



INDUSTRY DEFENCE AND SECURITY AUSTRALIA LIMITED

LAND FORCES 2018 SME Innovation Grant 2018

The Chairman of Industry Defence and Security Australia Limited will present the SME Innovation Grant during the **LAND FORCES 2018** Exposition at the Adelaide Convention Centre.

Awards will be presented in the following categories:

- **LAND FORCES 2018** National Innovation Award
- **LAND FORCES 2018** SME Innovation Grant
- **LAND FORCES 2018** Young Innovator Award

Entries are particularly welcome in the following sub-categories, **in which the judges, at their discretion, may present additional prizes:**

- **Combat Equipment and Mobility** – anything from body armour and personal equipment up to guided weapons, high velocity guns for armoured vehicles and advanced truck and vehicle designs
- **Autonomous and Unmanned Systems** – anything from hand-held UAVs, airborne payloads and advanced ground stations to robots, autonomous battlefield surveillance sensors and vehicles
- **Intelligence Surveillance and Reconnaissance (ISR)** – anything from an infra red weapon sight or tactical sensor to a corps-level battle management system, satellite communications link, Artificial Intelligence (AI) or **cyber security** capability.

However, we still encourage entries that don't fall into one of these categories – they are still eligible to win the National Innovation Award, SME Innovation Grant or Young Innovator Award.

ELIGIBILITY CRITERIA

1. Eligibility

1.1 The **LAND FORCES 2018** SME Innovation Grant is open to Australian companies which satisfy the Australian Bureau of Statistics (ABS) definition of a Small-to-Medium Enterprise (SME) – that is, it employs less than 20 people (Small), or 199 people (Medium).

1.2 To be eligible for the Grant the SME must also be owned by Australians; have its headquarters and the majority of its operations based in Australia; and have an Australian Company Number (ACN) and/or Australian Business Number (ABN).

1.3 The Grant will be awarded to the SME which, in the opinion of the judging panel and the Board of Industry Defence and Security Australia, has developed the most innovative new product, service, production or manufacturing process or approach to business.

1.4 The Innovations on which the nominations will be judged must be Australian – that is, invented, developed, produced and applied by Australian companies in Australia, though they may have been developed initially for the export market.

1.5 An innovation may be submitted only once unless (in the opinion of the Judges) it is too immature to be considered and so should be re-submitted once more when further refined; and it may win only once.

2. Judging Criteria

2.1 Innovations will be judged on their inventiveness and relevance. A Pre-Condition for nomination is:

- Commercial Success or Demonstrated Market Potential

2.2 An Innovation will show ‘Demonstrated Commercial Potential’ if, in the opinion of the judging panel, the innovator concerned has developed a sound business plan and can point to unsatisfied market demand for the product or service concerned.

2.3 Successful nominees will then be judged on two criteria:

- Understanding of user needs
- Originality and innovation

2.4 These criteria will be given equal weighting. The judging panel will select the Innovation Grant winners whose innovations best meet these criteria and present their recommendation to the Board of Industry Defence and Security Australia Limited (IDSAL) for validation. The final choice will rest with the IDSAL Board.

2.5 In the event of a tie, added weight will be given to the entry judged most relevant to the land defence domain.

In the event of an unresolved disagreement on whether or not an Innovation is truly Australian or has ‘Demonstrated Market Potential’, the judging panel will refer the matter to the IDSAL Board and will abide by the Board’s decision.

2.6 The SME Innovation Grant may be awarded only to a single company, not to a consortium or industry team.

3. Timeline

3.1 Nominations will open on 2 April 2018, closing at Close of Business on 9 July 2018. A shortlist of candidates will be drawn up by 6 August 2018.

3.2 The winner will be announced and the trophy presented by the Chairman of IDSAL at **LAND FORCES 2018** (4-6 September 2018).

4. Disclaimer

4.1 Industry Defence and Security Australia Limited reserves the right not to award an Innovation Grant in either category (or both) if, in the opinion of the judging panel and the LDA Board, no nominee is considered to be of sufficient quality.

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