

MARKET-LED PROPOSAL EVALUATION SUMMARY – FEBRUARY 2021

PROPOSAL NAME: MLP20001 SOLSAN Development and Commercialisation

PROPONENT: Matrix Composites and Engineering Ltd

PROPOSAL STATUS: Completed – successfully met criteria and terms accepted

PROJECT VALUE: \$1,500,000

PROPOSAL DESCRIPTION

The Western Australian Government has accepted an unsolicited proposal from Matrix Composites and Engineering Limited (Matrix) to support the development and local manufacturing of Matrix's smart solar powered, touchless bulk hand sanitiser dispensers (SOLSAN units) designed for installation in public places globally.

To be led by the Department of Finance, the State has committed \$1.5 million in funding to support local manufacturing of the SOLSAN units, locally at Matrix's Henderson facility.

The State will collaborate with Matrix who will initially develop two prototype units.

Once the prototype units meet agreed specifications and testing requirements, Matrix will locally manufacture ten SOLSAN units which will be trialled by the State in high traffic public places.

Matrix will utilise community feedback from the six-month trial period to transition to full commercialisation of the SOLSAN units.

Matrix will continue manufacturing at its Henderson facility in Western Australia, utilising local content wherever possible and creating jobs for Western Australians.

The trial will allow the State to assess the ongoing benefits of this innovative local concept whilst supporting local job creation and the opportunity for the company to export the SOLSAN units globally.

The proposal includes:

- Commercial strength, vandal-proof units with 4G/Bluetooth enabled communications to refills/vandal alert.
- Flexible installation, either stand alone or hard-wired options.
- Business model targeting end to end local supply chain, flexible to multiple local suppliers.
- Matrix will manage refilling of units and maintenance as a service.
- Matrix will commence manufacturing immediately and will deliver units within 3 months.
- All manufacturing to be completed in Western Australia.

BENEFITS

- SOLSAN units provide a direct response to government COVID-19 priorities.
- Proposal supports job creation and local manufacturing, stimulating the economy.
- Initially six new jobs will be created in the trial phase and Matrix forecasts up to 210 new jobs being created by commercialisation.

- 10 units to be deployed in public places at the State's discretion including one in a regional location.
- Public hand sanitisation options promote confidence in the community in public places due to improved hygiene.
- Proponent proposes the procurement of parts and hand sanitiser from local producers where possible.
- Potential for regional deployment and cost-effective management/local supply chains in remote locations.
- Should commercialisation commence there is potential to develop export markets for the units.
- Potential to negotiate a full return on investment should the State acquire 2000 units or more within 2 years of commercialisation.

GOVERNMENT CONTRIBUTION AND COMMERCIAL PROPOSITION

- \$1.5 million investment to support the design, manufacture, installation and maintenance of ten SOLSAN units (1 located in a regional area) for public trial and community consultation over a six-month trial period.
- There is no obligation to the State for further investment beyond the trial period.