



**ENERGY &  
RESOURCES**  
KNOWLEDGE HUB

# **COLLABORATE TO INNOVATE**

9am-11am

Wednesday 26 February 2020

Advanced Technology Centre

University of Newcastle, Callaghan

**Building connections to create new, viable business  
offerings in the energy and resources sector**



Engagement between industry and universities can deliver outstanding results.

Collaborating with a university can mean working with the most advanced technical thinking, the latest technology and novel experimental techniques to help bring a concept to market.

This booklet provides the information you need to decide whether your business might benefit from engaging with a University, and provides the contacts for you to further explore the opportunities available through industry-researcher collaboration.

## **What is R&D?**

Research and development (R&D) refers to the activities companies undertake to innovate and introduce new products and services.

Research is uncertain. There is an element of unpredictability with all research, which means that research can be risky. Conversely, research breakthroughs are often ground breaking for business growth and transformational for entire industries.

## **When should I consider collaborating with a university?**

- When you have identified a problem in your industry where no “off the shelf” solution currently exists
- If you need scientific lab equipment to verify your technology
- If you are looking to set up a talent pipeline for your business
- When you are looking to access a new market
- When your problem needs a multidisciplinary solution

## **What benefits can it provide my business?**

- Access to cutting-edge specialist expertise without needing to have a full range of specialist skills in-house
- Reduced costs in commercialising new ideas and products by sharing costs with partner organisations (including tax benefits)
- Cutting the time it takes to bring innovations to market
- A stream of new ideas for further development
- Sharing technical and commercial risks
- Access to fresh perspectives on potential viability or commercial potential before incurring development costs
- Access to new graduate talent in your operation’s specialisation

Source: Universities Australia (2018) Clever Collaborations: The strong business case for partnering with universities, Canberra, ACT

## **This forum is supported by our partners;**



# COLLABORATE TO INNOVATE

Collaborate to Innovate is administered by the Entrepreneurs' Programme and Austmine. This program is designed to support SMEs in the energy and resources sector to take the first step in a collaborative relationship with a research institution. Depending on specific business requirements, this program may include:

- **Sign up of eligible companies** to receive Business Capability Development services.
- **One-on-one gap analysis** with an experienced Business Advisor using specifically designed diagnostic tools that address SME capability and performance.
- **Development of a tailored plan** for each participating company, which provides an assessment of performance gaps and recommended actions.
- **Access to a Business Advisor and NIER Research and Development Coordinator** for support and mentoring over a 12 month period.
- **Access to resources and learning events** relevant to business development.
- **Financial assistance** for companies to engage expert external knowledge and advice if required (up to \$20K on a \$ for \$ basis)
- **An opportunity to co-locate your business** at the Innovation Launchpad, hosted by the Newcastle Institute for Energy and Resources, to test, pilot and demonstrate new technologies

Keen? Apply now by contacting:

Anthony Holzwart  
Business Facilitator – Entrepreneurs' Programme / Austmine  
E: [Anthony.holzwart@austmine.com.au](mailto:Anthony.holzwart@austmine.com.au)  
M: 0408 630 441

# INNOVATION LAUNCHPAD

**Giving SMEs the resources, knowledge, networks and infrastructure to transform ideas into enterprise.**

The Innovation Launchpad is a co-location space at the Newcastle Institute for Energy and Resources to provide solutions, testing facilities and market knowledge to help SMEs overcome barriers to innovation. This is an opportunity to be embedded in the academic environment, utilise industrial scale workshops to test and validate technology, and access a community of expertise, mentors and supportive programs to help business development and commercialisation.

E: [hub@energyinnovation.net.au](mailto:hub@energyinnovation.net.au)

W: <https://www.energyinnovation.net.au/project/innovation-launchpad>



To find out more about how R&D can be incorporated into your business plan, or to learn what other business development opportunities may be available to you, contact one of the support teams below.

## UNIVERSITY CONTACTS

### Newcastle Institute for Energy and Resources (NIER)

NIER's industry engaged model creates the platform to develop collaborative partnerships and strategic initiatives that respond to industry and sector needs.

E: [nier@newcastle.edu.au](mailto:nier@newcastle.edu.au)

T: +61 2 4033 9000

W: <https://www.newcastle.edu.au/research-and-innovation/centre/nier>

### Newcastle Innovation (NI)

NI is the industry engagement and commercialisation office of the University of Newcastle, connecting industry with the University's world-class research and technologies.

E: [innovation@newcastle.edu.au](mailto:innovation@newcastle.edu.au)

T: +61 2 4921 8777

W: <https://www.newcastle.edu.au/research-and-innovation/innovation/newcastle-innovation>

### Innovation Launchpad

Provides an opportunity for scale-up SMEs to work with world-class researchers at the Newcastle Institute for Energy and Resources (NIER) to test, pilot and demonstrate new technology.

E: [hub@energyinnovation.net.au](mailto:hub@energyinnovation.net.au)

W: [www.energyinnovation.net.au](http://www.energyinnovation.net.au)

## AFFILIATED PARTNERS

### Entrepreneurs' Programme & Austmine

Access to expert advice, funding and incentives to help your business collaborate, innovate, compete and grow.

Marianne Cummings

T: 0401 029 813

E: [marianne.cummings@austmine.com.au](mailto:marianne.cummings@austmine.com.au)

W: [www.austmine.com.au](http://www.austmine.com.au)

EP Web: <https://www.business.gov.au/Grants-and-Programs/Entrepreneurs-Programme>

### AusIndustry

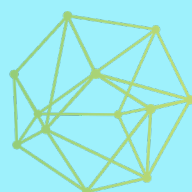
AusIndustry, a division of the Department of Industry, Innovation and Science, champions SMEs through the provision of links to customised and relevant business support. AusIndustry Regional Managers will help find information and advice for businesses in NSW.

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