



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

Overview

The future wealth of New Zealand as a developed country, resides in the availability of people with advanced technological capability using their skills to drive innovation in New Zealand. Such people create the jobs of the future and economic growth upon which the community depends. The Emerging Innovator 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 Emerging Innovator 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 endusers and a commercial mentor and think commercialisation. The aim of the fund is to have more scientists working alongside businesses and bringing thier 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 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 stepping stone 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 8-10 mins for this presentation and few mins Q & A from the Investment Committee. Recommended pitching pointers/format:

- Start with a bold claim/fact to get the Investment Committee’s attention



- The Problem that you're solving
- Your Product – 1 sentence
- Why it is different
- The wave (i.e. why the timing is right)
- Who you are (a bit about your background)
- Evidence of a market
- How you will make \$\$\$ - commercialisation pathway, industry partners
- What the money from the Fund will be used for (please refer to Eligible and non-Eligible expenses below, listed for your info)
- What milestones you have already achieved and what is next

Please note: the technology shouldn't dominate the presentation. The Investment Committee members will have read your application form already. Concentrate on:

- the problem that your technology is looking to solve
- why it's worth solving
- why it is different/novel
- describe the market
- how you think it might be monetised
- what commercial partners you might engage with or have already engaged with

We recommend that you only use five or six slides

What the Emerging Innovator Fund can be used for

Eligible expenses – Prototype development expenses such as equipment, materials, consumables, consultants and temporary staff/students recruited specifically for the project. Co-investment from sources such as business, PreSeed funding or the research organisations is encouraged to increase the scale of a project. However, the funding is intended to be an enabler, not just a small financial contribution to a large project that was already planned.

Non-eligible expenses – The funding is not intended to be used to offset fixed staff costs and overheads that the organisation would have incurred anyway if the project did not proceed. Nor is the funding intended for IP protection, academic conference attendance or clinical trials. It is expected that such costs are already covered from other funding sources such as the research grants, PreSeed Accelerator Funding or the research organisation's own funds. Any exceptions to these criteria would have to be justified prior to a funding decision being made.