GOVERNMENT OF WESTERN AUSTRALIA

Department of
Energy and Economic Diversification

WA Commercialisation Hub

Expression of Interest Briefing

20 August 2026

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WESTERN AUSTRALIA

Department of
Energy and Economic Diversification

WELCOME
Session Overview

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Department of
Energy and Economic Diversification

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Opening Remarks
WA Chief Scientist

Professor Sharath Sriram FIEAust
Chief Scientist of Western Australia

Strategic context

The Commercialisation Hub is part of a broader State approach to innovation, diversification and economic resilience

Made in WA & Diversify WA

Innovation is a cross-sector enabler for priority sectors, economic diversification and new jobs.

$40 million NIIF

2025–26 to 2028–29 investment to commercialise WA innovation, strengthen the ecosystem and develop emerging industries.

WA Innovation Strategy

Provides the long-term vision and goals to guide priorities and strengthen WA's innovation ecosystem.

NIIF principles

Place-based

Support innovation across Western Australia.

Competitive advantage

Focus on WA strengths, competitiveness and job creation.

Leverage

Maximise co-investment and partnership opportunities.

The next phase: support WA innovators that have progressed from startup toward commercialisation, growth and scale.

The Commercialisation Hub opportunity

A new State-funded capability focused on the next phase of business growth

$2 million

State Government funding capped over the four-year term.

4 years

Operator to establish, manage, deliver and report on Hub services.

WA based

Hub and Director located in Western Australia; statewide focus.

Scaleup focus

Support beyond the startup phase, with commercialisation and growth capability.

The Hub will complement — not replicate — existing support

Highly client-focused, collaborative and accessible.

Practical commercialisation support for businesses moving from validation into growth and scale.

Formal referral pathways across hubs, universities, research organisations, investors, industry and government programs.

Statewide access pathways, including regional innovators and First Nations businesses.

What we want to achieve

Commercial outcomes are at the centre of the Hub

Research → market

Improve translation of research and innovation into commercialised products and services.

Faster pathways

Accelerate innovation and speed to market.

Better IP outcomes

Improve IP management, commercialisation and licensing outcomes.

Investment ready

Increase the number of WA businesses ready for investment.

More capital

Increase investment into WA startups and scaleups.

Stronger ecosystem

Increase capitalisation and commercial capability across WA.

What the Hub is expected to deliver

The Guidelines describe a broad service model; third parties may support specialist delivery

IP & licensing

IP strategy and training
Licensing support
High-value IP market plans
Spin-out support

Capital & bids

Grant and bid development
Investor connections
Investment readiness
Pre-seed / venture-building pathways

Growth & markets

Business model refinement
Sales and market validation
National and international market entry
Strategic planning

System integration

Referral pathways
Universities and research institutes
Existing hubs and precincts
Regional and First Nations access

Operator expectations

A capable WA-based operator with a sustainable, leveraged delivery model

Capability

- Proven commercialisation and relevant service-delivery track record
- Experienced Hub Director and delivery team
- Strategic planning, market expansion, capital and investor capability
- Strong industry, technical, mentor and investor networks

Operating model

- Independent business-unit model with WA presence
- Operator co-contribution / investment included
- Actively pursue additional cash and in-kind contributions
- Free entry-level services with tiered cost recovery for bespoke support
- Partnerships, joint ventures and shared-service models welcomed

Key principle: show how the proposed model is additive, distinct from existing support, and able to leverage the State's contribution.

Preparing your EOI

Use the published EOI Guidelines to clearly explain your proposed model, capability and intended outcomes.

Start with the challenge

Show your understanding of the commercialisation gaps the Hub is intended to address.

Explain how your proposal complements rather than duplicates existing support.

Be clear about delivery

Explain who will operate the Hub, partnerships and specialist delivery arrangements.

Describe referral pathways and how services will be accessible across WA.

Demonstrate capability

Set out relevant commercialisation experience, track record and key personnel.

Show connections to industry, investors, research organisations and markets.

Focus on outcomes

Explain what will be different as a result of the Hub and how outcomes will be measured.

Show how State funding will be leveraged through co-investment, partnerships and other support.

Make it easy for the assessment panel to understand what you will deliver, why your model will work, and the outcomes it will achieve.

How responses will be assessed

Assessment criteria and relative weightings from the EOI Guidelines

30%	**Strategic alignment**	Alignment with WA Government priorities and ability to address commercialisation barriers beyond existing support.
30%	**Commercialisation outcomes**	Compelling ability to identify, translate, grow and deliver commercialisation opportunities and measurable outcomes.
20%	**Key personnel**	Capability, expertise and experience of the people developing and delivering Hub initiatives and programs.
20%	**Implementation risk**	Ability to establish and sustain the Hub, measure outcomes, leverage funding and manage the service model.

Evaluation process

How EOI responses progress from submission to recommendation

1	**Eligibility & compliance**	DEED checks submissions against eligibility and mandatory EOI requirements.
2	**Shortlisting / clarification**	Respondents may be shortlisted and clarification or additional information may be requested.
3	**Panel assessment or consultancy**	Eligible responses are assessed against the published criteria and weightings.
4	**Ranking & recommendation**	The assessment panel ranks proposals and prepares a recommendation for decision.
5	**Outcome & agreement**	Successful respondent proceeds to negotiation and execution of a Funding Agreement.

Assessment is based on the published EOI Guidelines; any clarification process will be managed consistently for respondents.

EOI process, key dates and Q&A

Please rely on the published EOI Guidelines and FAQs for formal requirements

1. **Submit EOI**
2. **Shortlist / clarification**
3. **Panel assessment & ranking**
4. **Ministerial recommendatio n**
5. **Funding Agreement**

Key dates

EOI opened: 4 August 2026

EOI closes: 30 September 2026

Assessment: October–November 2026

Outcome notification: December 2026

Resources & questions

EOI Guidelines

Frequently Asked Questions — updated during the EOI period

Further queries: innovation@deed.wa.gov.au

Questions and answers from today will be managed consistently with the published process

Questions & Answers

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Thank-you