



Department of
Jobs, Tourism, Science and Innovation

International Access Pass Round 2

Information Session for Applicants
September 2019



Welcome and Introductions

We are meeting on the traditional lands of the Noongar (Whadjuk) people

- Team: Anita Pavic and Jane Gilligan – Science and Innovation Division
- We work in the Department of Jobs, Tourism, Science and Innovation
- The Minister responsible for the program is Hon Dave Kelly, Minister for Water; Fisheries; Forestry; Innovation and ICT; Science.



Program

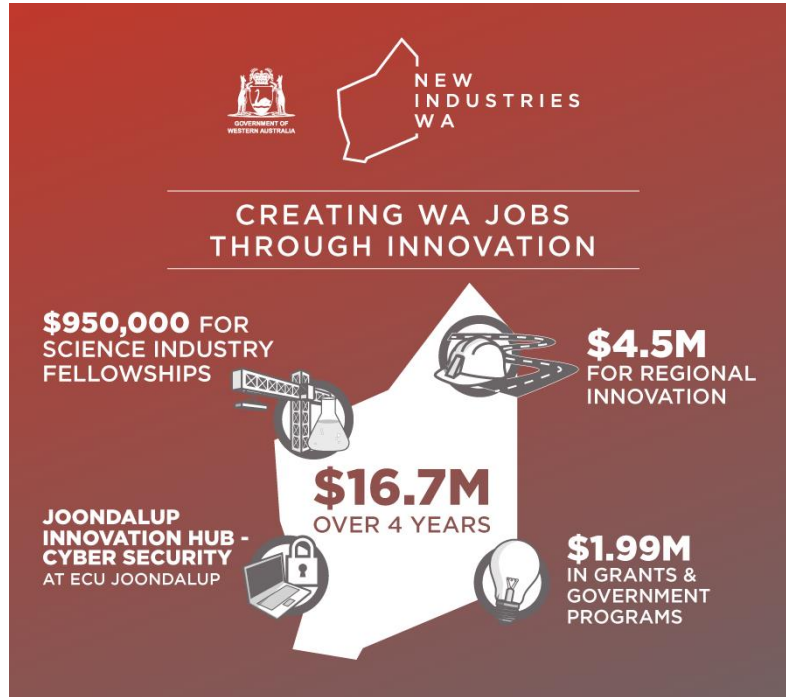
Purpose of the information session:

- Context of the program
- Process
- Making an application
- Time for questions



Context

Context – New Industries Fund



- The New Industries Fund was launched in November 2017
- The Fund is a key component of the State Government's *Plan for Jobs* which is focused on encouraging economic growth and diversification in WA
- Four pillars:
 - Talent, Skills and Entrepreneurship
 - Investment and Infrastructure
 - Culture and Collaboration
 - Marketing and Promotion

The backstory

- On 4 July 2018 Minister Kelly (Minister for Innovation and ICT) announced a WA Games Industry Growth Pilot
- The Games Industry Growth Pilot is a New Industries Fund initiative
- JTSI engaged with industry and other stakeholders on the pilot design including a feedback survey in August 2018
- The International Access Pass was one element of the pilot and was announced 1 November 2018

IAP Round 1 Results

- We funded 13 recipients to travel.
- Preliminary outcomes exceeded our expectations.
- Decided to run Round 2 of IAP before we completed the Growth Pilot program evaluation.
- Here we are.

IAP Round 2 - Basic features

- Up to \$5,000 per individual, and up to \$10,000 for a team of two, provided as a travel grant with 25% co-investment required.
- A competitive grant process.
- Flexible about the definition of the industry event options.
- Focussed on supporting talent, not just a project or game.

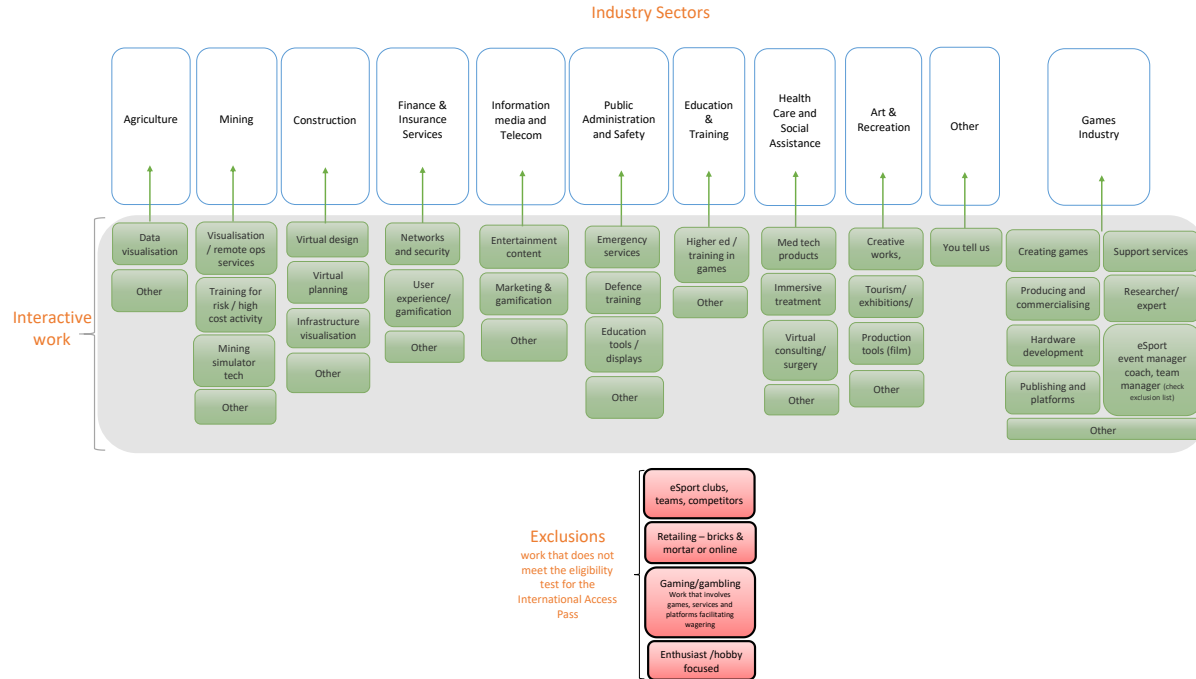
The Five Awards

- **Superstar** - the main award, for talented Western Australians who have a great product that they are ready to take to the world and who can deliver business results
- **Bright Spark** - for high potential individuals who have recently graduated (within the last two years) from a WA university or VET institution/organisation
- **Trailblazer** - recognising women who inspire other women and girls to develop their science, technology, engineering and maths (STEM) skills and act as leaders in their chosen field
- **New Horizons** - for individuals who use games technology, theory or skills in other sectors such as education and training, health, mining or finance etc.
- **Teamed Up** – for a team of two who need to travel together to make their mission succeed.

Same Same but Different

- Moving to be more inclusive with “Games and Interactive work”
- Teamed Up Award – apply under a business or company, (You then apply again as an individual if you want to compete for the other categories).
- Teamed Up Award – will be assessed first.

Interactive Work





Process and timing

IAP Round 2 Dates

- Application period is 2 September to 12noon AWST on 7 October 2019.
- JTSI aiming to make offers in December 2019.
- Funding agreements and payments in January / February 2020 in advance
- Your travel can be any time from January 2020 to November 2020
- Official completion - you submit a final report (once you have travelled) and this will trigger a small final payment. The date will be in your agreement.



Making an application

The steps for applications

- Application development - involves some research, writing and number crunching.
- Lodge complete with any uploads (budget, video link etc)
- Assessors will review your application against the 5 x criteria.
- JTSI will validate eligibility.

Resources on New Industries Website

You'll need these to complete your application

- Customer Information document
- Budget template
- Events Fact Sheet
- Interactive Work Fact Sheet
- Financials Fact Sheet

Online application

- Register and complete your application online www.iap.grantplatform.com
- At set up stage you will be asked to provide personal information such as your name, contact details and date of birth.
- Make sure this information is accurate so we can identify you and get in touch with you.
- Complete all tabs.

Eligibility

There are five eligibility requirements for this program

- Not received IAP Round 1 funding before, (unless you can show a new collaboration, in which case you can apply for the Teamed Up award)
- Living in WA (evidence required)
- Experience working in games and interactive technology (refer to the Interactive Work Fact Sheet)
- Not requesting funding for activities already supported through another funding program. (This will be done at the end when an offer is made)
- Are a registered business/company based in WA (for the Teamed Up award only)

Dashboard

Setup guide

Entries

Manage entries

Qualify entries

Pick entries

Judge entries

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My entries → Edit entry

All questions must be answered, unless marked optional.

1. Your Details

2. Your eligibility for the International Access Pass

3. Summary of your application

4. Your award preferences

5. Why you are the best candidate

6. Attachments



This tab is designed to capture information that demonstrates you are eligible to apply for the International Access Pass awards. You must confirm that you meet the eligibility tests and upload evidence to show that you live in WA.

Have you received IAP Round 1 funding before?

No

Unfortunately, previous winners cannot apply.

If you select Yes, you should stop your application now.

However, if you have joined forces with a collaborator on a completely new project that would be incredibly competitive and you are ready to travel, then you can apply for the Teamed Up Award. In which case you can proceed with this application.

☐ I currently live in Western Australia and intend to continue living in Western Australia throughout 2019

Check this box to confirm that you reside in Western Australia. You must live in Western Australia to be eligible to apply for this State Government program.

Please provide your current Western Australian residential address

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Teamed Up nominated travellers will need to list both addresses here.

This information is kept confidential and is only assessed by JTSI staff to check your eligibility. It is not available to external assessors.

Evidence of your residential address

Please upload your proof of address, such as a photo of your WA drivers license.

A summary of your application

This is a quick snapshot - key fact and figures

- Total amount of grant funding you are seeking
- Events you'd like to travel to
- A short description of your proposal / travel project

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This tab provides the assessors and JTSI with a quick summary of your application.

The amount of grant funding you are seeking

Please make sure this matches the IAP Grant figure in the 'Budget Totals' section of your budget spreadsheet and is no more than \$5,000 for individuals, and \$10,000 for Teamed Up.

Enter the amount as a number, without the \$ sign.

Please list the events that you would like to travel to and the relevant dates

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For example, "Gamescom, August 2020". You can find a list of events that might be relevant in the Events Fact Sheet on the New Industries website <http://www.newindustries.wa.gov.au/iap>. If the 2020 event dates have yet to be set, an approximate month is fine.

Please provide a short summary of your application

0 / 100 words

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This is a brief snapshot for the assessors and JTSI. Mention where you want to go, the nature of your product and work, and the outcomes you would like from your trip.

Award preferences

- Unless you are applying for the Teamed Up award, everyone is automatically eligible for Superstar. It is optional to nominate for the others.
- The Teamed Up Award will be assessed first. If you are successful in this award you will become ineligible for the individual awards (if you applied).
- Not all awards have to be offered. It will depends on the nominations and whether we have competitive candidates for each.
- The number of awards offered will be influenced by how much funding is requested.

Teamed Up Award Preference

Edit entry | My entries | X

Secure | https://iap.grantplatform.com/entry/entrant/AxbiXQbR

International Access Pass

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There are up to 5 different awards that you can apply for (if they are all relevant to you).

Using the check boxes below please tell us:
1) which awards you want to nominate for, and
2) your order of preference.

You will only be considered for an award if you tick a check box against that award. JTSI will consider award preferences when making offers. All information in this tab is available to assessors.

As a minimum you will qualify for the main Superstar award. If you only wish to be considered for the main award select "1" for this award and move to the next tab.

Are you entering as a Team?

Yes

Tell us why you are applying for the Teamed Up award

0 / 200 words

In the assessment process, you will be considered for the Teamed Up application first. If you are unsuccessful in the Teamed Up award, you will still be eligible for an individual award, on the proviso you entered as an individual as well. The Teamed Up award will only be offered if there are sufficiently competitive applicants.

This award recognises the collaborative nature of games development. Explain why you believe that travelling as a team will make your mission more successful.

Please describe the project or game that you are working on together and each of your roles in its development.

This award will only be offered if there are sufficiently competitive applicants.

Save + next

Save + close

Preview

Your entry has been submitted.

Edit entry | My entries

Secure https://iap.grantplatform.com/entry/entrant/AxbkXQbR

International Access Pass → Anita Pasic

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You will only be considered for an award if you tick a checkbox against that award. JTSI will consider award preferences when making offers. All information in this tab is available to assessors.
As a minimum you will qualify for the main Superstar award. If you only wish to be considered for the main award select "1" for this award and move to the next tab.

Are you entering as a Team?
 No

In the assessment process, you will be considered for the Teamed Up application first. If you are unsuccessful in the Teamed Up award, you will still be eligible for an individual award, on the proviso you entered as an individual as well.
The Teamed Up award will only be offered if there are sufficiently competitive applicants.

Superstar

☐ 1
☐ 2
☐ 3
☐ 4

This is the main award. If you are only applying for this award select check box "1" and move to the next tab.
If you want to be considered for multiple awards then you need to complete a check box for each relevant award. You do not need to nominate the Superstar as your first preference if you are nominating for multiple awards.
JTSI will take this into account when considering the award offers.

Bright Spark (optional)

☐ 1
☐ 2
☐ 3
☐ 4

Tick one of these checkboxes if you want to be considered for the Bright Spark award. You can apply for this award if you have recently graduated (within the last 2 years) from a Western Australian university or VET institution/organisation.
Note: recently graduated (within the last 2 years) can be interpreted as having officially graduated or successfully completed your course between 1 July 2017 and 31 December 2019. This must be evidenced by the date on your qualification/certificate or academic transcript, which you will be required to provide a copy of to JTSI if you are offered and accept one of these awards.
Select the checkbox that relates to your order of preference. For example, if you are competitive in two awards, but you would prefer to receive the 'Bright Spark' award, select "1" for this option.
This award will only be offered if there are sufficiently competitive applicants.

Tell us why you are applying for the Bright Spark award (optional)
0 / 200 words

About Markdown formatting

This award recognises the high quality graduates emerging from Western Australian education institutions. Provide details about what you studied, which Western Australian Institution you studied with and the year you graduated.
You are only eligible to apply for this category if you have graduated.

Trailblazer (optional)

☐ 1
☐ 2
☐ 3

Tick one of these checkboxes if you want to be considered for an award that recognises women working in games in Western Australia.
Select the checkbox that relates to your order of preference. For example, if you are competitive in two awards, but you would prefer to be recognised through the 'Trailblazer' award, select "1" for this option.
This award will only be offered if there are applicants who are sufficiently competitive.

Criteria for finding top talent

- **Travel ready** – why this event, what is your budget, what are your outcomes.
- **Awesome ‘product’** – what is the industry offering that you want to take to this event? It can be a game, project, concept or your professional skills.
- **Effort in business** – what you’ve done to create your product and what you hope to do in the next 12 months. How you collaborate, your business skills.
- **Business focussed** – how will you or a WA business can make money out of the ‘product’ (wages, sales or other monetisation), customers / market, your business goals, local employment focus and business planning.
- **About you** – achievements, plans for the future and your personal goals. What you are passionate about, your unique skills and skills you’d like to develop.

My entries

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0 / 400 words

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Select file

Please upload your completed budget spreadsheet.

The template can be downloaded from the New Industries website <http://www.newindustries.wa.gov.au/iap>

Your budget must be completed in the standard template. If it is not in the standard template your application may not be accepted.

Don't forget to show value for money.

0 / 400 words

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Your awesome 'product' can be a game, project, concept or specialist professional skills (for example, script writing). If you don't own the IP related to your product, you must be authorised to use it.

If your product is not yet ready, you need to explain how you plan to be ready before you travel.

0 / 400 words

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Tell us about the effort you have put into creating your product and what you hope to achieve in the next 12 months.

It is also good to talk about effort you put into working with others and in developing your own business skills.

If you are an indie developer we know you may be working solo. But if you are trying build working relationships with others (even if its collaborating with your mates) you should definitely mention this.

0 / 400 words

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The New Industries Fund supports initiatives that grow businesses and build jobs in Western Australia. The strongest candidates will be those who can describe the business implications of their work.

You do not have to be building a game for sale to be able to answer this criterion. You might be generating your own wages, or working on client projects on behalf of your employer. You may even have novel monetisation ideas. You do need to be able to explain the market for your product, and how the trip will help you achieve your business goals.

If you have employed other people in WA or plan to, this is good to mention. If you have developed a business plan, this is also good to mention.

Budget

- You don't have to travel overseas, a national event is fine, so you can ask for a small amount of money.
- You can attend multiple events
- If you do ask for the top amount apply a bit of rigour to it
- We want to see value for money

INTERNATIONAL ACCESS PASS (IAP) - BUDGET TEMPLATE

Name of Applicant:				
Grant Amount Requested:	\$0.00			
Eligible Expenditure Item	Details	Cost Estimate	Funding Source	Important Notes/JTSI Requirements
TRIP 1				
Event registration/access costs		\$ -		
Event exhibitor space/booth		\$ -		
Associated business events		\$ -		
Airfares		\$ -		Economy rates only
Transport		\$ -		Economy rates only
Visas		\$ -		
Travel insurance		\$ -		
Accommodation		\$ -		Accommodation cannot be funded by the IAP. This is limited to hotel rooms up to three stars, or the equivalent average cost for alternative accommodation.
Meals and incidental expenses		\$ -		Meals and incidentals cannot be funded by the IAP. The max. daily rates are set out by the ATO and can be used for the duration of an event and travel time either side. The total combined amount that can be counted towards your co-investment is capped at 50%.
Marketing and event collateral		\$ -		Marketing and event collateral cannot be funded by the IAP
Budget Item	Details	Budget Estimate	Percentage	Important Notes/JTSI Requirements
BUDGET TOTALS				
SUB TOTALS				
IAP Grant	This is the grant amount you are requesting	\$ -		The grant amount cannot be more than \$5,000. This should match the figure you entre in Tab 3 of the application form.
Co-investment	This is the total amount you are co-investing	\$ -	#DIV/0!	Your co-investment must be equal to at least 25% of the grant amount you are requesting
Check: meals and incidentals %	This is the % this item comprises your total co-investment	\$ -	#DIV/0!	The amount that can be counted towards you total co-investment is capped at 50%
TOTAL BUDGET	This is the sum of the grant and co-investment	\$ -		
Handy notes (more information is provided in the Financials Fact Sheet)				
Editing: If you need to insert additional rows, please do so by copying and inserting an existing row for the same expenditure item so that the formatting and formulas remain intact where possible. Please do not edit the 'Budget Totals' section where possible - the formulas should automatically calculate the correct totals (but please check the calculations before submitting to ensure all is correct).				
Eligible Expenditure Item: Please use the pre-defined items provided in this template. The Financials Fact Sheet provides more information on each item so that you can complete your budget in a way that is consistent with the requirements of the grant.				
Details: Please provide a short description of the item e.g. the name of the conference and flight route etc.				

Final polish

- You can provide up to five attachments that are a single image or page
- Stick to the limits – you will get no benefit if you provide more material
- I recommend you include a CV (just a one pager that allows people to understand where you are at in your career)
- Get someone to read your application with enough time to review
- Keep it simple – you don't need to sound fancy

How your applications will be assessed

- A group of assessors will score all the applications using a consistent approach
- They will assess your application as you present it. Don't assume they will know you, know your work or even work in your industry sector.
- Assessors are not involved in decisions on funding – independent advice
- They must declare conflicts of interest and agree to keep material that they assess confidential

To keep on your radar in 2019/20

WA Government initiatives

- Innovation Vouchers
- Innovator of the Year
- Interactive WA Survey
- Small Business Development Corporation – SB advice
- New Industries WA website
www.newindustries.wa.gov.au



- Contact: innovation@jtsi.wa.gov.au
- Questions?