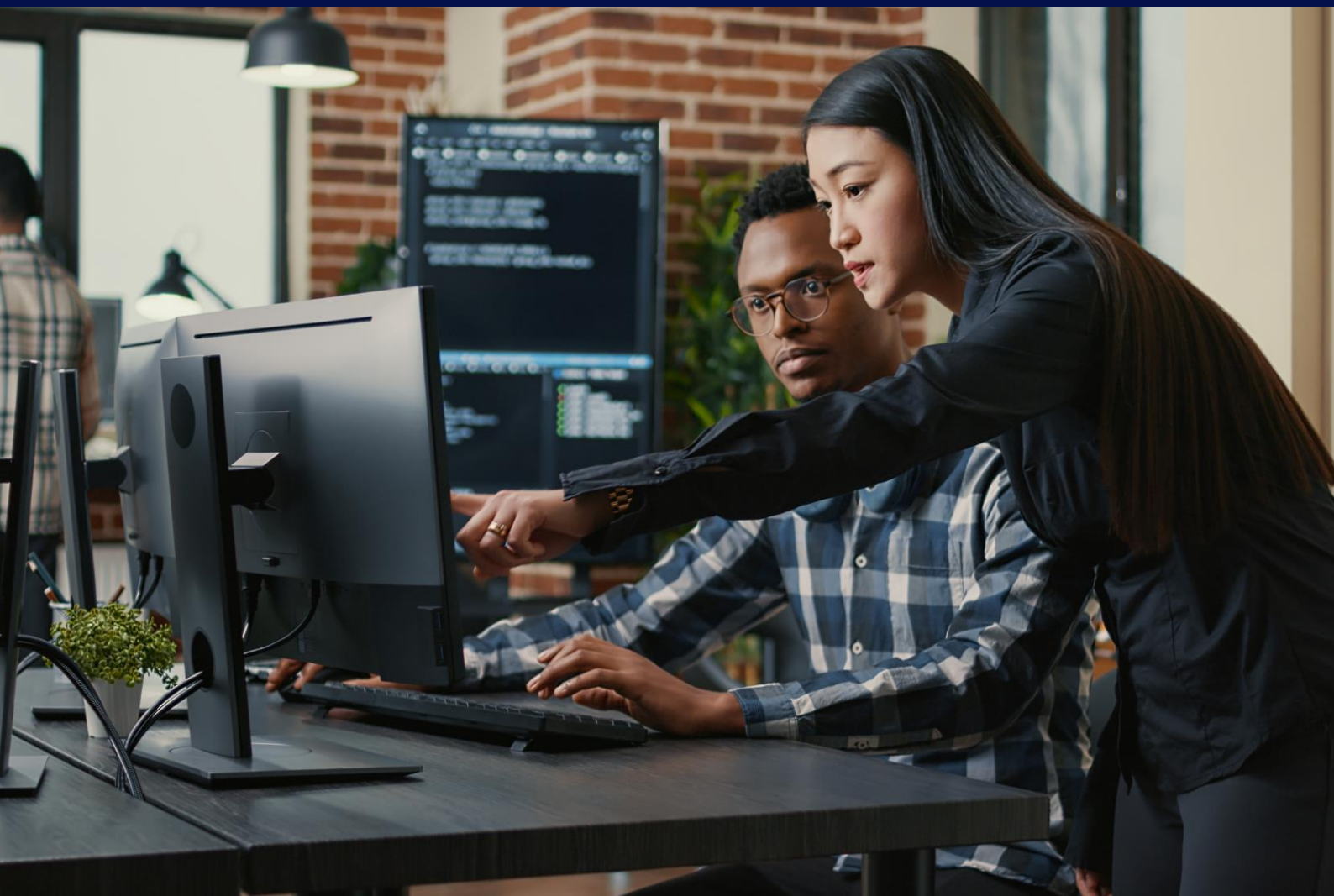




Department of
**Energy and Economic
Diversification**

Commercialisation Bridge Grant

2025 Guidelines



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1. Introduction

The Western Australian Government has invested \$40 million into the [New Industries and Innovation Fund \(NIIF\)](#) over four years (2025-29) to boost the development and acceleration of innovation-based technologies and their take up in global value chains.

Building jobs and new industries requires an industry-led approach to innovation and business competitiveness. The New Industries Fund was initially established in 2017 to support a self-sustaining innovation environment that encourages collaboration and private sector investment. This will help grow the State's competitive advantages and build the skills required for the jobs of the future.

The NIIF is administered by the Western Australian Department of Energy and Economic Diversification (the Department). The NIIF provides funding for several initiatives, including the Commercialisation Bridge Grant, to foster an innovative and diversified Western Australia that is competitive, sustainable, and attractive to investors, industry and entrepreneurs.

The NIIF is the primary tool for the State to deliver against the [WA Innovation Strategy: the place to innovate](#), and is a key enabler of the State's economic development framework [Diversify WA](#).

2. Western Australia's Innovation Strategy

The goal of Western Australia's Innovation Strategy 2022 is to inspire a new generation of innovators to solve our challenges and encourage the economy to diversify. The mission is to elevate Western Australian innovation onto the global radar and propel the local ecosystem into a new phase of growth. The Strategy sets itself the following five 10-year goals to realise this vision, along with the associated Innovation Action Plan, for Western Australia to become a:

- World leader in research and inventiveness;
- Location of choice for product and technology development, translation and testing;
- Home to globally-focussed organisations that scale, creating new jobs;
- Adopter of new technologies and a tech transfer haven;
- Place where innovation is inclusive and purposeful, rewarded and respected.

To achieve these five (5) goals, the Government is taking action in seven (7) priority areas:

- **Skills, people and culture:** The Western Australian Government will invest in building additional talent across the State and attracting talent globally.
- **Research and tech transfer:** The Western Australian Government will set out a bold new science and research agenda, fit for the decade ahead, and seek to maximise technology transfer opportunities across the State's growing economy.
- **Networks, precincts and shared facilities:** The Western Australian Government will accelerate efforts to enable innovation hubs, precincts and shared facilities to strengthen the innovation ecosystem across the State.
- **Access to capital:** The Western Australian Government will encourage the growth of an active local venture capital market for WA innovators and investigate other ways to ensure there is access to sufficient capital.
- **Procurement and supply chains:** The Western Australian Government is making procurement easier for WA startups and small businesses to provide access to major industry and Government contracts, and will work with partners to open market access to global supply chains.
- **Diversity and inclusion:** The Western Australian Government will grow and foster the diversity and inclusiveness of the Western Australian economy, providing opportunities for greater participation in new and innovative economic activity by underrepresented groups.
- **Promotion and adoption:** The Western Australian Government will elevate efforts to promote and celebrate the outstanding scientific, technological and innovative capability of WA internationally and at home, supporting the adoption of new technologies and innovations across businesses and communities.

3. About the grant

3.1. Overview

The Commercialisation Bridge Grant (Grant) is a competitive Western Australian Government grant, funded through the NIIF. The Grant targets innovation-driven SMEs and startups in Western Australia, to provide them with support to bridge the funding gap between early stage commercialisation and 'break through growth' to assist them in becoming sustainable, profitable and scalable businesses.

The CBG is designed to assist businesses to:

- Strengthen their commercialised product or service, such that it can become a sustainable, profitable and scalable business;
- Build a globally-focussed, innovative business that is based in WA; and
- Create jobs, develop new industries and assist in the diversification of the WA economy.

3.2. Objectives

Many innovation-driven businesses face barriers to access the capital they require to successfully scale and advance their commercialised innovations. They lack the necessary cashflow to access the services and expertise required to achieve breakthrough growth.

The objective of the Program is to:

- support eligible businesses throughout the commercialisation pathway of their innovative products in WA; and
- attract and retain commercialisation activities in WA.

For further information please refer to the [Commercialisation Bridge Grant - FAQ](#).

4. Funding

4.1. Funding Availability

Tier	Applicant	Recipient matched funding requirement
1	For applicants headquartered in regional WA	25%
2	For First Nations founded businesses ¹	25%
3	For female founded businesses	25%
4	For all remaining applicants	35%

Grants of between \$50,000 to \$250,000 per application are available. There is a minimum matched funding requirement that must be met and demonstrated in your application. Please refer to the table above to determine the percentage of matched funding for your application. The co-contribution must be demonstrated in cash before a grant funding agreement can be entered into.

Prior to receiving funds, recipients must enter into a Financial Assistance Agreement (FAA) with the Department (see Section 8.1). This agreement must be executed before project

¹ Tier 2 applicants are eligible for grant writing support from a First Nations grant writer. Please contact innovation@jtsi.wa.gov.au for more information and to access this support service.

work commences. A partial grant payment will be made by the Department upon execution of the FAA.

At the end of the project, for the Department to release the final partial grant payment, you will need to provide evidence that you have spent the grant funding, as outlined in the Forecasted Expenditure spreadsheet (Section 4.4), more information on reporting is available in Section 8.3.

4.2. Eligible Expenditure

Expenditure against the project can only commence on or after the execution date of an FAA. Eligible costs are those costs directly associated with the delivery of the project.

The Grant funding may be spent on expenses related to the procurement of support services or expertise in the following four categories:

1. Research and Development

- a. compliance testing
- b. product testing and validation
- c. laboratory verification
- d. certification
- e. engineering design work

2. Team Readiness

- a. hiring experienced C-suite personnel
- b. adding to the team, to fill gaps and experience
- c. developing an advisory board
- d. access to an entrepreneur in residence

3. Technology Transfer and Intellectual Property

- a. protection of intellectual property
- b. legal advice
- c. licensing

4. Commercialisation Support Services

- a. innovation management and consulting
- b. commercialisation strategies (including marketing strategies to support market entry)
- c. commercialisation feasibility studies
- d. financial support (including tax incentive advice, capital raising strategies)

4.3. Ineligible expenditure

You cannot use the Grant, or your co-contribution, for any of the following:

- a. training courses;
- b. hardware and software purchases (for standard business purposes);
- c. business and strategic planning;
- d. salaries, wages and other staffing costs of existing staff members or those that are not directly related to the implementation of the project and the expansion of capacity
- e. design and production of marketing or promotional materials or events (unless it can be demonstrated that this expenditure is focused on the commercialisation pathway);
- f. 'business as usual' website development;
- g. maintenance and upkeep of facilities; and
- h. expenditure for a project that occurs outside of Western Australia or activities undertaken outside of Western Australia
- i. any other general business/operational/business planning activities that are usual requirements of a business.

4.4. Forecasted Expenditure

Applicants must complete and upload a forecasted expenditure spreadsheet, which is a downloadable spreadsheet you can find on the [Commercialisation Bridge Grant](#) webpage. The spreadsheet will show the direct, attributable costs of your project over its timeline. Only eligible expenses can be included.

5. Eligibility

5.1. Applicant Eligibility

To be considered eligible for the Grant and progress to the Evaluation Stage, applicants must meet the following criteria:

- a. Your business is registered in Western Australia and possesses a current Australian Business Number (ABN) and/or Australian Company Number (ACN);
- b. You are developing a scalable, innovative project in Western Australia and your commercialised innovation is in post-revenue stage;
- c. Your business will continue to be based in Western Australia for the next three years;
- d. Your business has a trading history of six months or more, and has not previously raised significant capital;

- e. You are a WA-based startup or small business that employs between one and 50 people. This includes sole traders, private sector firms, partnerships and non-profit entities;
- f. Your business is solvent and will pass due diligence checks;
- g. Your business is willing, and has the financial capacity, to co-contribute the applicable amount (stated in Section 4.1) of the requested project funding costs;
- h. Grant funding, and matched funds, will not be spent on business as usual operational expenses;
- i. Grant funding, and matched funds, will be used for a future project;
- j. You have not previously received, or are not likely to receive, Western Australian government funding for the same project/initiative;
- k. You have not previously received a Commercialisation Bridge Grant for the same project/initiative; and
- l. Your application is submitted via the Good Grants platform by the application closing date and time as outlined in Section 7.1 Key Dates.

6. Evaluation criteria

All eligible applicants will be assessed against the following criteria to determine the extent to which the application meets the funding requirements of Government. Consideration will be given to the scale of impact the Grant has on the applicant in comparison to other applicants.

For a competitive application, please address these seven criteria as clearly as possible and use concrete evidence where possible. The amount of detail and supporting evidence you provide in your application should allow assessors to determine your capacity and capability to deliver the project to completion. Each criterion is assessed out of 10, with the maximum score being 70.

1. Innovation

Provide an overview of your business, and your innovation giving consideration to;

- a. the unique innovation embedded in your project;
- b. what is new about your innovation;
- c. what you have managed to accomplish to date;
- d. what 'customer problem' your innovation is designed to solve, and how it does this;
- e. how you have protected (or are going to protect) the intellectual property within your project; and

- f. what is now needed to prepare your innovation for wider, national, and international markets.

2. Need for funding

Describe the need for the Grant giving consideration to;

- a. how the grant will bridge the funding gap, and help you cross the 'Valley of Death';
- b. why you cannot fund this project yourself (difficulties and gaps in funding); and
- c. how you have tried to raise all the funding, but have only managed to raise a proportion of the funds required (explaining where from).

3. Competitive advantage

Explain what competitive advantage your innovation has in a sizeable market by identifying the;

- a. cost benefits of your innovation;
- b. distinct product features;
- c. delivery; and
- d. any other unique features.

4. Capacity, Capability and Resources

Demonstrate how you will deliver the project by identifying how;

- a. your team, and your chosen service provider/expert have the relevant skills, experience and capacity to advance your innovation;
- b. collaborating with the service provider/expert will meet this need, why you have chosen them, and how you intend to work together; and
- c. how other resources (e.g. mentors, advisors, others) may contribute towards the project and its success.

5. Scalability

Explain how you will scale your business giving consideration to;

- a. how your business has performed in the market to date;
- b. the potential to scale; and
- c. how the proposed project will significantly increase the likelihood that your entire business will scale sustainably and effectively in the future.

6. Planning

Demonstrate the feasibility and robustness of your project delivery approach by outlining how you will;

- endeavour to follow the proposed project plan, and what methodologies and controls will be in place to ensure the plan will be effectively enacted; and
- keep the project on track if and/or when unexpected event(s) occur (such as a chosen supplier is unavailable or a key person leaves the project).

7. Impact and Alignment to Government priorities

Explain why your proposed project and associated plan is feasible, persuasive and back-able by demonstrating;

- that your application aligns with at least one of the priority sectors in the State's economic diversification strategy, Diversify WA;
- the impact your project will have on new job creation in Western Australia; and
- the potential and real impacts that grant funding for your innovation will have on delivering tangible benefits for industry and customers, such as income growth, new markets, technological transfer, collaboration, future capital raising, and any other measurable benefits.

Diversify WA Priority Sectors



6.1. Assessment Scoring

The independent Evaluation Panel will assess the above criteria from 1-10 as follows:

Score	Descriptor	Additional explanatory guidance
0-2	Poor	A few strengths but with major weaknesses
3-5	OK	OK overall, but with at least one moderate weakness
6-7	Good	Strong overall, but with a few relatively minor weaknesses
8-10	Outstanding	Extremely strong with negligible or no weaknesses to note

6.2. Evaluation Panel

The Department engages an independent Evaluation Panel to assess applications based on the above criteria, and to make recommendations for funding. To assist with their decision making, the panel may seek advice from individuals with expertise in the area/s under consideration. They may also request additional evidence to support claims against the evaluation criteria.

The deliberations of the Evaluation Panel and all related information and material are strictly confidential, subject to the requirements of the *Freedom of Information Act 1992* ('FOI Act').

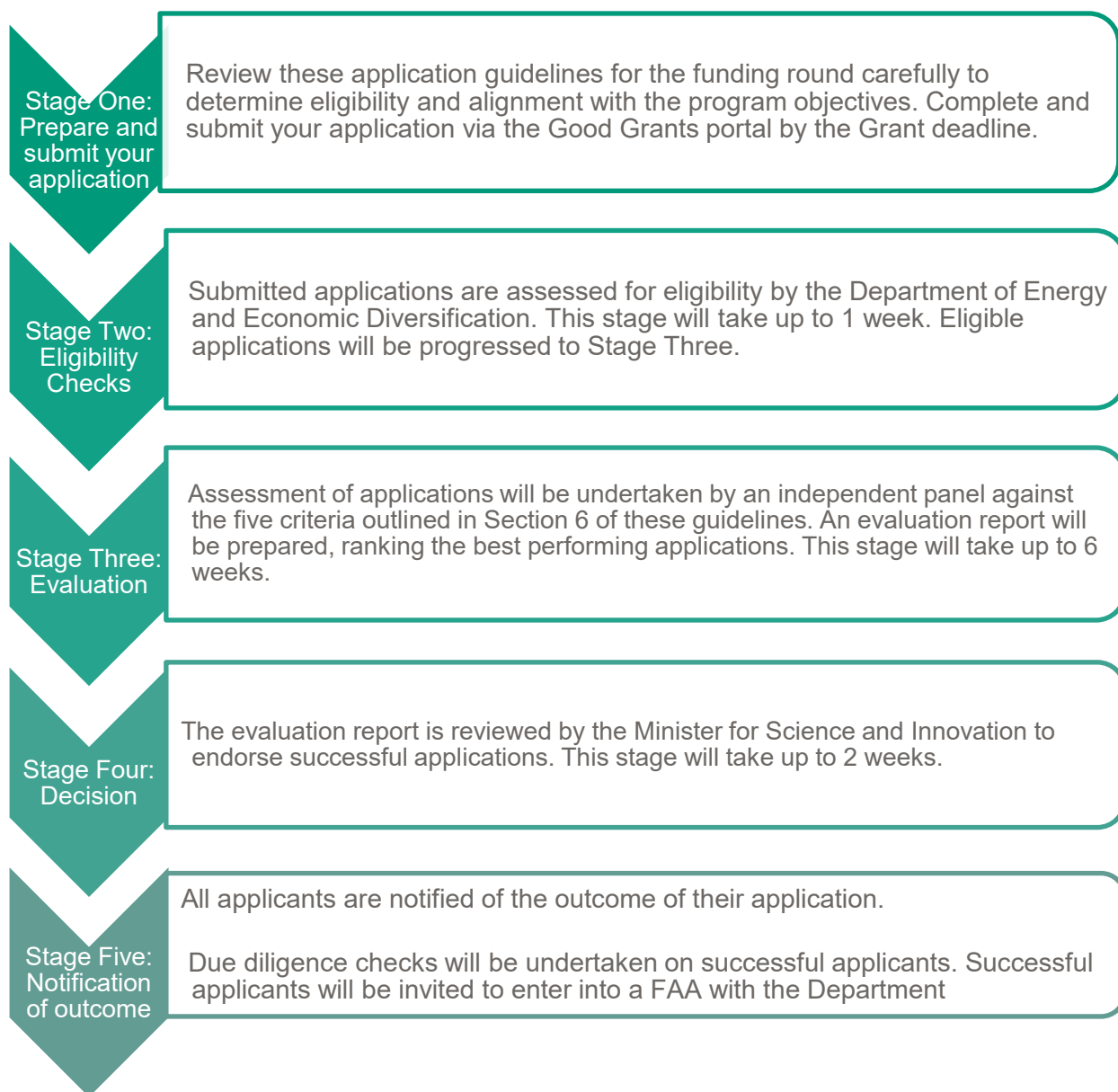
The Evaluation Panel's recommendations will be submitted to the Minister for Science and Innovation for approval. The decision of the Minister on allocation of funds is final and at the full discretion of the Minister.

7. Application Process

7.1. Key Dates

Item	Key Dates
Program opens for applications	Monday 22 September 2025
Application closing date	Friday 24 October 2025, 4.00pm (AWST)
Outcome notification	Friday 12 December 2025

7.2. Assessment stages



7.3. Notification of outcomes

Notification of outcomes throughout the Process will be sent to the registered email address provided in the online application submission.

All decisions are final and made at the State's absolute discretion.

7.4. Feedback on Your Application (If Unsuccessful)

Feedback on Your Application (If Unsuccessful). Unsuccessful applicants may request feedback via innovation@jtsi.wa.gov.au within two weeks of the date the outcome notification was sent. Due to the high volume of applications, the Department cannot arrange meetings to discuss feedback.

8. Conditions and Obligations

For Recipients:

1. Enter into a Financial Assistance Agreement with the Department

Successful applicants under the Grant are required to enter into a written Financial Assistance Agreement (FAA) with the Department who administers the grant. No rights to financial assistance are accrued until such time as the FAA has been entered into by the relevant parties².

The FAA will outline the terms and conditions under which the Department provides funding, including project performance, publicity and reporting issues. The Department specifies the conditions and obligations of funding prior to the disbursement of any funds.

Businesses recommended for funding may be required to provide more detailed information about their business. Applications may be subject to due diligence, technical, financial and economic appraisals.

2. Cyber safety responsibility

Recipients of funding under the Grant are expected to keep their funded projects 'cyber-safe'. The onus is on the recipient to ensure all customer and other data is kept secure. The Minister, State and Department will not be held responsible for the cyber security, or otherwise, of funded projects.

3. Monitoring, evaluation, and reporting

Successful applicants will be required to cooperate with an evaluation that is undertaken during and/or after completion of the investment.

Successful applicants will also be required to submit completion reports and provide evidence of completion, including financial statements, to the satisfaction of the

² DEED reserves the right to check the financial stability of all selected applicants before Financial Assistance Agreements are finalised.

Department. Due dates for these reports will be agreed between both parties in the FAA.

The financial acquittal submitted with the final report must outline how the grant and your matched funding were spent and must be as consistent as possible with the submitted budget as part of the original application unless agreed otherwise through a variation process with the Department. Proof of expenditure will be required to verify the financial acquittal.

After completion, recipients are required to participate in online surveys conducted by the Department up to three years after the funding ceases. Surveys generally take 10 minutes to complete and seek feedback on inputs, activities, results, usage and impacts related to the Grant.

4. Funding availability

Funding is available to successful applicants for up to 24 months after the awarding of the grant.

5. Claiming grant funds

Grant payments to successful applicants are via electronic funds transfer (EFT), in partial amounts:

- a. 25% of the funds will be remitted immediately on execution of the FAA, on provision of an invoice from the recipient to the Department.
- b. At the mid-point of the project, and according to agreed milestone/s, partial funds will be acquitted as agreed upon in the FAA. Evidence of the milestone/s will need to be provided to the Department.
- c. Prior to the end of 24 months post FAA execution, the final 25% balance will be invoiced at the end of the project, once the activities have been completed and all project expenses paid. An acquittal template form will be provided by the Department for this purpose.

It is important that the project be completed within 24 months, and the final payment made within this time; otherwise the total grant funding cannot be assured.

6. GST excluded

The Department does not regard the Grant as payment for a supply. Thus, the Department does not increase the grant amount to include GST.

7. Consultant/Supplier(s)

The FAA is between the Department and the successful applicant. Consultant/supplier(s) and any other third parties (if used) shall have no contractual, legal or equitable rights against the Department.

8. Freedom of Information, Confidentiality and Disclosure of Information

Applicants must keep confidential any dealings with the Department about their application, including any financial assistance offered, but may make disclosures to advisors who are under an obligation of confidence or if required by law.

The State and the Department reserves the right to publicly disclose the names of applicants, general information about investments and the assistance provided, and details about the anticipated economic outcomes and benefits to the State. The State and the Department may also disclose confidential information of, or provided by, the applicant:

- a. if required to be disclosed by law;
- b. to its advisors, consultants and contractors; and/or
- d. to any other government agency.

Applicants are informed that the Department is subject to the Freedom of Information Act 1992 (WA) ('FOI Act'), which provides a general right of access to records held by State agencies and local governments. Under the FOI Act, applicants should be aware that information pertaining to the receipt of State Government funding may be tabled in the Western Australian Parliament. This information could include the names of recipients, the amount of funding, the name of the project/activity and, possibly, a brief description thereof. This could result in requests for more detail to be released publicly.

Applicants should clearly identify all commercial-in-confidence material, noting that the recipient name, funding amount, total cost, and a brief recipient project description may be published for all successful applicants.

Successful applicants should be aware that their organisation's name, investment name and amount of funding approved will appear on the Department's website and potentially in media releases.

The Department reserves the right to discuss an application with a third party if it is deemed necessary to assist in assessing the application.

State agencies are subject to the legislative and administrative accountability and transparency requirements of the State, including disclosures to the Western Australia Parliament and its Committees. As such, applicants should be aware that disclosure

of information outside of State agencies may occur if the information is required or is authorised to be disclosed by law.

9. Media and promotions.

All media enquiries or public announcements relating to the Grant are coordinated and managed by the Department's Media team. Where possible, all media and communications about investments will be undertaken jointly with successful applicants. Recipients must:

- a. seek and obtain the Department's approval before making public statements, or contacting or responding to the media, regarding successful or unsuccessful applications;
- b. provide the Department with at least 10 business days' notice of any proposed media event; and
- c. provide any proposed media or public statement to the Department for approval prior to its release as well as make any changes or amendments to the form, content or manner reasonably requested by the Department.

10. Code of Conduct

Successful applicants for the Grant will comply with all relevant laws and ensure the services they provide and/or participate in proactively address, manage and where possible avoid any unwelcome behaviours that offends, humiliates or intimidates a person. Unwelcome behaviour can include physical, verbal or visual conduct (e.g. in the form of posters, email or SMS messages). Successful applicants are expected to treat all people with respect and courtesy. The Department reserves the right, in its absolute discretion, to discontinue the provision funding or not provide funding to any successful applicant that acts contrary to the code of conduct.

9. Disclaimers

The provision of financial assistance under the Western Australia Government's New Industries and Innovation Fund is at the absolute discretion of the Department and the Minister for Science and Innovation. Nothing in the application process, the selection process or any associated documentation shall give rise to any:

- a. legal relations or any process or other contract between the Minister, the State or the Department on the one hand and the applicant on the other; or
- b. legitimate expectations on the part of the applicant.