

Accelerator in Residence Program

Expression of Interest Information Session

Belinda Ernst, Director, Investment Partnerships

December 2021



Please note this information session will be recorded and made available via the EOI website



Acknowledgement of Country

Introductions

Belinda Ernst, Director, Investment Partnerships

Teresa Pun, A/Manager, NSW Cyber Hub

Milton Kingsley, Independent Probity Advisor, Centium



Agenda

- 1 Introduction
- 2 Overview – Accelerator in Residence Program
- 3 Outcomes we are looking for
- 4 Expression of Interest Process
- 5 Questions and Answers
- 6 Contact details

Introduction

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2021 NSW Cyber Security Strategy

*For NSW to become a world leader in cyber security:
Protecting, growing and advancing our digital economy.
- 2021 NSW Cyber Security Strategy*



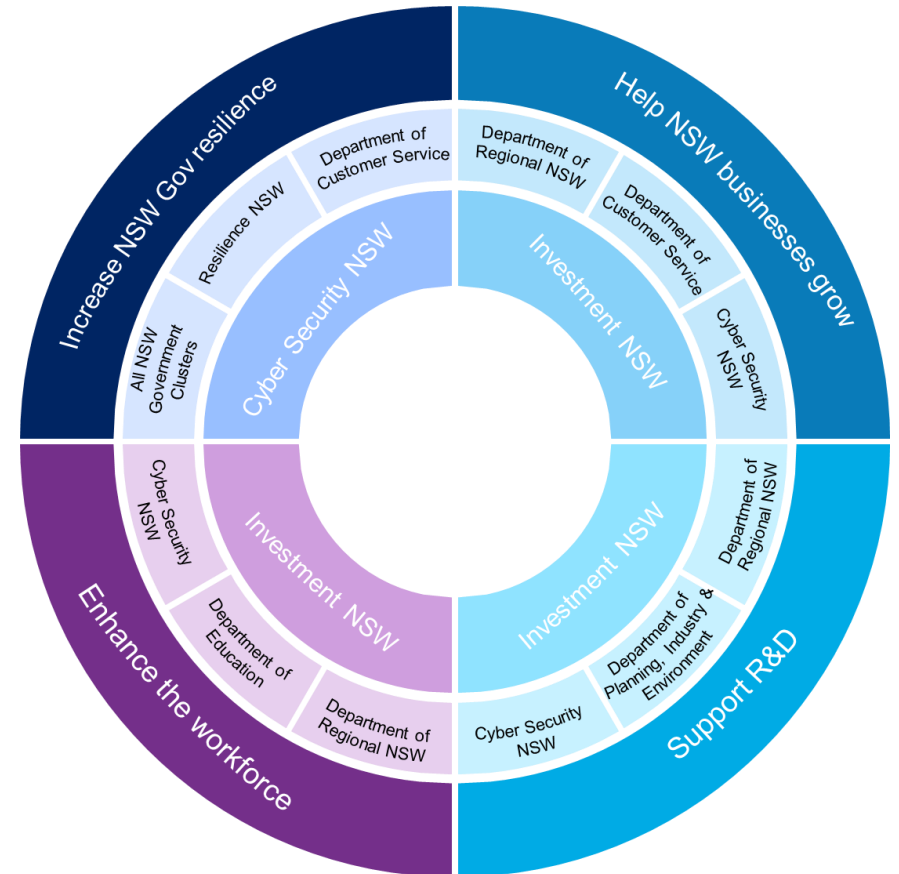
2021 NSW Cyber Security Strategy

Four strategic pillars

The Strategy has four key pillars:

1. Increase NSW Government resilience
2. **Help NSW businesses grow**
3. Support Innovation and R&D
4. Enhance the workforce

The NSW Cyber Hub has been established under Investment NSW to lead pillars 2-4.



2021 NSW Cyber Security Strategy

The Accelerator in Residence Program

- The Accelerator in Residence is a key program under the 2021 NSW Cyber Security Strategy, and is designed to support cyber businesses to grow.
- The NSW Cyber Hub is managing the Expression of Interest (EOI) process.



A two stage process

- The EOI process encourages interested parties to register their interest and demonstrate their suitability against the EOI requirements.
- Shortlisted respondents will then be invited to respond to a Request for Proposal (RFP).



Overview Accelerator in Residence Program

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Accelerator in Residence Program - Overview

Accelerator in Residence Program

Designed to build local innovation and scaling capability in technology and cyber

The aim of the Program is to:

- scale and grow the number of cyber companies in NSW, Australia
- create more high value cyber jobs
- attract investment into these businesses, and
- facilitate export opportunities in global networks



Operator - What we are looking for

Ideal Operator

- Proven track record of running cyber-specific accelerators.
- Global networks that can be leveraged by participants for financing and investment, export pathways and world-class mentorship and guidance.
- Applications from Australian organisation(s) in partnership with international organisations are welcome
- Plan for the accelerator to become a leading Asia-Pacific accelerator, attracting international starts ups and scale ups.



Outcomes we are looking for

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Outcomes we are looking for

Primary outcomes measured by the success of participating businesses

- Revenue generation
- Jobs created
- Client outcomes including partnership and contract wins
- Servicing and exporting to international markets
- Investment and fundraising



Outcomes we are looking for

Secondary outcomes

- International businesses that expand to NSW, to participate in the Program.
- Measurable increase in connectivity of the cyber security ecosystem.



Am I eligible to apply

- Be well established with a minimum two years' experience scaling and growing cyber security businesses with resources, networks and mentors that can be leveraged or demonstrated ability to do so.
- Have a NSW based ABN (that is, an applicant's ABN registration must show its main business location is in NSW), or an intention to register such an ABN if application is successful. In the case of joint applications (for example, an application from an international-based organisation in partnership with an Australian organisation), the lead applicant must have a NSW based ABN (or intention to register one).
- Demonstrate how the applicant(s) will target and attract cohort participation from underrepresented individuals or businesses that are managed by underrepresented individuals, such as women in Science Technology Engineering and Mathematics (STEM), Aboriginal people, and individuals with a disability or the neurodiverse.
- Applicant must align with the 2021 NSW Cyber Security Strategy objectives and satisfy relevant State and Federal Government policy and legislative requirements.

*Registered Australian Business Number (ABN) <https://business.gov.au/registrations/register-for-an-australian-business-number-abn>

- Demonstrate how the applicant's proposed model for the Program will accelerate the growth of participating companies
- Innovativeness of the proposal, with a focus on the services and delivery mode that will be used.
- Demonstrates how the Accelerator will connect to the wider cyber security industry and ecosystem.
- Demonstrates depth of international networks and connections, and how these may be leveraged in the delivery of the services in the Accelerator (such as access to international financing, global best practices and leading innovations, as well as foster new export opportunities).
- Demonstrates the sustainability of the proposed operating model beyond NSW Government funding (such as financial self-sufficiency and revenue generation).

Expression of Interest Process

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Timeline

Date	Detail
22 December 2021	Information session for interested participants (recording to be made available)
5pm AEDT 21 January 2022	EOI closes
Early February 2022*	RFP released to shortlisted applicants
Mid February 2022*	RFP closes
End February 2022*	Successful applicant announced
April 2022*	Accelerator Program opens
July 2024	NSW Government funding agreement ends



**Dates are indicative*

Questions and Answers

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Contact Details

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Contact Us

If you would like to know more about the Accelerator in Residence Program EOI contact:

Kate Farr, Director

Email: acceleratorinresidence@investment.nsw.gov.au

If you have a concern regarding probity, please contact our independent probity advisor:

Milton Kingsley

Email: milton.kingsley@centium.com.au

Please note that Investment NSW will close from 25 December 2021 to 9 January 2022.

We will respond to questions after the holiday shutdown period via an Addendum which will be issued the week commencing Monday, 10 January 2022.