



Australian Government
Department of Industry,
Innovation and Science

Business

AusIndustry– Business Services, Introduction

Australian Steel Institute (ASI) forum – Parramatta, 21 Aug 2019



Stephan Wagner

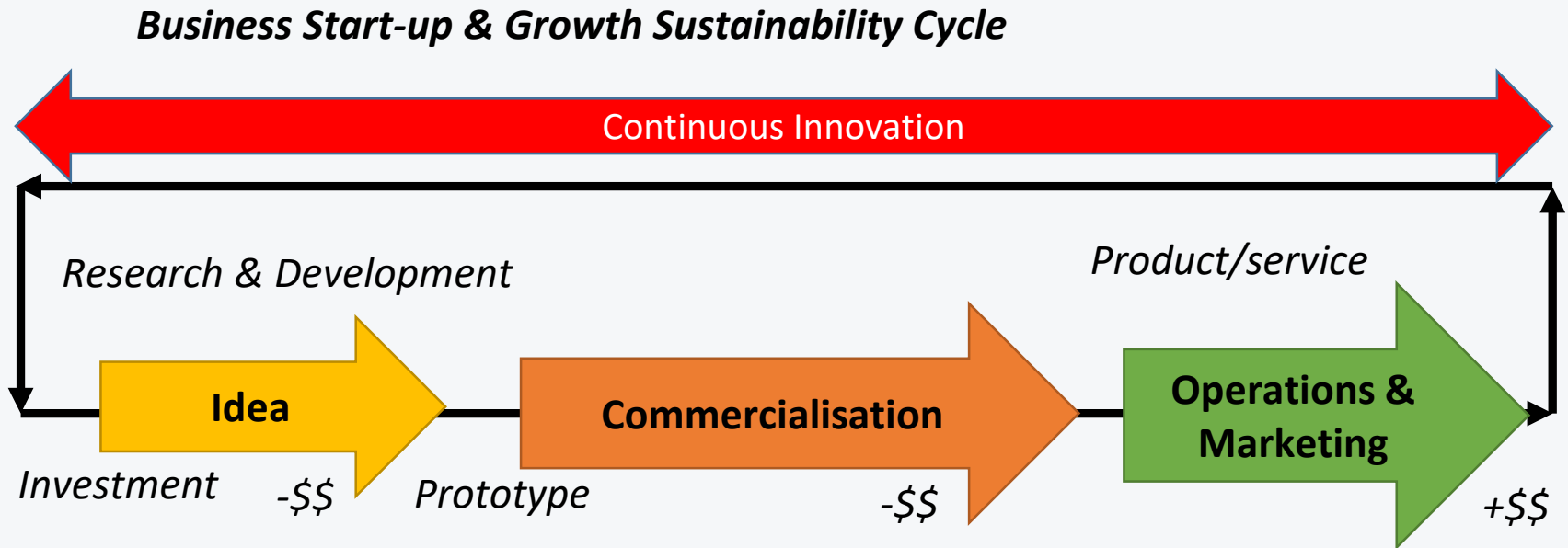
Assistant State Manager, Western Sydney
AusIndustry – Business Services



Business

What?

Typical Business Cycle



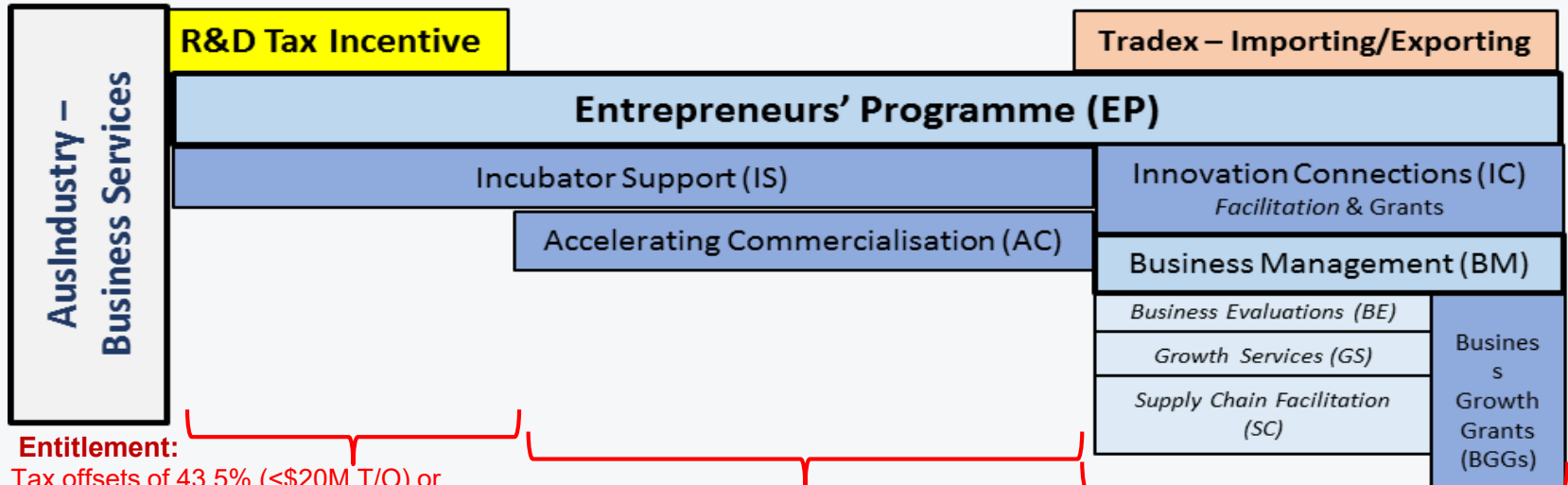
60 percent of SMEs cease operating within the first three years of starting



Business

Federal Government
“AusIndustry” flagship
programme summary

Business Start-up & Growth Sustainability Cycle



Entitlement:

Tax offsets of 43.5% (<\$20M T/O) or 38.5% (up to \$100M T/O) are available for costs incurred on eligible R&D activities depending on a company's annual aggregated turnover

Competitive:

AC has up to \$1M grant in matched funding via a merit assessed process

Eligible:

- >=\$1.5M T/O, 3 years trading & in a growth sector
- IC has up to \$130K grant(s) matched
- BM services then BGGs up to \$20K matched

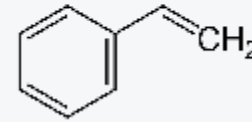
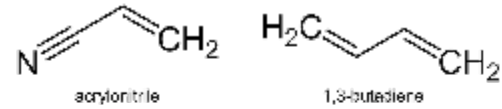


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Research & Development(R&D) versus Product Development



In 1958, Lego developed its modern brick design; it took five years to find the right material for it, ABS ([acrylonitrile butadiene styrene](#)) polymer. The modern Lego brick design was patented on 28 January 1958.



Lego has developed kits of blocks/pieces based on licensed themes from numerous cartoon and film franchises and even some from video games





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Accelerating Commercialisation (AC) Case Omni Tanker (\$400K Grant)

- Company in Smeaton Grange (near Camden/Campbelltown)
- Developed patented manufacturing technology in the field of carbon fibre composites applied to the manufacture of light weight longer lasting bulk liquid transport vessels/tankers, e.g. have sold solutions into the European market via a German road tanker company
- Started in 2006 (several years of R&D) turnover ~ \$5M with ~ 30 Staff
- Launched a new Omni Tank Container product into the North American market (bulk liquid chemical transportation industry) funded via a \$400K AC grant in Oct 2017 (\$800K project).
- Received Global Linkages Grant of \$1M (\$2M project with an international partner) Nov 2018





Innovation Connections (IC) Case:

The company

- Located in Smeaton Grange near Campbelltown/Camden & in Adelaide
- Turnover ~ \$15M with ~ 70 staff – ASX listed since 2008
- Commenced in 1992 with a history of applied R&D
- Product innovations and patented inventions (jointly with customers)
- CRC Grant of \$2.6M in 2016

LaserBond® – laser cladding - is a high-performance additive manufacturing procedure which utilises precisely-controlled energy from a high power laser to metallurgically-bond a surfacing material to a substrate to provide very high performance surfaces to new parts for extended operating life. With this precise control, a welded or metallurgical bond is achieved with minimal impacts and effects of heat on both the substrate and surface material.

IC Grant Project

- Collaboration with **University of SA - \$50K grant (\$100K project) 2016**
- Successful performance and wear testing of new laser cladded drills with 3x improvement in life for the mining and mineral processing sector for here and overseas.





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Business Evaluation (BE) case:



TIG Brush®

ensitech®

- Emu Plains (near Penrith), Sydney
- Manufacturers a patented TIG Brush® Stainless Steel Weld Cleaning System that removes weld discolouration and simultaneously passivates the joint.
- Exports to 25 countries (> 60% of business).
- Has a subsidiary company in Chicago, Illinois, to service the North American market
- Won Awards in innovation and export
- Employs ~20 staff with a T/O ~\$3M
- **BE key recommendations & potential for a \$20K matched Business Growth Grant:**
 - Cash flow & product range
 - ERP system integration
 - Market strategy (direct Vs indirect)



Clive White
Managing Director



Susan Howe
General Manager



Darek Swiderski
Business Advisor





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SINGLE BUSINESS SERVICE

Business.gov.au is a one-stop-shop for business:

- **Business plan templates and tools**
- **Links to register your business**
- **Access to grants & services, such as:**
 - Cyber Security grant for Small Business = \$2100 matched if you have <= 19 staff
 - R&D Tax Incentive and Entrepreneurs' Programme (**in this presentation**)
 - Centre for Defence Industry Capability (CDIC)
- **Access to the AusIndustry regional network across Australia**
- **Links to other (including state) government programmes:**
 - Co-operative Research Centres (CRCs) – joint R&D
 - CSIRO On (Accelerator) & CSIRO Kickstart (Collaboration);
 - NSW Government: Business Connect (Advice) & Techvouchers (Collaboration)
 - Growth Centres, e.g. Advanced Manufacturing Growth Centre ([AMGC](#)) and their [learning academy for manufacturers](#).
 - Austrade, e.g. Export Market Development Grant (EMDG)
 - Export Finance Australia (EFA) for export loans.