

# Access to Technology Grants for your Business

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Dell Women's Entrepreneur Network  
Dell for Startups

 **DELL**Technologies



GRANTS OFFICE | AUSTRALIA

# Agenda & Panelists

- Agenda
- Introduction to DWEN & Dell For Startups
- Grant Funding Landscape
  - How grant funding flows in Australia
  - How to search for funding opportunities
  - Top funding opportunities in 2024
  - Best practices for submitting a competitive application
- Q&A



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# We Believe in Entrepreneurs



DWEN & DELL FOR STARTUPS

 Dell Technologies

# Introducing DWEN & DELL FOR STARTUPS



Dell Technologies began as a startup with the **entrepreneurial** vision of a single person.

Starting or scaling is critical for any business and Dell Technologies empowers entrepreneurs through innovation and technology while supporting the entrepreneurial ecosystem through programs like the **Dell Women's Entrepreneur Network (DWEN)** and **Dell for Startups (D4S)**.



Make your **power move** with DWEN

Established in 2009, the Dell Women's Entrepreneur Network (DWEN) **connects over 100K female entrepreneurs around the globe** with networks, knowledge and insight that gives them power to do more.

- Learning resources
- Webinars + events
- Chapter meetings
- Mentoring program
- Dedicated Dell Tech Advisors
- Dell Technology discounts
- DWEN rewards

# DELL FOR STARTUPS

START UP. SCALE UP.

Powering Growth



Your dedicated startup tech advisor will get to know your business needs and goals and deliver customized scalable tech solutions. End-to-end service and support including top-rated technology and **exclusive member pricing**.

- Learning resources
- Webinars + events
- Mentoring program
- Dedicated Dell Tech Advisors
- Dell Technology discounts

# GET STARTED TODAY



DWEN

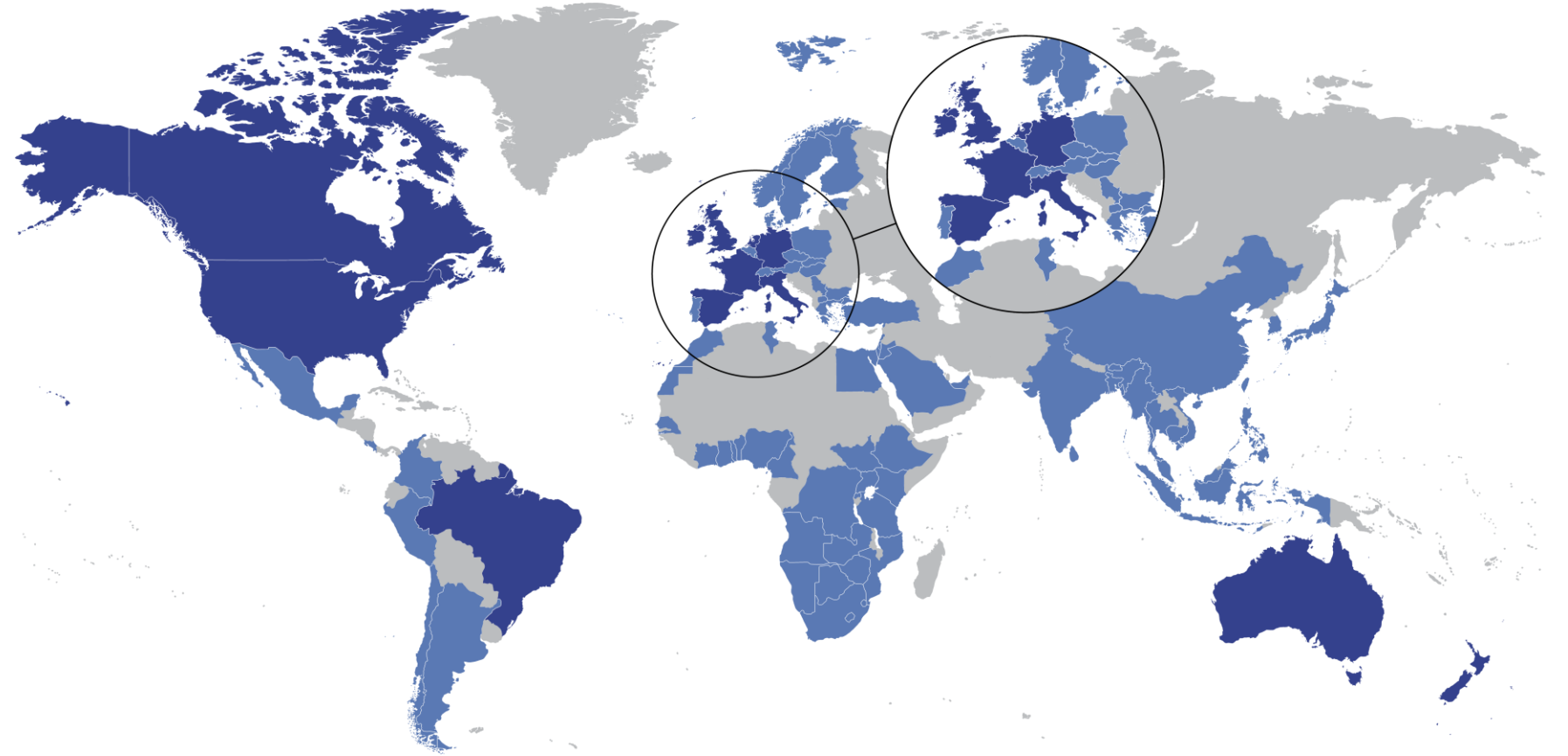


DELL FOR STARTUPS



# About Grants Office

- Global leader in grants intelligence
- 20+ Years of experience
- Our teams track funding trends across 90 countries of the world.
- \$3.2B+ Secured Grant Funding since 2020
- 10,700+ Supported Grantseekers since 2020





# Grant Funding Landscape



# What is a Grant?

Who gives grants?

Who can receive a grant?

How do you apply for a grant?



# Examples of Projects Grants Fund

## K-12 Education

- 1:1 student-to-device initiatives
- Remote/Virtual Student Education
  - STEM & Literacy initiatives
- Teacher professional development
  - Uni & Career Readiness

## Healthcare

- Remote patient management & Telehealth
  - Rural community health
- Emergency medical response
- Medication management
- Health Professional Training

## Higher Education

- Career Readiness
- Workforce Development
  - Campus Safety
- Underrepresented student success
- Innovative undergrad education methods

## State & Local Govt

- Broadband connectivity
- Telework for government staff
- Emergency preparedness and response
  - Public safety motility
- Transit Infrastructure and intelligent systems





# Top Sources of Grant Funding

1

## Federal Government Agencies

- Department of Industry, Science, and Resources
  - Department of Health and Aged Care

2

## State Government Agencies

- Queensland Treasury
- Business Victoria

3

## Local Government Agencies

- City of Sydney
- Brisbane City Council

4

## Private/Corporate Foundations

- NAB Foundation
- John Villiers Trust





# How to find Funding Opportunities

- Finding the right grant registries is crucial for identifying relevant funding opportunities
- Each State/Territory in Australia has their own specific funding database with current/upcoming/closed grants

## Federal

GrantConnect  
Business.gov.au

## State

QLD Grant Finder  
VIC Grants

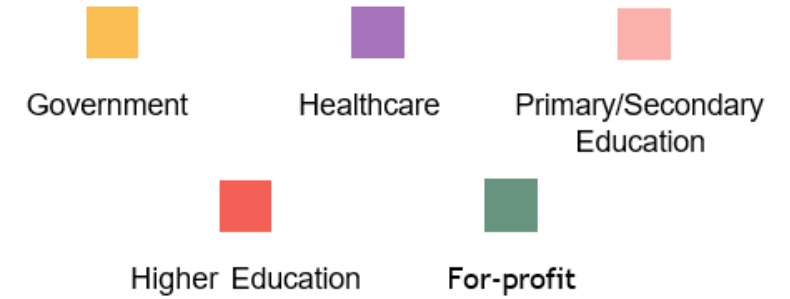
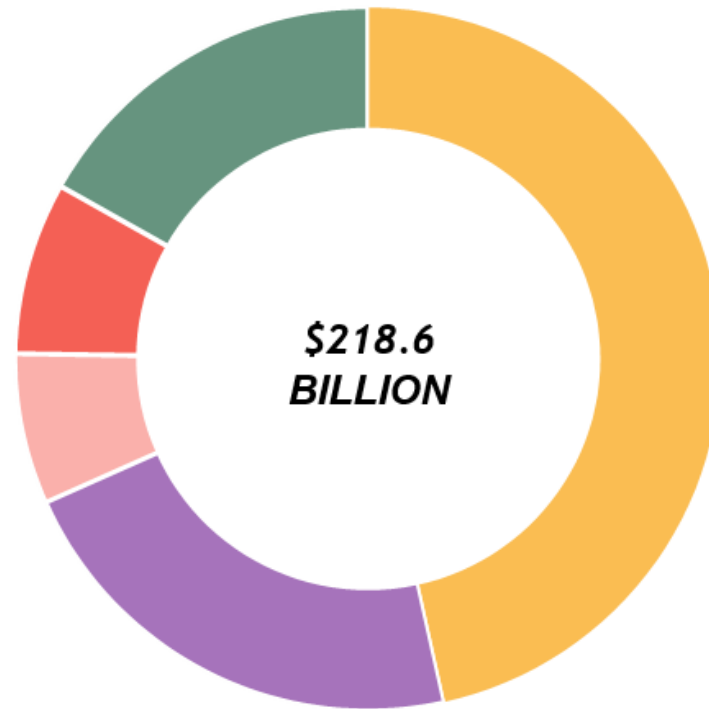
## Local

City of Sydney  
QLD Treasury

# Top Funded Sectors in Australia

Total of approximately \$218.5 Billion for 2023-2025

Total Funding by Sector 2023-25



## Prioritising:

- Infrastructure improvements
- Healthcare Research & Innovation
- Renewables & Sustainability

## For-profit funding

- Considerable funding for large companies (co-contributions)
  - SMBs still a priority



## Selecting a “Best-fit” Grant

...which grant is right  
for you?

- ✓ Eligibility Requirements
- ✓ Submission Deadline
- ✓ Funding Priority
- ✓ Award
- ✓ Peripherals
- ✓ Funder History





# Example Programs

# Boosting Female Founders Initiative

## Funding Amount

- Grants between \$100K - \$480K; based on stream of funding

## Administering Entity:

- Department of Industry, Science, and Resources (*Federal*)



## Program Objective

- This program offers grants to majority female-owned and led startups to help them expand into domestic and global markets.

## Funding Amount

- A total of \$52.2m has been announced for this program, from 2020-21 to 2024-25
- Grants will fund up to 50-70% of eligible costs; based on stream of funding.

## Eligible Expenditure

- Eligible activities can include:
  - Launching and scaling products/services
  - Developing and marketing software and apps
  - Purchase of equipment specific to the project
  - Access to independent management (e.g., C-suite, advisory board)

# Industry Growth Program

## Funding Amount

- Grants between \$50K - \$5M

## Administering Entity:

- Department of Industry, Science, and Resources (*Federal*)

## Program Objective

- The Industry Growth Program support innovative small and medium enterprises undertaking commercialisation and/or growth projects within the National Reconstruction Fund priority areas.

## Funding Amount

- Once connected with the program's Advisory service and deemed eligible, applicants can access the competitive grant program
- Grants between \$50K - \$5M are available to commercialisation projects, on a co-contribution basis.

## Advisory Services

- Applicants will be connected with an Adviser to develop a plan for commercialisation and/or growth, advice may include:
  - Business Model Validation
  - Funding avenues and potential investors
  - Market testing



# State and Local Funding Opportunities

# Female Founders Co- Investment Fund

## Funding Amount

- Grants between \$50K - \$200K

## Administering Entity

- Advance Queensland (State)

## Program Objective

- The fund will provide grants for female-founded businesses to grow their innovative businesses and increase the number of female founders participating in the Queensland innovation system.

## Funding Amount

- Grants between \$50K - \$200K are available. The grant will be matched with a 3:1 ratio (i.e. \$1 in grant funding for every \$3 of secured investment).

## Eligible Expenditure

- Grant funding can be used for activities including:
  - Hiring staff
  - Marketing/promotion
  - Professional Services
  - Expanding to new markets



# MVP Ventures

## Funding Amount

- Grants between \$25K - \$50K

## Administering Entity

- Investment NSW  
(State)

## Program Objective

- The MVP Ventures Program supports startups and innovative SMEs in the product lifecycle between early-stage research and mature investment opportunities, with grants to drive commercialisation of innovative and new products or processes.

## Funding Amount

- Grants between \$25K - \$50K are available to support up to 50% of eligible costs.
- A total funding pool of \$3 million is available through this program.

## Eligible Expenditure

- Grant funding can be used for activities including:
  - Wages
  - Direct prototyping materials
  - Equipment related to project



# Collaboration with other Organisations





# Top Grant Recipients

## Education

- Public & private K-12
- Colleges & universities
- Libraries & museums
- Early childhood or special education service providers
- Workforce development agencies

## State & Local Governments

- First responder groups
- Law enforcement, courts and corrections
- Transportation departments
- Housing authorities
- Indigenous organisations

## Healthcare

- Teaching hospitals & medical schools
- Nonprofit hospitals & clinics
- Rural health clinics
- Research institutions mental & public health agencies

# Collaboration types

1

Act as a Supporter

2

Act as a Partner

3

Act in a Consortia



# Develop Effective Partnerships

1

Focus on what you bring to the table and what you need

2

Loop organisations in BEFORE the project is fully planned

3

What is a memorandum of understanding and why do you need



# Tips & Best Practices

# “Grant Ready” Organisations have...

- Leadership
- Compliance
- Policies
- Awareness
- Partnerships
- Scheduling

- ✓ A “grants champion” – someone to lead the team
- ✓ Up-to-date account registrations, Tax, DGR Status
- ✓ Engaged possible partners for low-risk idea brainstorming

- ✓ Policies & procedures on record for grant proposal efforts
- ✓ Constantly up-to-date knowledge of their impact
- ✓ A grants calendar for all prep activities



# Grants Team

1

Project Lead/Manager

2

Grant Writer

3

Subject-matter Experts: Finance,  
Departments, etc.



# Building a Comprehensive Project

Who

Who will be involved in this project?

What

What will this project require in terms of equipment, personnel, and planning?

When

When will various elements of the project be implemented?

Where

Where will this project take place?

Why

Why is this project the best option to solve the given problem?

How

How will this project fit within the context of your community's needs?





# Common Proposal Elements

- ✓ Organisation Description & Records
- ✓ Target Population to be served
- ✓ Statement of Need
- ✓ Project Description
- ✓ Evaluation Plan
- ✓ Project Plan & Budget
- ✓ Sustainability Plan
- ✓ Community Needs Assessment
- ✓ Past Successes (or failures)
- ✓ Letters of Support

# Questions

# Contact Us

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