

Building Partnerships Programme (BPP)

The Building Partnerships Programme (BPP) is a NSW competitive grant programme aimed at assisting NSW based companies to grow their business as part of the NSW government initiative Jobs for NSW. BPP grants will partly fund innovative technological development and market validation projects which involve collaboration between technology and channel partners. BPP will fund the development, market testing and market development activities for your unique B2B or B2B2C product or service solution, such as undertaking pilot projects with key business customers, or market testing to promote market adoption. B2B2C solutions are eligible if there is a business, industry group, aggregator, representative organisation or club, between the applicant business and the end customer to test and validate your solution

You must hold IP rights or the rights to commercialise your development and the programme places emphasis on current enabling technologies - new technologies or new applications of technologies such as mobile, cloud, analytics, sensors or advanced materials.

Applications are open on an ongoing basis to ABN registered businesses based in NSW. BPP grants are aimed at high growth, small and early-stage income generating businesses.

The following sectors are prioritised:-

- **Tourism** - includes transport, hospitality (accommodation, restaurants) & cultural/natural attractions (museums, parks etc.);
- **International education** - tertiary, adult / community, and some secondary education;
- **Food and other quality goods to Asia** includes both agriculture, horticulture and manufacturing (e.g. processed food, pharmaceuticals, consumer medical equipment or specialised products);
- **Start-ups and digital innovation** - data processing, computer system design, software publishing, internet search providers and fin-tech;
- **Financial and professional services** include financing (retail and non-depository), financial asset investing, insurance & superannuation, legal services, accounting and management consulting;

- **Advanced manufacturing** includes manufacturing of transport equipment, vehicles, computers, specialised machinery and pharmaceuticals;
- **Life sciences** includes pharmaceuticals, biotechnology, pathology & related scientific research;
- **Infrastructure and smart cities** includes architecture, engineering services, construction, utilities (waste, water, energy) and related services;
- **Creative industries** include motion picture and video, television broadcasting, performing arts and publishing
- **Environmental technologies** include renewable energy, green-focused urban services e.g. waste management;
- **Regional headquarters and multinationals** for industries like telecommunications, IT consumer goods, utilities, finance and pharmaceuticals.

Jobs for NSW BPP funds up to 35% of approved direct project costs (to a maximum of \$100,000), for a development and piloting entity consortium to develop and test commercial prospects of an innovative, new to market, technological solution that addresses a high growth opportunity or challenge in a key sector. While pilot or partner organisations can be interstate or overseas based companies, 80% of any approved grant funds must be spent in NSW.

BPP Consortia must include at least three entities:

- **Lead company** - a NSW registered technology SME with the ability to develop and commercialise the solution
- **Pilot organisation** - a business customer or end-user in a key sector that is willing to test the solution or validate the need for your product or service
- **Partner company** - that will provide additional technology, research capabilities, or assistance to scale the solution or market test on a wider scale



Building Partnerships Programme (BPP) *cont.*

To apply for BPP grant an initial assessment form must be prepared and lodged with Jobs for NSW containing the following information:

- **Project details** - a description of your unique product or service and the industry problem it solves, where you are at in the development cycle and enabling technology being implemented;
- **Company details** - turnover (if any), staff numbers, in-house technological and commercial capabilities/skills;
- **Market analysis** - competitive analysis, commercialisation plan; and
- **Cost estimates** for the project which is subject of BPP application

After lodging an initial application, a representative from Jobs for NSW may contact you by phone for further detail or clarification. You will be invited to lodge a full application if you get past the initial assessment.

The final application must include further information concerning your technology and pilot partners, a more detailed budget, revenue and jobs growth forecasts for each member company of your consortium and the deliverable outcomes expected from your project. You and your consortia partners may also be invited to a panel review after submission of the full application.

The timing of your project activities and application is quite critical as you cannot commence any of the development or testing activities which are part of the application prior to submission of the full application. Equally, the project must be completed and delivered within 12 months of accepting any grant offer. In your planning, allow around 6 weeks for the application and assessment process from start to finish.

For successful projects, grant payments are delivered against the following three milestones:

- 1) completion of design specifications
- 2) completion of development
- 3) completion of the pilot/validation with the business customer or channel to market

Project outcomes need to address the following criteria which form the basis of the assessment of your grant application:

- **Economic Benefits to NSW:** potential economic benefits to the State, in particular, job creation as a result of the grant or new investment attracted, global reach, export potential, or benefits to regional NSW;
- **Innovative Use of Enabling Technologies** (e.g. mobile, cloud, analytics, sensors, advanced materials) to fulfil a compelling industry sector need;
- **Strength of the Business Model:** financial health, past performance, and ability to develop, commercialise the solution. The business model for the solution is also considered in terms of sustainability, potential for high growth, and capacity to scale the solution across the sector;
- **Industry Sector Benefits:** tangible benefits to a key industry sector, such as reduced costs, faster processing, or fulfilling a market gap across the sector.

Funding will not be provided for project components already awarded through another government grant, subsidy, or fund. Application for this programme does not affect your ability to lodge an application for an R&D Tax incentive offset or rebate.

TCF Services is a channel partner of Jobs for NSW and has expertise in assisting in the delivery of a broad range of federal and state funding. Please contact us so that we can scope your project and company to direct you to programmes for which you will be eligible. We can then work with you to produce a quality application which will have the best chance of a successful outcome.



If you are undertaking R&D activities please call (as above) or email:

Gerry Frittmann	gerry@tcf.net.au
David Tonkin	david@tcf.net.au
Dr Raja Mohan	raja@tcf.net.au
Rick Eardley	rick@tcf.net.au
Steven Danaskos	steven@tcf.net.au
Ian Leal	ian@tcf.net.au
Dr Robert Judd	rob@tcf.net.au
Jenny Cammell	jenny@tcf.net.au
Carlo Ramondetta	carlo@tcf.net.au
Dr Terry Freund	terry@tcf.net.au
Michael Valentine (MELB)	michael@tcf.net.au
Lee-Ming Au (MELB)	lee-ming@tcf.net.au