

# FACT SHEET:

## Developing Innovative Solutions In Far North Queensland

### INTRODUCTION

Regional Development Australia Far North Queensland and Torres Strait (RDA FNQ&TS) is committed to assisting regional development through the advancement and commercialisation of innovative products. To this end, the links below will assist businesses in the region to ensure they are best positioned to identify and maximise potential opportunities for innovative growth.

### POTENTIAL FUNDING PROGRAMS/ NETWORKS

#### **Regional Development Australia Far North Queensland**

RDA FNQ&TS' own webpage provides updates on grants and tenders that are relevant to the region. There is also an option to subscribe to the newsletter to receive regular updates on grants and tenders.

<http://www.rdafnqts.org.au/index.php/resources-a-links/grants-and-programs>

#### **Commonwealth GrantsLINK**

This provides a database that provides a comprehensive guide to the current grants available from all Commonwealth Government departments.

<http://www.grantslink.gov.au>

#### **Queensland Government Grants Guide**

This provides a database that provides a comprehensive guide to the current grants available from all Queensland State Government departments.

<http://www.smartservice.qld.gov.au/services/grants/discoverbywizard.action>

#### **Our Community**

This webpage provides access to information about grants from all industries, including philanthropic and industry based.

<http://www.ourcommunity.com.au/>

#### **Enterprise Connect - Researchers in Business Program**

This program operates through a network of facilitators that support the placement of researchers from universities or public research agencies into businesses, to help develop and implement a new idea with commercial potential. The program provides funding for up to 50 per cent of salary costs, to a maximum of \$50,000, for each placement for between two and 12

months. Potential applicants should review the eligibility criteria online to determine whether the program suits their needs.

Contact details for the Queensland facilitator are below:

David Martin

Mobile: 0408 283 258

Email: [David.martin@aigroup.asn.au](mailto:David.martin@aigroup.asn.au)

<http://www.enterpriseconnect.gov.au/services/pages/researchersinbusinessgrant.aspx>

### **Government Business Information Service**

The Government Business Information Service (GOBiS) connects business with government services and program. Examples include:

- Training, seminars and workshops
- Export opportunities and networking
- Government subsidies and grants
- Industry product matching/sourcing facilities
- Trade assistance and development

<http://www.business.qld.gov.au>

### **Industry Capability Network**

The Industry Capability Network (ICN) is a division of QMI Solutions and is a business network that introduces Australian and New Zealand companies to projects large and small. ICN could well be described as the innovative industry matchmaker. The role of the organisation is to find the suppliers and service providers who are best equipped to meet the requirements of hundreds of projects across Australia and New Zealand. They have also helped to secure billions of dollars in contracts and jobs that may otherwise have gone overseas.

ICN provides services to clients in all industries by:

- Finding the best Australian products and suppliers
- Increasing capabilities (through the Major Projects Supplier Program)
- Support to major industrial, energy and infrastructure projects
- Compliance with the Local Industry Policy & Local Industry Participation Plans
- Accessing Global Supply Chains
- Tariff Concession Order applications (TCO) research services
- Enhanced Project By-Law Scheme (EPBS) research services
- Industry and sectoral research

ICN Gateway is an online database assisting Australian businesses find suppliers or identify new business opportunities. It has access to more than 50,000 suppliers and 100 projects. Register your business today.

<http://www.icnqld.org.au>

### **Australian Institute for Commercialisation: TechFast**

TechFast assists small businesses nationally and across all industry sectors, to remain competitive by identifying and linking clients with the right people and organisations to solve product, process or service issues, identify and access technical capability to fill internal gaps and identify new growth opportunities for business.

TechFast provides businesses with support and access to:

- Extensive industry, research and government networks
- A national network of AIC's commercial and technical focused innovation managers
- Support and intelligence to assess solutions and opportunities of interest
- Extensive commercialisation experience and strategic support
- Independent advice and negotiation facilitation

<http://www.ausicom.com/techfast>

### **Commercialisation Australia**

Commercialisation Australia is a competitive, merit-based assistance program offering funding and resources to accelerate the business building process for Australian companies, entrepreneurs, researchers and inventors looking to commercialise innovative intellectual property. You can apply for support at any time.

<http://www.commercialisationaustralia.gov.au>

### **AusIndustry**

AusIndustry is a specialist program delivery division within the Department of Industry, Innovation, Science, Research and Tertiary Education that deliver programs on behalf of the Australian Government to help existing and new Australian businesses, innovate, grow and succeed.

<http://www.ausindustry.gov.au>

## **PERSONALISED MENTORING/ SMALL MEDIUM ENTERPRISE (SME) COACHING**

### **Advance Cairns Business Enterprise Centre**

The Advance Cairns Business Enterprise Centre is an initiative of the Commonwealth of Australia and through partnership with Advance Cairns offers low cost Advisory Services to support small business within the Cook, Cairns, Cassowary and Tablelands Regions.

<http://www.advancecairnsbec.com.au/>

### **Australian Institute for Commercialisation: SME Innovation Coaching**

The Australian Institute for Commercialisation Innovation Coaching program is a joint initiative with the Queensland government Department of Science, Information Technology, Innovation and the Arts (DSITIA). The program which is part of the Queensland Wide Innovation Network (QWIN) assists SMEs to access a range of innovation services and innovation support programs. The program assists clients to identify the best opportunities and solutions for their specific needs, mentors by providing the client with a wealth of experience gained by the AIC in working with hundreds of clients and refers through AIC extensive networks so that the client has access to the best expertise.

Key features include one on one intensive coaching and mentoring for six to 12 months to identify needs, develop an innovation plan and work with business owners to commence implementation of actions. Innovation coaching is subsidised by the Department of Science, Information Technology, Innovation and the Arts.

This program operates from Cairns, with a dedicated innovation coach based in the region. Contact details are below:

Dipl.-Ing Robert Buhrke AFAIM  
AIC Innovation Coach  
Cnr Grafton and Hartley Streets, Cairns  
Mobile: 0431 328 874

Email: [Robert.Buhrke@ausicom.com](mailto:Robert.Buhrke@ausicom.com)

<http://www.ausicom.com>

[http://www.ausicom.com/filelib/Innovation\\_Coaching\\_200111.pdf](http://www.ausicom.com/filelib/Innovation_Coaching_200111.pdf)

### **CSIRO: SME Engagement Centre**

The CSIRO SME-EC is a team of business and technically qualified managers that work across all parts of CSIRO, as well as partner organisations in the government and private sectors. They also assist SME's to effectively navigate and engage with CSIRO and others in the National Innovation System (NIS). Details for the Queensland Engagement Manager are below:

Scott McNeil  
Mobile: 0467 764 486  
Email: [Scott.mcneil@csiro.au](mailto:Scott.mcneil@csiro.au)  
<http://www.csiro.au/en/Portals/Partner/SMEEngagement.aspx>

### **Queensland Government: Mentoring for growth**

Mentoring for Growth (M4G) is a panel mentoring process delivered by the Queensland Government, with the support of private sector business mentors. M4G is designed to help businesses grow through access to a panel of 8-10 volunteer business mentors, matching business needs with industry experience.

<http://www.business.qld.gov.au/business/running/managing-business-relationships/business-mentoring/mentoring-programs>

### **Small Business Solutions**

This program gives SME owners access to government-subsidised business skills mentors. They receive personalised, one-on-one, on-site mentoring from experienced and accredited business professionals. The program also gives small business owners opportunities to gain and retain skills through workshops and flexible training.

<http://www.smallbusinesssolutions.qld.gov.au/content/sbs-standard.asp>

### **Department of Employment, Economic Development and Innovation: Trade and Investment Queensland**

Trade and Investment Queensland aims to help Queensland companies earn more export dollars through an individualised and targeted service. Part of the Department of Employment, Economic Development and Innovation, they provide a range of export assistance services through a team of experts with international business experience, multilingual skills and international business contacts.

<http://www.export.qld.gov.au>

## ONLINE RESOURCES

### **Australian Institute for Commercialisation: QLD Inventor Service**

This service is provided by the Australian Institute for Commercialisation in response to recognition that inventors need support to commercialise their ideas. It offers an online portal that entrepreneurs can access to progress their invention. The service offers the following:

- An online assessment to determine the current position in the commercialisation of the product or service. At the completion of the questionnaire, the resultant report provides guidance on the remaining areas to address.
- Written guides providing advice to assist to complete the remainder of the process.
- Templates such as business and commercialisation plans to help prepare for the business or project and to communicate with interested third parties such as potential financiers and collaborators.
- A project management workspace to with planning and management of the project.

[http://www.usicom.com/inventors\\_guide.php](http://www.usicom.com/inventors_guide.php)

### **Australian Institute for Commercialisation: Innovation Toolbox**

The Innovation Toolbox is an online service to assist companies and service providers to access knowledge, tools and resources to drive their innovative journey. The site contains a range of topics designed to educate and guide companies through the innovation adventure. The Innovation provides the following tools and resources:

- An on-line roadmap that introduces innovation across all aspects of the business;
- A directory of innovation programs and services that support businesses;
- Up-to-date information on events and networking opportunities related to innovation;
- A discussion forum (blog) area;
- A self-help innovation navigator to guide businesses in identifying appropriate innovation products and services; and
- Detailed information of each stage of the innovation adventure.

<http://www.innovationtoolbox.com.au>

## **Government Business Information Service**

The Government Business Information Service (GOBiS) connects business with government services and program.

This webpage supports businesses throughout all phases. A range of tools and hints are provided that cover topics such as:

- Starting a business
- Running and business
- Growing a business (including specific innovation information, guides and tools)
- Grants, tools and support
- Employing people
- Exiting a business

<http://www.business.qld.gov.au/business>

## **AusTrade**

The Australian Trade Commission – Austrade – is the Australian Government’s trade and investment development agency. Through a network of offices in over 50 countries, Austrade assists Australian companies to grow their international business, attracts productive foreign direct investment into Australia and promotes Australia’s education sector internationally.

<http://www.austrade.gov.au/>

## **TRAINING, WORKSHOPS AND WEBINARS**

### **Australian Institute for Commercialisation: Ideas2Market**

The Ideas2Market small business program is delivered by the AIC to provide innovators and small-to-medium-enterprises (SMEs) with information and skills to improve their competitive advantage. They offer two workshops; one as an introduction to taking an innovative idea to market, and the other as a master class aimed at increasing the sustainability of the existing business.

<http://www.ausicom.com/ideas2market.php>

## **QMI Solutions**

QMI Solutions provides SME manufacturing firms with a number of services that are aimed at lifting levels of productivity, enhancing performance and increasing competitiveness. Its purpose is to assist organisation to improve innovation, improve performance and sustainability and achieve manufacturing best practice.

For more information, contact:

QMI Solutions

Phone: 07 3366 0700

<http://www.qmisolutions.com.au>

## **Trade and Investment Queensland**

Trade and Investment Queensland offer professional development workshops and master classes throughout the year. Regular programs include Getting Export Smart program and the Export Master Class, and are offered throughout the region.

<http://www.export.qld.gov.au/seminars-workshops.html#smart>

## **REGION/INDUSTRY SPECIFIC**

### **Australian Institute of Tropical Health and Medicine**

Provides support for research, research training, and the development of early-career researchers within the James Cook University Faculty.

[http://www.jcu.edu.au/fmhms/research/aitm/JCUDEV\\_018651.html](http://www.jcu.edu.au/fmhms/research/aitm/JCUDEV_018651.html)

### **Tropical Green Builders Network**

The Network's charter is to identify, develop and action projects that will have a measurable impact on the uptake of sustainable building practices in Far North Queensland.

<http://www.greenbuild.com.au/>

### **Growcom**

Growcom is the peak representative body for Queensland horticulture and strives for the long term growth and profitability of horticultural farms and the industry.

<http://www.growcom.com.au/home/default.asp>



### **AgForce**

AgForce has been the unifying voice for Queensland's beef, sheep and grain producers since 1999. Their strategic vision is to secure the productivity, profitability and sustainability of the agribusiness sector.

<http://www.agforceqld.org.au/>

### **Tablelands Industry Workforce Group**

Tablelands Industry Workforce Group (TIWG) is a not-for-profit industry and community group who come together to identify, improve and expand a sustainable workforce within the Tablelands region, west of Cairns.

<http://www.tablelandsworkforce.com.au/about/>

### **Reef and Rainforest Research Centre**

The Reef and Rainforest Research Centre is a not-for-profit consortium of research providers, industry and community organisations that cooperate via a strong and effective engagement framework to make the management and use of tropical environmental assets more sustainable.

<http://www.rrrc.org.au/about/index.html>