

### **SIEF Experimental Development Program (EDP)**

The following are **general comments/questions** arising from previous Review Panels **for consideration when preparing an EDP Application**. You don't necessarily need answers to all at the Application stage but you should indicate these issues have been/are being considered.

- ***Path to Market (rather than Path to Impact)*** - Description of Research is OK; description of end user and impact is OK. But how do you intend getting from demonstration to commercial end use? Is it more than the end user you need to convince the technology is viable?
  - Considerations should include:
    - Manufacture
      - who will manufacture at commercial scale
    - Feedstock
      - supply in commercial quantities
      - single or multiple suppliers; continuity of supply
    - Transport
      - logistics
      - regulatory requirements
- ***Economics*** - value proposition
  - Value of technology as opposed to market value
  - What proportion of total market size is realistic target?
  - Cost-benefit analysis – need to take account of full costs of end use not just cost of product (eg manufacturing, electricity, transport, application, support infrastructure)
  - Understand the risks associated with competing current or in development technologies
  - Will need to show significant advantage to dislodge competing/current technologies (cost/benefit comparison)
- ***Technical***
  - Be realistic about TRL; don't over estimate current or subsequent levels
  - Will the results of the described key 1-3 experiments provide the compelling case to secure industry and/or VC funding?
  - Translation of technical requirements to commercial scale. For example:
    - Engineering challenges
    - large scale application – equipment required
    - environmental concerns; social license
- ***IP position***
  - Need strong IP position in all/multiple jurisdictions – reverse engineering can/will occur very quickly (especially if sufficient resources are put into it).
- ***National benefit***
  - Australian sector benefit, especially if product will be bought and/or manufactured internationally. Therefore need to consider different business models to ensure maximum return to Australia
- ***Project Team***
  - Need diverse technical expertise in team, with at least some experience in commercialisation of previous technologies.

## SIEF Experimental Development Program (EDP) – general comments/questions

- Need to be clear who will be funded under SIEF grant; 'other activities' (eg commercialisation, marketing etc) are not eligible, but it is essential these activities are undertaken in parallel, and that these activities are integrated with the technical.
- An Industry Advisory Committee for the broader technology development (ie technical as well as commercial) is recommended.