

Response ID ANON-5UXD-M8NB-U

Submitted on 2014-06-19 18:44:34.617909

Privacy Collection Statement

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Do you give your consent?:

Yes

Introduction

2 What is your name?

Name:

Robert Chalmers

3 What is your email address?

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4 What is the name of your Organisation?

Provide your response:

Knowledge Commercialisation Australasia Inc

General Questions

5 What lessons can be learnt from existing business support programs that should be incorporated into the Entrepreneurs' Infrastructure Programme design and implementation arrangements?

Provide your response :

Clearly relevant lessons available from sources such as the ANAO audit on the CA program should be taken into account

6 How can we best work with stakeholders to facilitate access to the Entrepreneurs' Infrastructure Programme for their networks?

Provide your response:

Engagement through industry associations should be a component of the approach

7 How can the Programme best complement similar state and/or territory based activities?

Provide your response:

It is apparent that there is a degree of overlap in effort between not only Federal and State but also on occasion Local government activities. Businesses do not care about where the support is coming from as long as it is accessible and useful. It appears there is some mapping of these overlaps underway but in the consultation session it was clear more needed to be done here to communicate clearly and then co-design programs/address complementarity

8 How can the Programme best complement other Government activities to maximise opportunities to support businesses to export?

Provide your response:

Links to Austrade, EMDG, Asian Business Engagement and other programs should be explored to ensure appropriate network, promotion and export assistance is harnessed. Commercialisation components in particular should have this as a focus as any reasonable commercialisation project must address global rather than parochial opportunities

9 What other interconnection points do you believe will be important to deliver a strong Programme?

Provide your response:

With less overall resource it is important to think carefully about design, to avoid doing "less of the same"

Interconnection points to industry associations and peak sector bodies could be harnessed better. As an example in relation to the research connections component, KCA Inc and its members (Universities and public sector agencies like CSIRO) would be happy to be involved more directly- as it can be difficult for external consultants to have a clear view of all the relevant capabilities and match them to industry need

10 What measures could be used by Entrepreneurs' Infrastructure Programme to evaluate the programme?

Provide your response:

Different sub components need different measures addressed to the end outputs they are targeting. Commercialisation support components might target follow on measures such as revenue and jobs growth, follow on funding. Research connections components might target increased levels of collaboration between

research and industry (though perhaps measured in ways beyond existing ABS stats). Measures need to avoid being unduly burdensome to avoid adding to red tape burdens government is seeking to reduce.

11 Is there value in prioritising support or funding to areas of global growth such as food and agribusiness; mining equipment, technology and services, medical technologies and pharmaceuticals; oil and gas; and advanced manufacturing?

Body of response:

There is a case for targetting more support to areas where Australia has greater industry strengths. This needs to be balanced off against the inappropriate exclusion of beneficial entrepreneurial activity. We understand that there will be some elements of the program that will be generally available/areas of universal service obligations - which is appropriate especially for generic services.

12 Are there any other issues that should be considered in the development of Entrepreneurs' Infrastructure Programme or Single Business Service delivery?

Body of response:

Avoid imposing structural requirements in eligibility criteria that will unduly crimp the ability to access the program. Don't exclude the research sector from being able to access the proof of concept elements of any commercialisation support program, as proof of concept support is a key area of market failure (outside of most public programs and too early for market pick up).

Business Management

13 Are the proposed eligibility criteria appropriate? Do they achieve the aim of targeting support to those businesses most able to grow?

Provide your response:

14 What are the knowledge or capability gaps that prevent individual businesses from accessing supply chains?

Provide your response:

15 How can the business management services operate most effectively in remote and regional Australia?

Provide your response:

16 What criteria should be used to determine which businesses qualify for more intensive, growth focused support?

Provide your response:

Research Connection

17 What are the information barriers to better links between business and research?

Provide your response:

Information about business needs (for the research sector) and research capabilities (for business). The former are probably more important.

Consider also analysing and conveying grouped up / deidentified information about needs coming in through other parts of the program, to inform the research sector better as to "pain points" in business

18 What should be the balance between facilitation and financial support?

Provide your response:

Weighted to facilitation

19 How can the Programme best connect with the research sector to match businesses with the right researchers?

Provide your response:

Harness the research sector directly - through its members and peak sector associations like KCA Inc - we are happy to be more directly engaged - as discussed above - because there is a danger in relying solely on consultants who are external to both industry and the research sector and therefore may have insufficient awareness of where the capabilities are.

Open Innovation Portals and other online mechanisms for matching capability to need should be considered