the right not to award an Innovation Grant in either category (or both) if, in the opinion of the judging panel and the AAL Board, no nominee is considered to be of sufficient quality.

### **For Further Information:**

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