

Note: Interested applicants must submit a preliminary assessment form before being invited to apply for this funding.

Minimum Viable Product (MVP) grants support technology SMEs to engage with a potential business customer, or channel to market, and create innovative solutions that address compelling industry needs or market gaps. Successful applicants receive matched funding of up to 50% of approved project costs to a **maximum** of \$25,000 to develop a concept or prototype and assess market fit.

The solution must use an enabling technology, which is a new technology or new use for existing technology that enables new products, services, or more efficient processes (e.g. mobile, cloud, analytics, sensors, advanced materials).

Funding is provided for the development of the solution to the stage where basic functionality can be demonstrated to a potential business customer (end user which is a business), OR channel to market (distributor that will on-sell the product).

Applicant requirements

- 1) Technology development small-to-medium enterprises that are ABN registered and based in NSW.
- 2) Holder of the rights to commercialise, or Intellectual Property rights, for the solution being developed.
- 3) Be one of the following:
 - a) Resident of a co-working space, incubator or accelerator, which is shared by several individuals with different businesses and provides: mentoring, office space, equipment, networking opportunities, and connections to or direct support from investors. The residence should have the capacity to foster and develop innovative, globally focussed businesses or high potential start-ups.
 - OR**
 - b) An established business able to provide the company's most recent annual financial statements (cash flow, profit/loss, and balance sheet).

Project requirements

- 1) Potential business customer or channel to market: The project submission should identify a potential business customer (end user which is a business), that will be willing to give feedback on your Minimum Viable Product once it's completed, OR confirmation of a channel to market (distributor that will on-sell the product).
- 2) Scalable Solutions: The solution must be developed for deployment to multiple customers, rather than for improvement of the applicant's own business processes.
- 3) Developed in NSW: at least 80% of project costs must occur in NSW.
- 4) Development has not been completed: Preliminary design specifications or a non-functional prototype can be created prior to applying. Any grant funding awarded will be for the development after the submission date (no retrospective funding will be awarded).
- 5) Development period: The MVP **must be completed and delivered within six (6) months** of accepting the grant offer.
- 6) Supported and non-supported project costs: Only activities directly associated with development and market validation of the solution will be supported.
- 7) Additional government funding: Projects are eligible that have received previous funding, however funding will not be provided for project components already awarded through another government grant, subsidy, or fund.

Evaluation Criteria

- Economic Benefits to NSW: The potential economic benefits to the State such as jobs created, new investment attracted, export potential, and benefits to regional NSW.
- Innovative Use of Enabling Technologies: Innovative use of enabling technologies to address a compelling industry need or market gap. Enabling technologies are defined as new technologies or new uses for existing technologies that enable new products or services or more efficient processes (e.g. mobile, cloud, analytics, sensors, advanced materials, biosciences).
- Strength of the Business Model: This is the financial health, past performance, and ability to develop, commercialise, and export the solution. The business model for the solution is also considered in terms of sustainability, potential for high growth, and capacity to scale the solution across the sector.
- Industry Sector Benefits: Tangible benefits to an industry sector, such as reduced costs, faster processing, or addressing a market gap across the sector.

Assessment Process

Applications are accepted at any time of year. Jobs for NSW endeavors to complete each assessment within 3 weeks of submission. Proposals are reviewed according to the Applicant & Project Requirements, and Evaluation Criteria above.

This is a competitive process – proposals that meet the criteria will not necessarily be funded. The number of projects awarded will be determined by industry response, the program's available funding, and the strength of the submissions. There is no maximum number of submissions allowed per applicant. However, consideration will be given to the capacity of the company to deliver multiple projects.

How is the money awarded?

Amounts awarded will be matched funding of up to 50% of the total project cost to a maximum of \$25,000. The terms and conditions, grant amount, and project deliverables are detailed in the official grant offer.

35% of the grant is paid at execution of the grant agreement, and 65% is paid following completion of the project and acceptance of the deliverables by Jobs for NSW.

Unsuccessful Submissions

Applicants that are not selected for funding will be contacted by their Advisor and provided with feedback. Unsuccessful submissions will not be allowed to resubmit unless they are substantially changed from the original submission.

Minimum Viable Product (MVP) Application

Jobs for NSW Advisor	(Enter the name of the Advisor that reviewed your 'Preliminary Assessment Form')		
Applicant contact name	Click Here		
Position	Click Here		
Business name	Click Here		
Year Commenced	Click Here	No of Staff	Click Here
ABN	Click Here	Annual revenue	Click Here
Street address	Click Here	City	Click Here
State	NSW	Postcode	Click Here
Telephone	Click Here	Mobile	Click Here
Email	Click Here	Website	Click Here
Name of coworking space, incubator or accelerator residence (if applicable)	Click Here		
Address of coworking space, incubator or accelerator residence	Click Here		
Business customer (end-user that is a business) OR channel to market (distributor)	Click Here		
Sector the solution is targeting	Click Here		
Name of Solution (one-line description/summary)	Click Here		
Project Duration	Click Here		

Attachments to include with your application:

- Evidence of your company's residence in a co-working space, incubator or accelerator (email from the residence manager confirming this) **OR** your company's most recently reported annual Financial Statements (cash flow, profit/loss, and balance sheet).
- Evidence of capital secured for your project (e.g. bank statement, letter of support from an investor).
- Evidence that the business customer is willing to provide feedback on the completed MVP, or evidence of a channel to market (e.g. email correspondence between you confirming this).
- (Optional) – Any additional information you'd like to send to support your proposal.

PROJECT COSTS -- Estimate the internal and external costs you will incur to develop your solution to demonstration stage. If your application is successful, you will be required to submit evidence (e.g. pay slips, bank statements, invoices) at the end of the project to verify these expenses.

Internal costs: Only direct wage costs incurred to develop your MVP can be claimed (excluding on-costs).

External costs: Costs incurred to develop your MVP that will be paid to external suppliers for activities directly related to the project.

Internal development costs	Activity	Hourly Rate	Estimate project hours	Amount
Enter Name/Title of staff member	Describe activity	Hourly rate	# of hours	Amount
Enter Name/Title of staff member	Describe activity	Hourly rate	# of hours	Amount
Enter Name/Title of staff member	Describe activity	Hourly rate	# of hours	Amount
Enter Name/Title of staff member	Describe activity	Hourly rate	# of hours	Amount
Enter Name/Title of staff member	Describe activity	Hourly rate	# of hours	Amount
Enter Name/Title of staff member	Describe activity	Hourly rate	# of hours	Amount
External development costs	Product or service			

Supplier Name	ABN	Product or service	Amount
Supplier Name	ABN	Product or service	Amount
Supplier Name	ABN	Product or service	Amount
Supplier Name	ABN	Product or service	Amount
Supplier Name	ABN	Product or service	Amount
Supplier Name	ABN	Product or service	Amount
TOTAL project costs			Total

Terms and Conditions

1. Approval of funding is at the sole discretion of the Crown in the Right of the State of New South Wales acting through the Department of Industry, Skills and Regional Development trading as Jobs for NSW (ABN 72 189 919 072). Submitting an application does not guarantee funding. You will bear the costs for preparing and submitting an application. Jobs for NSW can withdraw program funding for any reason and in any circumstances.
2. Jobs for NSW will treat information received in applications as confidential. However, documents Jobs for NSW holds are subject to the *Government Information (Public Access) Act 2009* ("GIPA Act"). This means that the information contained in application forms and other information you provide may be released in response to a request lodged under the GIPA Act.
3. Jobs for NSW reserves the right to determine eligibility for financial assistance based on all information provided to support the application.
4. If your application is successful, the information provided in and supporting this application will form part of an agreement with Jobs for NSW in respect of any assistance provided.
5. It is a condition of any assistance that you must reach an agreement with Jobs for NSW on any public announcement of the project in NSW and the State Government's role in any official launch of the project.
6. Jobs for NSW reserves the right for the project the assistance is provided to support to be the subject of publicity and/or used for case studies.
7. The information we collect about you may be used to send you communications such as newsletters, flyers, and information about business-related activities. Please refer to website <http://www.industry.nsw.gov.au/privacy> for more information on Jobs for NSW's privacy policy and your rights to access or correct the information.
8. Jobs for NSW is collecting this information from you for the purposes of assessing your eligibility for a loan. This information may be disclosed to staff administering the program and any third party advisors or service providers in order to assess and administer this application. If you do not provide this information we will not be able to assess your application. This information will be held by Jobs for NSW. Information on how to contact Jobs for NSW regarding your information is available at <http://www.industry.nsw.gov.au/privacy>.

Declarations

- I have read and understood the Terms and Conditions and Program Guidelines with respect to assistance under this program
- I am authorised to make this application on behalf of the prospective applicant
- I certify that the information given in this application is true and correct

Application completed by:

Signature	
Print Name	Click here
Date	Click here