



ADVICE FOR RESEARCHERS PRESENTING TO THE KIWINET INVESTMENT COMMITTEE FOR EMERGING INNOVATOR PROGRAMME [2023]

Overview

Emerging Innovator (EI) Programme provides targeted support to researcher and scientists to focus for the first time about commercialisation and entrepreneurship becoming the future innovators of New Zealand. The Programme is designed to allow researcher a “license” to on how entrepreneurially thinking will support and benefit their career. Using this opportunity to incorporate new modes of thinking and activity by working through a commercialisation project. To be awarded the funding, a scientist must demonstrate a clever new idea and a willingness to work closely with end-users and a commercial mentor and think commercialisation. The aim of the fund is to have more scientists working alongside businesses and bringing their disruptive new ideas to solve global challenges.

The funding is for early-stage scientists who seek to engage with commercial partners. Scientists must be working within a publicly funded research organisation in New Zealand. The target outcomes of the fund are:

- New inventions and ideas with good commercial potential.
- Scientists with stronger commercialisation capability
- More scientists working closely with businesses

The Emerging Innovation funding is not PreSeed funding. It requires no matching funding. It is intended for very early-stage development to seed new ideas, networking & training opportunities and industry engagement that will ultimately increase the quality and quantity of new innovation opportunities from research organisations.

The Emerging Innovator Programme is intended to be a steppingstone to other funding and support. It is anticipated that the fund will better position a scientist to secure funding such as:

- Business investment or contract research.
- PreSeed Accelerator Funding to support further commercialisation.
- Callaghan Innovation business grant to support business investment.
- Tech-Incubator funding to support a new start-up opportunity.
- Research funding from MBIE (e.g. Smart Ideas) to support ongoing research.

Presentation Advice

You have **5 min max** for the verbal presentation and few mins Q & A from the Investment Committee. It is very much expected for the nominee to be present at the Investment Committee.

Below are some recommended points to raise- but you choose what works for you and which order- we don't want to prescribe the exact format. Of course, there plenty of other things you could talk about- being wary



of time constraints.

- a) Who you are, which organization you are from, maybe a little of your personal and professional background –you are setting the scene of your passion as a researcher, the skills it has provided. We want to know your passion to make a difference with your research.
- b) Non-confidential background into the Research that has commercialisation potential, what milestones you have already achieved and what is next.
- c) What level of experience do you have in commercialisation till now – for many of you it will be very limited- if so, why are you interested in this now? If you have some experience, but know you lack specific things- tell us, tell us how EI programme will help. Yes some might be so advanced this program will be not as helpful, hopefully we would know this before applying. If you have doubts, please talk through with your Commercialisation professional or KiwiNet’s EI coordinator.
- d) EI activities and strategy will be over and above the work you are doing now, why is this the right time for you to be an Emerging Innovator? [speaks to your motivations]
- e) What are your intentions, are you wanting to spin out a company, be a founder, CTO or upskilling to be better prepared for the future.
- f) What’s your relationship with the Commercialisation office at your organization?
- g) What are your initial intentions for the funding, recognizing this might change as you gain more commercialisation experience.

Please note: the technology shouldn’t dominate the presentation. This is about you and your journey into the world of commercialisation.

We recommend that you only use 4 to 5 slides