

Westmead Innovation Ecosystems Fund

Addendum 1.1 – Stage 1 – Response to Industry Session Questions

These are general responses to questions provided by attendees.

Webinar Q&A	
Service Categories	
What are the key things missing in the commercialisation space within Westmead?	<p>In your proposal, you should focus on the alignment of your strengths with the District and how you can help Westmead build capability in the commercialisation space.</p> <p>It is not a requirement of the Program for applicants to address all the strengths within the District.</p>
Is it expected that the awardee coordinate activities with other precincts as listed by Greater Sydney Commission (GSC)?	No.
How many applicants do you expect to go through to Stage 2?	There is no limit to the number of applicants that may progress to Stage 2.
How do you expect these services integrate with existing services and activities in these areas within the Precinct?	<p>This Program is intended to work alongside existing services and activities in the District.</p> <p>The successful applicant is required to propose how they will engage and collaborate with existing stakeholders and providers in the District.</p>
How long do the grants need to go back for in the application form? Does this include research grants?	All grants currently providing funding to applicants should be declared.
In terms of commercialisation services, if I am a successful applicant, is there an expectation of matching funds to prescriptive services?	Co-contributions are considered part of your proposal (i.e., if an applicant is invited to the Detailed Application Stage, co-contributions will be competitively assessed and considered on a “value for money” basis).
Income and Expenditure could be in part impacted by location options. Can you talk to the degree of detail at the EOI Stage 1?	At this stage, the budget requirements are high level only. Investment NSW are currently looking at understanding the use of funds associated with the application, a more detailed budget model will be required as part of the next stage.

Westmead Innovation Ecosystems Fund

Addendum 1.1 – Stage 1 – Response to Industry Session Questions

<p>Independent of whether the entity is NSW or internationally based, is it preferred that the successful applicant has people and resources on the ground in Westmead or NSW?</p>	<p>There are no requirements under the Program for a specific office size or type and/or delivery model, however the successful applicant must have a physical presence within the District.</p>
<p>Joint Applications</p>	
<p>Can the lead on the EOI be a consortium?</p>	<p>Given the breadth of services, the Program welcomes joint applications with no limit on the number of partners.</p> <p>However, a lead organisation must be appointed. Only the lead organisation can submit an application and enter into a funding agreement with Investment NSW.</p> <p>Please refer to the Program Guidelines for additional details.</p>
<p>Are letters of support required for Stage 1?</p>	<p>Letters of support are required for those that are not currently based in NSW and do not meet the eligible entity criteria. It is also a requirement for the partners applying as part of a joint application.</p> <p>Please refer to sections 2.1. and 3.2. of the Program Guidelines for more information.</p>
<p>I want to apply as part of a Consortium, but also want to apply independently. Am I allowed to apply more than once?</p>	<p>Yes. You may apply as part of a Consortium, but you must also create a separate application if you wish to apply independently.</p>
<p>Location</p>	
<p>Can you elaborate further about the location options?</p>	<p>As part of the Preliminary Stage, you are not required to provide precise costings or specifics in relation to space. For the next stage, specific Location Assumptions for the purpose of budget modelling will be provided.</p> <p>Location opportunities will be available across the District but are dependent on individual project scopes and the number of successful applicants.</p> <p>Interested parties that would like more information on location options should contact us here.</p>
<p>Is it mandatory to offer on-site service or would it be possible to apply with a full remote accelerator program (e.g.,</p>	<p>While there are no requirements under the Program for a specific office size or type and/or delivery model, the</p>

Westmead Innovation Ecosystems Fund

Addendum 1.1 – Stage 1 – Response to Industry Session Questions

digital health companies which do not need facilities such as wet labs)?	successful applicant must have a physical presence within the District.
I want to talk to someone about access to space and get an approximate cost. Would you mind suggesting the best person to talk to about this please?	As part of the Preliminary Stage, you are not required to provide precise costings or specifics in relation to space. For the next stage, specific Location Assumptions for the purpose of budget modelling will be provided. If there are any further questions, please contact Investment NSW here .
Program Management	
How will success be measured? – IP disclosures, patents, licences negotiated, or start-ups created? All deliver different types of value to the economy.	This will be negotiated with the successful applicants.
How does the management of the Precinct operate and how will the Innovation participants work with the broader planning/management of the area (i.e., will grantees have autonomy of operation?)	This will be negotiated with the successful applicants.
Is there a preference for one bidder to deliver all three elements and if not is there a view on how different grantees will integrate with each other to deliver a seamless service to the precinct?	No. Organisations must nominate at least one service category as part of their application. We are looking for the best provider for each category.
Is there a view on whether funding commercialisation and start up phases will support pre-clinical trials prior to being able to partner with international groups?	No. Applicants should consider this in line with their proposed service categories. The Program will assess all proposals on a competitive basis.
It is noted that the aim is to commence from August 2022. Is it acceptable to ramp up	If an applicant is invited to the next stage, they will be asked to provide a detailed budget outlining the full use of funds.

Westmead Innovation Ecosystems Fund

Addendum 1.1 – Stage 1 – Response to Industry Session Questions

resources as demand grows in the precinct to deliver more efficient service?	
For commercialisation and international partnering sections, are there pre-determined facilities available in the precinct for locating staff?	There are no pre-determined facilities available. Proposals should outline the facilities and resources required to deliver services.
What reporting requirements will be required by Investment NSW for grantees?	Reporting requirements will be negotiated with the successful applicants.
In the preliminary application are details of management expertise and team members separate from the 6-page proposal limit?	As part of the Preliminary Application, applicants are asked directly about their management experience and team profile. There is also an opportunity for applicants to attach an optional 4 A4 pages to support this response. The 6 A4 page proposal attachment is intended to provide the applicant an opportunity to provide supplementary information related directly to the services or products they are proposing to deliver. This may include more information about the team and their capacity to deliver the required services.

Funding

How will funding be provided as part of the grant (e.g. upfront payments, quarterly in advance, in arrears, etc)?	Funding arrangements will be negotiated with the successful applicant.
Is there a view on what is expected beyond the 4-year grant period – will participants need to be self-funding?	Yes.
Given the extended period it takes to successfully commercialise and build a precinct pipeline, will successful grantees continue beyond a 4-year timeframe or is it expected there will be another tender process conducted?	The Program closes 16 May 2022. Successful applicants will be notified by 27 June 2022. This is a single round Program only.

Westmead Innovation Ecosystems Fund

Addendum 1.1 – Stage 1 – Response to Industry Session Questions

<p>Is it possible to apply to the program focusing only on digital health rather than addressing all the fields of innovation which are named in the description of the grant?</p>	<p>Organisations must nominate at least one service category as part of their application. We are looking for the best provider in each category.</p>
<p>Intellectual Property (IP)</p>	
<p>How is Intellectual Property handled and proposed to be funded within the precinct (i.e., is it intended to be covered under part of the grant funding)?</p>	<p>The Program is providing funding for the delivery of services or programs by an Innovation Partner only.</p>
<p>Is any claim over IP held by the NSW Dept of Health?</p>	<p>See above. This question is not within the scope of this Program.</p>
<p>Does the precinct work from a pre-approved panel of IP lawyers?</p>	<p>See above. This question is not within the scope of this Program.</p>
<p>Will the research institutes at the precinct have their own commercialisation teams supporting their work?</p>	<p>The successful applicant is required to propose how they will engage and collaborate with existing stakeholders and providers in the District.</p>
<p>Not all innovative discoveries are of equal value. Will the successful group be required to assist all new innovation disclosures, or will it be able to prioritise those considered to have the best chance of commercial success?</p>	<p>The successful applicant is required to propose how they will manage this process and engage with existing stakeholders and providers in the District.</p>
<p>Web Content</p>	
<p>When will I be able to watch the webinar recording?</p>	<p>The webinar recording is now available to view here.</p>