

## GUIDE TO APPLICANTS FOR THE PIPER GRAINS INNOVATION AWARD

**Applications Open 28 February 2016**

**Applications Close 5pm AWST Friday 20 May 2016**

### The Piper Award

The Piper Award for Innovation is aimed at identifying and assisting the commercialisation of innovative ideas which can benefit Western Australian grain growers. The Piper Award will promote and reward agribusiness innovators and entrepreneurs whose ideas have potential to improve performance and accelerate growth of the Western Australian Grains Industry.

### What the award is worth and how many there are.

Applicants are invited to submit innovative ideas, that they are working on, for consideration for a \$25,000 Piper Award for Innovation which can be spent on developing their idea. Up to three awards will be made in 2016.

The Award will comprise an initial grant of \$15,000 and, subject to acceptance by COGGO of a brief progress report after 6 months outlining the steps taken and progress made, a second payment of \$10,000. A final report will be required outlining the progress made and the goals achieved.

### Who can apply.

The award is open to people who have a great idea that will improve performance in the WA grains industry and who have a passion to develop the idea as a commercial reality. You could be a farmer, researcher, agribusiness consultant, or any innovator with entrepreneurial spirit. The award is open to innovations at any stage of development, from initial ideas to products that need assistance to move them into commercialisation.

### Conditions of Entry

#### Eligibility Criteria

1. Applicants must be Australian citizens or permanent residents and may be an individual, partnership or a company with a registered Australian Business Number (ABN) or Australian Company Number (ACN).
2. The applicant must be able to demonstrate ownership or beneficial use of any intellectual property required for the project.

#### Terms and Conditions

Terms and conditions for the award are attached to the application form.

#### Award Conditions

Successful Piper Award Applicants will be expected to have an early discussion with a commercialisation mentor to assist in identifying key elements to be addressed with their specific innovation opportunity; and a second discussion during the subsequent twelve months for a follow-up consultation to address any emerging issues. COGGO will provide successful Piper Award Applicants with initial access to accredited commercialisation mentors free of charge.

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## Selection Process

A selection panel comprising members with relevant industry and commercial experience will assess the written applications for the Piper grains Innovation Award and make recommendations to the COGGO Ltd Board, who will make the final decision on the winners of the Award.

The application form has been structured around the following selection criteria.

- 1. Benefits**  
If this product or service is fully commercialized, what will be the improvement in individual business performance for those who adopt the innovation? What will be the overall benefit to the WA grain industry?
- 2. Value proposition**  
What is the value proposition? Why would the intended customer want to adopt the technology / innovation? Why would they spend money to buy the service, product or process?
- 3. Market Opportunity**  
How clearly defined is the market for the innovation?
- 4. Project plan**  
Is there a sound plan of activities to move the project forward?
- 5. Management Capability**  
Does the applicant demonstrate an appropriate level of expertise or access to expertise?

## The Piper Prize for Innovation

Winners of a Piper Grains Innovation Award in 2016 will be eligible at the end of the financial year (end 30 June 2017) for consideration to receive the Piper Prize for Innovation, worth \$75,000. Only one Piper Prize for Innovation will be awarded. The nomination of a recipient for the Piper Prize will be recommended by the Selection Panel based on the final reports and interviews with the Award winners, with the final decision being made by the COGGO Ltd Board.

## The Accelerating Commercialisation Program

All winners of the Piper Innovation Awards and the Piper Prize for Innovation will be able to consult with mentors for the Accelerating Commercialisation program as to the prospects for furthering the development of their innovation through an application to the Accelerating Commercialisation program run by AusIndustry (see <http://www.business.gov.au/advice-and-support/EIP/Accelerating-Commercialisation/Pages/default.aspx>)

Current as at 14 March 2016

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