



# Innovate to Grow program: Defence NSW

Applications are open for a free 10-week program for small to medium enterprises (SMEs) working in NSW's defence industry to investigate new research and development (R&D) opportunities.

This is a self-paced and virtually delivered program to boost innovation performance of SMEs in high priority sectors.

## Why you should attend

This program is perfect for NSW businesses currently working to support the defence industry and investigating new R&D to help grow their business or are in the early stages of engaging with a research organisation but not quite sure where to start.

## Register today

Applications close: 11 April 2022

Program starts: 26 April 2022

[csiro.au/InnovatetoGrow](https://csiro.au/InnovatetoGrow)

## Key program outcomes

**High-quality outcomes:** We'll step you through the process of turning your idea into a viable research project.

**Confidential feedback:** All submissions through the program portal will receive prompt expert feedback.

**Mentor:** You will be paired with a defence researcher to help connect you with the relevant specialists.

**Build your network:** You will build key contacts in your sector, including researchers at CSIRO and universities, domain experts, funding professionals and other SMEs.

## Key things covered include:

- Identifying your innovation opportunities.
- Refining your value proposition.
- Understanding the R&D viability.
- Helping you build your business case.
- Providing guidance on how to prepare a strong funding application.

## Commitment and course outline

**Week 1 | Preparing for the program** (~2 hours)  
Pre-workshop videos, materials and questionnaires.

**Week 2 | Workshop** (4 hours)  
Guest speakers from CSIRO, sector experts and SMEs who will provide tips and information on topics such as trends and opportunities, innovation experience and funding. You will also meet your fellow participants and mentor.

**Weeks 3–10 | Self-paced innovation program**  
(2–3 hours per week)  
Participants explore opportunities to grow their business through innovation and research. Fortnightly virtual participant networking events and additional webinars (1 hour each).

A final questionnaire is required at completion.

*“Significant benefits of being part of the ‘ecosystem’ – from which associations and opportunities flow.”*

– Amanda Falconer, Founder and CEO,  
Former participant

## Who can attend

Participants working to support the defence industry in NSW. This can be in any sub-sector including;

- Integrated intelligence, surveillance and reconnaissance
- Enhanced human performance
- Medical countermeasures
- Advanced Materials
- Advanced Sensors or Quantum technologies
- Autonomous systems
- Other

### Selection criteria (essential):

- Australian registered and operating.
- A business operating in NSW.
- Business classified as small to medium (<200 employees).
- A business currently, or in the early stages of, exploring R&D opportunities for their business.

### Other considerations:

- Currently working in the defence sector (or have identified a new opportunity relevant to defence).
- Any other information provided to support your application.
- Have a clear need to develop your skills in R&D.

*“The perfect solution in the current times... nobody knows their product/markets and how to improve them like SMEs, they just don't have the resources to develop them. This course taps that knowledge rich base and links with the resources.”*

– Hamish Shaw, GM, Former participant

We often receive many more applications than spots available and can only offer 25–30 spots. CSIRO awards places to businesses based on the strength of the application, and a clear interest and capacity to pursue R&D. We also include participants from a variety of industry sub-sectors and regions.

CSIRO Innovate to Grow is delivered using [Practera's](#) online ed-tech platform and facilitation services.

### For further information

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