



Business

AMTIL PRESENTATION

TMA CONFERENCE

TUESDAY 18TH JULY 2017



AGENDA

- AMTIL
- EP Program Overview
 - Accelerating Commercialisation
 - Business management
 - Innovation Connections
 - Supply Chain facilitation
 - Growth services
 - Business growth grants
 - Eligibility
- Questions

AMTIL

Australian Manufacturing Technology Institute Limited (AMTIL) is the peak national body, based in Melbourne Australia, that represents the interests of manufacturing technology suppliers and users within the precision engineering and advanced manufacturing sector.

Established in 1999, AMTIL is the combination of the Institute of Machine Tools Australasia; established in 1945, and the Australian Machine Tool Association; established in 1954.

Since then, the institute has grown to reflect the needs of its membership. The number of services on offer is continually expanding and AMTIL is always looking for new initiatives to support the industry.

AMTIL's reputation as a leading industry body has helped it to form valuable relationships with both State and Federal Government, allowing it to impact the decisions made about the advanced manufacturing industry.

AMTIL is one of 12 industry partners with the Dept of Industry , Science and Innovation that deliver the Entrepreneurs Programme

PROGRAM OVERVIEW

- The Entrepreneurs' Programme is the Australian Government's flagship initiative for business competitiveness and productivity. It forms part of the Australian Government's National Innovation and Science Agenda.
- The programme offers support to businesses through four elements:
- [Accelerating Commercialisation](#) - helps small and medium businesses, entrepreneurs and researchers to commercialise novel products, services and processes
- [Business Management](#) - experienced Business Advisers and Facilitators review business operations, including business direction, strategy, growth opportunities and supply chain. They provide a report with strategies for business improvement and work with you to make them happen.
- [Incubator Support](#) - assists New and Existing Incubators to improve the prospects of Australian start-ups achieving commercial success in international markets, through helping them to develop their business capabilities.
- [Innovation Connections](#) - experienced Innovation Facilitators work with your business to identify knowledge gaps that are preventing your business growth. The outcome is an Innovation Facilitation Report.
- Practical support for businesses includes:
 - advice from people with relevant private sector experience
 - co-funded grants to commercialise new products, processes and services
 - funding to take advantage of growth opportunities
 - connection and collaboration opportunities.

ACCELERATING COMMERCIALISATION

- Accelerating Commercialisation provides successful applicants access to expert guidance and grants to find the right commercialisation solutions for novel products, processes and services.
- Accelerating Commercialisation offers the following services and grants:
- Commercialisation Guidance
- Accelerating Commercialisation Grant
- Portfolio Services.
- To find out more and to apply, go to [Accelerating Commercialisation](#).

BUSINESS MANAGEMENT

Experienced Business Advisers review business operations, including business direction and strategy. The outcome of the review is an Evaluation Report that has business improvement suggestions.

A skilled and expert Business Adviser will:

- come to your business premises to gather information about your business
- undertake further research and analyse the information off-site
- prepare a tailored Business Evaluation Action Plan outlining strategies your business can take to become more competitive, improve and grow.
- When you are ready to apply the strategies, the Business Adviser will coach and mentor you for up to twelve months.
- To find out more and to apply, go to [Business Evaluation](#)

INNOVATION CONNECTIONS

- Innovation Connections Is a facilitated service to help you:
- Identify your research needs and opportunities.
- Connect with sources of expertise, technology and advice.
- Provide pathways to engage and collaborate with the research sector. There are also matched funding grants for up to \$50,000 to access research capability

SUPPLY CHAIN FACILITATION

- Supply Chain Facilitation offers your business practical ways to:
- connect with, and supply existing and new markets
- provide you with project opportunities.
- At no cost to your business, a skilled Business Adviser or Business Facilitator will work closely with your suppliers and customers to:
- strengthen your supply chain
- improve your ability to access new markets.
- To find out more and to apply, go to [Supply Chain Facilitation](#).

GROWTH SERVICES

A Growth Services engagement will enable your business to identify and capitalise on growth opportunities more rapidly, easily, and capably, with less risk. The engagement will help your business build the capacity to accelerate growth.

- At no charge to you, a Business Adviser will:
- develop a Growth Plan to help you reach your growth opportunity
- provide support, advice and mentoring to build the necessary capabilities, culture, strategies and connections for growth
- facilitate access to relevant advice, networks and knowledge
- help maintain your growth momentum through regular meetings and follow-up.
- To find out more and to apply, go to [Growth Services](#).

BUSINESS GROWTH GRANTS

- Business Growth Grants provide financial help for businesses to improve their business operations and grow their business.
- The improvements are available in a:
- Business Evaluation
- Supply Chain Facilitation
- Growth Service
- To find out more and to apply, go to [Business Growth Grants](#).

ELIGIBILITY

To be able to apply for a business evaluation, you must;

- Satisfy one of the following:
 - be operating in one or more of the Growth Sectors which are:
 - Advanced Manufacturing
 - Food and Agribusiness
 - Medical Technologies and Pharmaceuticals
 - Mining Equipment, Technology and Services
 - Oil, Gas and Energy Resources, or
 - provide Enabling Technologies and Services to one or more of the Growth Sectors, or
 - have the skills, ability, expertise or intellectual property to work in or with one or more of the Growth Sectors in the future, or
 - be a tourism business operating in Northern Australia.
- be solvent
- have an annual turnover (or operating expenditure) within the current, or one of the last two financial years:
 - Between \$1.5 million and \$100 million or
 - Between \$750,000 and \$100 million for applicants from Remote Australia or Northern Australia.
- have filed Business Activity Statements in Australia showing ongoing trading in at least three successive years
- not have received a Business Evaluation Report, Business Evaluation Action Plan or a Business Review Report in the last five years

QUESTIONS ?

