

1. About the program

The Government of South Australia recognises early-stage highly innovative startups with high-growth potential are fundamental to the success of South Australia's economy.

This program focusses on supporting the development of essential entrepreneurial skills and mindsets needed to grow successful and sustainable innovative businesses in South Australia.

This program offers scholarships to South Australian businesses to enable founders and key team members to participate in professional development and training programs in key areas of leadership, management, innovation, and resilience.

It will also support business founders and key team members to access training and development programs to help them adapt to tough economic conditions caused by the COVID-19 pandemic.

The key performance measures for the FIXE Scholarship Program includes business growth measures of the participating businesses, including but not limited to increasing revenues, exports, investments, and jobs in South Australia.

2. Available funding

Grants from \$1,000 to \$5,000 will be available to eligible businesses through a competitive selection process.

Eligible businesses will be limited to one application per round and businesses will be limited to receive one scholarship per 12 months.

Key points:

Grant funding	From \$1,000 to \$5,000
Matched funding	<p>Matched funding is currently waived due to COVID-19 restrictions and the current financial pressures that businesses are experiencing.</p> <p>Post COVID-19 restrictions, there will be a 2:1 matched funding requirement. Recipients will be offered \$2 of funding for every \$1 or more they contribute in cash and/or in-kind.</p>
Funding rounds	See the program webpage for the funding round open and close dates. Up to four rounds per year will be open subject to available funding.

3. Eligible expenditure

Grants are provided to help pay for professional development programs; which may include:

- Courses focussing on leadership, management, innovation development and resilience that enable participants to apply learnings immediately to support business continuity, growth and sustainability.
- Courses delivered in real-time by expert facilitators and instructors.
- Courses and facilitators can be located locally, nationally, or internationally.
- Multiple staff from within a business may participate in a course if allowed by the course provider and/or the applicant co-funds any additional costs.

Important notes:

- Until COVID-19 travel and social distancing restrictions are removed, both applicants and course providers must demonstrate the ability to use video conferencing or similar technologies.

4. Ineligible expenditure

Grants are strictly not to be used for:

- Courses that have been paid for before approval of the application.
- Longer courses such as a bachelor's degree or post-graduate degree including a Master of Business Administration.
- Pre-recorded video style courses or programs.
- Courses with a greater focus on obtaining qualifications (unless it is demonstrated essential to the growth of a business).
- The costs of travel, accommodation or equipment relating to a course.
- The costs of attending/participating in business missions or conventions.

5. Eligibility criteria

Businesses may apply for funding provided all eligibly criteria below are met.

Business Criteria

- The business and its operations are primarily based in South Australia.
- The business is less than 7 years old (as of the submitted application date) and continues to be solvent and active.
- The business holds an Australian Business Number (ABN) or Australian Company Number (ACN).
- The business generated less than \$5 million in revenue in the last financial year.
- The business has high-growth potential within the next 3 years.
High growth is generally considered to be a 20% increase in turnover or employment.

- The business can enter into a grant agreement with the South Australian Government.

Operational Criteria

- The business can demonstrate progress in developing global breakthrough products and services for domestic and international markets, which are not easily replicated by competitors.
- The business is operating in one or more of South Australia's Growth State priority sectors. See <https://www.growthstate.sa.gov.au/>
- The business can demonstrate a positive sales pipeline and customer traction, including closed deals and/or deals near to closure.

Program Criteria

- The nominated training program can be completed in six months or less.
- The learning experience can be shared with the startup community (if appropriate).

6. Assessment criteria

Applications will be assessed on the following criteria:

1. Business traction

The extent to which the applicant demonstrates the recent growth of the business including revenue, investments, jobs and sales pipeline including deals closed or deals near closure.

2. Need for funding

The extent to which the applicant demonstrates why the requested funding is needed and how the nominated learning program will contribute to the short- and longer-term growth of their business and potential to generate new and greater revenues, investments and jobs.

7. Compliance details

- Applicants must declare they meet the Eligibility Criteria.
- If any information in applications is found to be false or misleading, or grants are not used per the terms of funding, the grant will be repayable on demand.

8. Disclosure of information

- Any information provided to the Department to apply for funding or report on progress, including information identified by the applicant as confidential, may be disclosed by the Department:
 - to its employees, advisers or third parties to evaluate and assess the applicant's claims;
 - within the Government of South Australia where this serves the legitimate interest of the Department;
 - in response to a request by a House or Committee of the Parliament of the Commonwealth of Australia or South Australia;

- where information is authorised or required by law to be disclosed; and
- where the information is already in the public domain.
- General details of successful Recipients may be disclosed including but not limited to, the name of Recipient, project summary, estimated and actual economic outcomes and amount of funding subject to the Government's consideration of any commercial and public interest factors.

9. Selection process

Submitted applications will be assessed by an independent assessment panel. The panel will consider applications and submit its recommendations to the Minister for Innovation and Skills or a delegated representative for consideration. Whether an applicant is successful or not will be determined by the Minister and/or the Department in its absolute discretion.

There is no obligation to approve any assistance. In exceptional circumstances, the Minister may consider or accept (at their sole discretion) any proposal, including without limitation a proposal that may not comply with these guidelines entirely. In such circumstances, proposals to the Program may need to meet the requirements of the South Australian Industry Participation Policy. Further details can be found at www.saipp.sa.gov.au.

If an application is successful or unsuccessful, the Department will send a notification email to the designated contact provided in the application form.

If an application is unsuccessful, the applicant may re-apply in future rounds when open.

10. Funding agreements, payments, and reporting

If an application is successful, the business will be required to enter into a standard Funding Agreement with the Government of South Australia to receive assistance. The Funding Agreement will outline all the terms and conditions of the provision of funding.

A **Payment Schedule** will be included in the Funding Agreement.

In most cases, funds will be provided by a single payment after the training has been completed and invoices and receipts evidencing the activities and expenditures have been provided to the satisfaction of the Department.

A **Reporting Schedule** will be included in the Funding Agreement.

Participants will be required to provide a short report and/or complete a short survey after the course has been completed and again in 12-months to provide progress updates.

Participants will be requested to share positive experiences and learnings with members of the startup community by presenting at events or through case studies organised by the Department.

The following conditions will apply to all recipients:

- Complete expenditure and/or activities as stated in the application including provision of a financial acquittal (invoices and receipts evidencing the activities/expenditures may be requested at any time).
- Meet all key milestones and obligations as defined in the Funding Agreement.
- Only claim for eligible expenses specified in the Funding Agreement.
- Seek prior consideration and approval from the Minister before making any changes to the purpose of the grant and eligible expenditure.
- Repayment of grants will be required if the funds are not expended within the stipulated period and/or if the recipient breaches the agreement.

Grants may be subject to GST and income tax. Successful applicants should seek advice on these and other tax implications from their tax advisors or the Australian Taxation Office.

11. How to apply

Applicants must apply using the online application form when rounds are open.

Visit <https://www.fixe.org.au/scholarship-program>

All questions in the application form must be completed and all requested documentation attached to ensure timely assessment.

Late applications cannot be accepted or considered.

Please contact rcsfcontact@sa.gov.au if you require further information.