

RED DEVELOPING AUSTRALIA'S MTP SECTOR WORKFORCE

Powered by **MTPConnect**

Researcher Exchange & Development within Industry (REDI) Initiative

REDIC2.0

REDI CONTESTABLE PROGRAM
ROUND 2 GUIDELINES |
10 MARCH 2021



Australian Government
Department of Industry, Science,
Energy and Resources

Industry
Growth
Centres



MTPConnect
MedTech and Pharma Growth Centre

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DEFINITIONS

Bidder

Applicants to the REDIC2.0 program.

Contracting Entity

The Contracting Entity is an Australian organisation that signs the MTPConnect REDI Partnership Agreement. The entity must be the training program lead and primary contact – if a consortium is formed, it is up to all Bidders to decide who is the contracting entity and therefore lead applicant. This information is required in the bid submission form.

Partnership Agreement

An agreement between the Contracting Entity and MTPConnect.

A partnership agreement is a legal document which details the relationship between MTPConnect and the Contracting Entity. Included in the agreement will be an activity schedule and reporting requirements.

REDIC2.0

REDI Contestable Program Round 2.

1. OPPORTUNITY, OVERVIEW & OBJECTIVES

Australia's medical technology, biotechnology and pharmaceutical (MTP) sector supports around 70,000 Australian jobs and contributed more than \$5 billion in Gross Value Added (GVA) to the Australian economy in 2019. Its future is dependent on the skills of its workforce.

This opportunity is made possible under the Researcher Exchange and Development within Industry (REDI) initiative which is an initiative of the Australian Government's Medical Research Future Fund (MRFF).

REDI has undertaken a 'root and branch' analysis of skills gaps in the MTP sector and identified critical gaps that inhibit the development of an industry-ready workforce across the pre-production, production and post-production phases of the medical products advanced manufacturing cycle.

Closing the gaps identified in the report, [*Driving skills development and workforce training for the future MTP workforce*](#), is vital for Australia's MTP workforce to meet future demands.

Under Round 2 of the REDI Contestable Program (REDIC2.0), this Request for Proposal (RfP) calls for suitably qualified organisations to submit programs to address key skills gaps identified in the report.

About the Medical Research Future Fund

As part of the 2014-15 Budget, the Australian Government announced the establishment of the MRFF, a \$20 billion fund to support medical research and medical innovation to improve the health and wellbeing of Australians. The MRFF was established through the *Medical Research Future Fund Act 2015*.

The intended outcomes of the MRFF are:

- Life changing discoveries such as new treatments, drugs and devices.
- Continuous improvement and innovation in the health system that benefits all Australians.
- Strengthening domestic research capacity through support, collaboration and the development of expert talent.
- Positioning Australia's health and medical research sector at the forefront of the innovation economy.
- Improving Australia's reputation as a global leader in health and medical research.

About the Researcher Exchange and Development within Industry initiative

MTPConnect, the Industry Growth Centre for Australia's MTP sector, deploys the REDI initiative for the MRFF, leveraging the expertise of our research, training and industry partners to drive skills development and workforce training, through deployment of an integrated, three-pillar plan.

The four-year REDI initiative, initiated in June 2020, will:

- Deliver systemic improvement to Australia's MTP workforce by providing industry experiences and skills development for researchers, clinicians and innovators.
- Develop an industry-ready workforce with the skills necessary to keep pace with a rapidly changing sector.
- Provide a skills development blueprint across the MTP value chain through a 'root and branch' skills gap analysis.
- Create new training, mentoring and industry placements over the life of the program.

Pillar One: Expansion of Proven Programs

MTPConnect is partnering with industry, training, mentoring, internship, entrepreneurship and incubator organisations to support expansion of their proven training programs to deliver deeper impact by addressing known skills gaps. Expansion of the training programs will create more industry placements, mentoring and researcher exchange programs and will reach greater numbers of early and mid-career researcher and clinical researchers. Partner organisations include:

- GSK Australia
- MedTech Actuator
- Industry Mentoring Network in STEM (IMNIS)
- Medical Device Partnering Program (MDPP)
- ANDHealth

Pillar Two: Identifying unknown skills gaps and implementing new programs

REDI is delivering a forward-looking 'root and branch' analysis of the MTP workforce to provide a deep understanding of current and future skills gaps. The analysis is an essential step in preparing Australia's MTP workforce to meet future demands. Informed by MTPConnect's 2020 Sector Competitiveness Plan and linking with national MTP industry and research bodies, the analysis forms the foundation for a contestable program of new initiatives to fill skills gaps not currently addressed. Partner organisations include:

- The George Institute for Global Health
- Victorian Comprehensive Cancer Centre (VCCC)

Pillar Three: Industry placements, internships and fellowships

To ensure workforce skills align with industry needs and drive industry-research-clinical-entrepreneurship connections, the REDI initiative is providing targeted short, medium and long-term industry placements, internships and fellowships for clinicians, researchers, academics and MTP professionals, enabling high-performing individuals from these cohorts to gain industry experience. Industry placements will focus on discovery, translation and commercialisation of relevant research.

REDI delivers the flagship REDI Fellowship Program for long-term industry placements and partners with other organisations for short- and medium-term industry placements including:

- APRIntern
- The Bridge and BridgeTech Programs

2. KEY FOCUS

This RfP is aligned with *REDI Pillar 2: Identifying unknown skills gaps and implementing new programs* which is designed to support programs that close skills gaps identified in a sector-wide workforce analysis.

Offering

On **10 March 2021**, MTPConnect opened a call for Proposals under Round 2 of the REDI Contestable Program (REDIC2.0).

This RfP is calling for proposals for training and/or education training programs, to be implemented nationally, that meet specific urgent needs identified in the [Driving skills development and workforce training for the future MTP workforce report](#).

- **Proposal 1: Identifying unmet market need and understanding the clinical context** (Skills gap #16)
- **Proposal 2: Ability to secure investment, funding and/or industry collaboration** (Skills gap #17)

MTPConnect is seeking proposals that can be supported within the specified timeframe and funding limit ([Section 9](#)) and address the course requirements which are outlined in [Appendix 1: Course Overviews](#).

Proposals are sought from:

- companies with capability in these areas
- industry associations
- registered training organisations (RTO's)
- universities.

It is incumbent on the successful Bidder to ensure course delivery targets are met.

The **outcomes** of these programs are to:

- Strengthen Australia's success in terms of translation and commercialisation of health and medical research.
- Expand the capacity and capability of the research community to undertake translational health and medical research.

Round 1 of the REDI Contestable Program, announced in November 2020, called for proposals addressing two priority skills gaps; understanding of quality management systems and

strategic clinical trial design to meet regulatory requirements and payer needs. A third round, to address further priority skills gaps, will follow in late 2021.

Delivery

Successful courses will be contracted in May 2021. Courses should be delivered from June 2021 onwards. The timing of the delivery is up to the Bidder but it is expected that initial delivery will be completed by 31 December 2021.

Courses should have a national focus. If there is a commercial demand, the Bidder should consider delivery in multiple Australian states. Please consider national access and equity in developing your program.

For all face-to-face courses, it is expected that the participant will make a co-contribution towards their fees (e.g. tuition and/or registration). This is to demonstrate the participant’s level of commitment to attending and participating in the course.

As part of the contract, the successful Bidder will need to report on participant feedback about the quality of the course and application of new skills and knowledge within the workplace. There is an emphasis on the right participants undertaking the courses as well as to monitor the impact of the course post-course delivery.

3. KEY DATES

Date	Description
09.00hrs (AEDT) Wednesday, 10 March 2021	Applications for RfPs will open
14.00hrs (AEDT) Wednesday, 17 March 2021	Information session webinar
17.00hrs (AEST) Friday, 9 April 2021	Applications for RfPs closes
May 2021	Successful Bidders enter into contract with MTPConnect
Monday, 31 May 2021	All Bidders notified
May 2021 – December 2021	Successful Bidders deliver courses and reporting ¹
Friday, 14 January 2022 ²	Final date for post-course feedback and reports ²

¹Courses may not require all the time for delivery. It is preferred for courses to commence as soon as practicable after contract execution. The exact dates will be determined in the contracting process.

²Final reporting date is dependent on the delivery of the course and will be adjusted case-by-case.

4. THE APPLICATION PROCESS

Important Information for Bidders

Potential Bidders will download the RfP and Bidding Documents through the [REDI page of the MTPConnect website](#).

MTPConnect will host an information session webinar soon after the opening of the RfP which will be made available as an [on-demand video](#).

Eligibility Criteria are detailed in [Section 6](#).

Questions can be submitted by email to redic.proposal@mtpconnect.org.au

Preparing Applications for Submission

REDIC2.0 will be conducted through a one-step RfP process. Proposals must be submitted online through the MTPConnect [online application portal](#).

Bidders can access the submission portal directly for [Proposal 1](#) and [Proposal 2](#).

All scored sections of the Proposal are to be submitted as **two** pdf documents (Technical Proposal and Financial Proposal) which must address all the selection criteria outlined in [Section 8](#). Bidders are urged to carefully consider their response so all criteria are adequately addressed. Applications will be judged on the selection criteria. It is encouraged to maintain a working copy of the application offline. A copy of the SmartyGrants Application format is provided in [Appendix 2](#).¹

Further details regarding the information required for both proposals are provided in [Section 7](#).

Submission Format of the Technical Proposal

The Technical Proposal must be submitted as a single pdf. The single pdf must include the Provider Fact Sheet and the proposal body (both which count towards the 20-page limit) and all appendices.

Submission Format of the Financial Proposal

The Financial Proposal needs to be submitted as a single pdf and use the attached template ([Appendix 4](#)).

Submission Confirmation

Bidders will submit a binding proposal through the online application portal ([Proposal 1](#) and/or [Proposal 2](#)) prior to the proposal closing date.

Proposals received after 17.00hrs (AEST) on 9 April 2021 will not be considered. Any additional attachments or repeated submissions for the same project will not be accepted

¹ Appendix 2 reflects the SmartyGrants form at the time of publishing this REDIC2.0 guideline. Bidders must read the online REDIC2.0 SmartyGrants form to ensure they have access to the most current application questions.

All applications received will be acknowledged automatically upon submission and Bidders will be provided with an Application Identification Number to be referenced in all future communications in relation to the application.

Proposals are valid for 90 days from the closing date.

Assistance

Bidders requiring further assistance should contact Jarrod Belcher, Director REDI initiative on +61 402 456 301, Dr Michelle Low, REDI Project Manager on +61 401 990 631 or at REDIC.proposal@mtpconnect.org.au

5. THE SELECTION PROCESS

Reviewing Applications

Eligible Proposals will be reviewed by an assessment panel of research and industry experts. The assessment panel will evaluate the proposals based on the defined scoring criteria and generate a rank ordered list of applications. The merits of an application will be based on how well it meets the selection criteria and how it compares to other proposals. The panel reserves the right to clarify points in submissions and negotiate on the deliverables and price before final awarding of the contract.

Notification of Outcomes

Successful Bidders will receive a written offer which will include specific conditions attached to the grant.

The Federal Minister for Health may publicly announce the REDI Initiative providers and may include the organisation name, training program title and description and amount of funding awarded. Details of recipients/program may also be published on the MTPConnect and Department of Health websites.

Please note that at any time, MTPConnect reserves the right to withdraw the RfP or not to award, alter the scoring or to delay awarding the programs listed in [Appendix 1](#).

6. ELIGIBILITY CRITERIA

To be eligible for consideration, applications must satisfy all the requirements set out in this Guidelines document.

Proposal Eligibility

For a Proposal to be deemed **eligible** for REDIC2.0 funding, it must:

1. Come from an Australia based organisation – has an Australian Business Number (ABN).
2. Have a track record in delivering impactful training and education programs.
3. Come from an Australia based organisation that is financially sound.

4. Demonstrate the ability to roll-out nationally within the funding period, and in any case by no later than 31 December 2021.
5. Demonstrate the ability to provide a financial proposal within the [funding limit](#).
6. Meet any applicable timing, formatting, system or other similar administrative requirements imposed by MTPConnect.
7. Advise that the proposed funding recipient will adhere to the terms and conditions of funding set out in a partnership agreement as determined by MTPConnect.
8. Be received in full on or before the closing date. Late or incomplete applications will not be accepted.

A Proposal may be considered **ineligible** and excluded from further consideration if it:

- a. Does not meet the objectives of the program.
- b. Fails to address one of the identified objectives.
- c. Contravenes an eligibility rule or other requirement as set out in this Guidelines document.

Submission

Bidders can submit proposals for one or both skills gaps offered in REDIC2.0. If submitting for both skills gaps, two separate proposals must be completed.

Any additional attachments for the same skills gap will not be accepted/scored.

Partnerships

Bidders can form partnerships with other organisations that have capability in the proposed program. The proposal must identify all bid partners and detail the value they bring to the training program and clearly define their role. One entity must be the training program lead and primary contact on the application form. The lead organisation must have an Australian Business Number (ABN).

Please note that we do not expect co-contributions (cash) from partners.

7. REQUIRED INFORMATION

MTPConnect is seeking proposals from leading organisations to deliver solutions for select skills gaps ([Appendix 1](#)). It is incumbent on the Bidder to define the benefits and their approach, ensure their courses are within the parameters of these guidelines and keep within the prescribed funding limits ([Section 9](#)). Please note that you do not need to use all the maximum funding limit.

Timeline of Programs

- Courses are expected to start from as early as May 2021.
- They must be delivered and completed by 31 December 2021.

Information Required

The online application form ([Proposal 1](#) and/or [Proposal 2](#)) is divided into four sections.

The **first section** is information for the Bidder to read before beginning the application and for the Bidder to provide consent before applying.

The **second section** requests general details. This includes the lead organisation's details, contact details, partner details (if applicable) and a brief of the course (200 words). This section is not scored but will be used to check the eligibility of the application.

The **third section** contains two fields for the Bidder to upload their Technical and Financial proposals.

The **Technical Proposal** covers section 1 – 4 of the selection criteria (see [Section 8 – the Selection Criteria](#)). This proposal must include the Provider Fact Sheet ([Appendix 3](#) - template) within the body response (20-page limit) and attachments. Attachments include CVs (maximum three pages per CV), testimonials and supporting documentation and there is no page limit for attachments. This is to be submitted in a **single** pdf document.

Notes:

- The home-state should be specified, including the plan to roll-out nationally
- There is a minimum participant requirement of 10 and a maximum of attendees per course that is described in the Course Overview (REDI will fund up to this amount).
- If applicable, courses can be delivered wholly online or blended (online/face-to-face). This information must be reflected in both the Technical and Financial proposals.

In the **Financial Proposal** (see [Section 9 – eligible expenditure and funding limit](#) and [Appendix 4](#)- Financial Proposal Template) please consider the following:

- The set-up cost is a discrete line item and is separate to delivery costs. If costs such as personnel (including salary or other direct compensation such as invited speakers), travel, supplies/catering/venue, marketing/promotion, training materials etc. is required, it must be included in the price.
- IP remains with the Bidder which should be factored into the price. This is to reduce future delivery costs should the contract be extended.
- For blended/face-to-face courses, there is an expected saving of delivery in home state/s. There should be different prices for the home state/s delivery and interstate delivery of programs and where appropriate, reflect savings of delivery in home states.
- For non-wholly online programs, participants are expected to pay a nominal fee which needs to be included in your budget.
- If domestic travel restrictions impact interstate delivery of courses, and these courses are delivered virtually, the home state pricing will be paid.
- The provider must propose the participant co-contribution.
- Your pricing strategy needs to reflect that you are confident in filling courses to the maximum rather than just obtaining minimum participants.

- In the [Financial Template](#), we are asking for a charge to REDI for 10 participants (minimum). However, REDI will fund up to the maximum participants listed in the Program Overview section for which the cost must not exceed the funding limit provided in [Section 9](#). REDI expects courses to be filled to the maximum number, which is why this number is used as the funding limit.
- We strongly recommend that Bidders carefully consider their risk and/or pricing strategy when completing the Financial Section in terms of the fixed cost per course and the price per person above the minimum guarantee.

Please refer to the SmartyGrants application form ([Proposal 1](#) and/or [Proposal 2](#)) for the word count and page limits related to the sections.

The **last section** contains two questions. The first is to declare any conflicts of interests for you and/or partners. The second question is to confirm that the person submitting the application is authorised to do so.

8. THE SELECTION CRITERIA

The following selection criteria will be used to assess applications to REDIC2.0. You must address all selection criteria in your application. Your application will be assessed based on the weighting given to each criterion. The outline of the Assessment Form is provided in [Appendix 2](#).

Proposal Selection Criteria		Weighting
Section 1:	<p><u>Understanding and experience</u></p> <p>The proposal will be evaluated based on:</p> <ol style="list-style-type: none"> 1) Understanding of the topic. 2) Rationale for a consortium (if applicable) and the role of each consortium member 3) Experience delivering training programs. 4) Feedback from participants in similar training programs. 5) Quality systems, processes and continuous improvement. 6) Testimonials, or feedback from participants in similar training programs. 	15%
Section 2:	<p><u>Approach to address the skills-gap</u></p> <p>The proposal will be evaluated based on:</p> <ol style="list-style-type: none"> 1) Approach to the training program. 2) Details of the training program (start and end date; activities/agenda/schedule of events and components of content, objectives and achieving the learning outcomes). 3) Incorporation of andragogic principles. 4) Project Plan (project timelines and milestones). 5) Key risks/challenges/concerns and/or obstacles and mitigation strategies, for example: Course details if COVID-19 impacts on domestic travel or face-to-face delivery or minimum numbers of participants are unmet 6) Ability to penetrate target market. 7) Access to facilities and infrastructure needed to undertake the course effectively and efficiently (the proposed delivery sites should be included or a description of these at a minimum). 	35%
Section 3	<p><u>Team capability</u></p> <p>The proposal will be evaluated based on:</p> <ol style="list-style-type: none"> 1) Bio's/input of subject matter experts/facilitators/presenters/trainers/lecturers. 2) Clear definition of roles and responsibilities of program team. 3) Bio's/input of program staff. <p>Please note: the bulk of this score is assessed on the subject matter experts/facilitator/presenters/trainer/lecturer.</p>	30%
Section 4:	<p><u>Value for money</u></p> <p>The proposal will be evaluated based on:</p> <ol style="list-style-type: none"> 1) Value for money and impact. 	20%

9. USE OF FUNDING

Program funding is paid on partnership agreement execution and then in-line with contracted milestones/submitted reports which will be finalised in the contracting phase.

Expenditure

Commonwealth Funding provided through the REDI initiative can only be spent on eligible expenditures incurred on eligible activities during the term of the partnership agreement and in accordance with the [Commonwealth Terms & Conditions for Standard Funding Agreement](#).

To be eligible, expenditure must be:

- incurred by you within the program period
- a direct cost of the program
- incurred by you to undertake required program audit activities.

Eligible expenditure items can include:

- direct labour costs of employees you directly employ on the core elements of the program. We consider a person an employee when you pay them a regular salary or wage, out of which you make regular tax instalment deductions
- contract expenditure is the cost of any agreed program activities that you contract to others
- domestic travel limited to the reasonable cost of accommodation and transportation required to conduct agreed program activities in Australia
- staff training that directly supports the achievement of program outcomes.

Examples of ineligible expenditure include:

- expenses associated with business as usual activities not related to the delivery of the program
- financing costs, including debt financing and interest
- costs involved in the purchase or upgrade/hire of software (including user licenses) and ICT hardware (unless it directly relates to the program)
- non- program -related staff training and development costs
- costs related to obtaining resources used on the program, including interest on loans, job advertising and recruiting, and contract negotiations
- costs related to preparing the grant proposal, preparing any program reports and preparing any program variation requests
- this list is not exhaustive and applies only to the expenditure of the grant funds.

The Bidder must ensure it has adequate funds to meet the costs of any ineligible expenditure associated with the program.

Funding Limit

The table below details the expected funding limit for each skills gap. Please note:

- This is not the amount that has been specifically allocated, but rather, the maximum value REDI is willing to invest into the course during REDIC2.0.
- It is a funding limit – the Bidder’s offering could be considerably lower than the amount listed.
- For a competitive proposal to be deemed reasonable, the Financial Proposal should reflect the market size of the skills gap and design of the course and not necessarily the maximum funding allocated.
- If the course is successful (excellent attendance, excellent feedback from participants, industry acceptance), there is an opportunity for further funding of the training program.

Guideline for the maximum Funding Limit for the identified skills gap

Identified Skills gap	Maximum Funding Allocated (AUD) (excl GST)
Identifying unmet market need and understanding the clinical context	\$400,000
Ability to secure investment, funding and/or industry collaboration	\$250,000

10. IF YOUR APPLICATION IS SUCCESSFUL

The Partnership Agreement and IP

The Contracting Entity must enter into a legally binding partnership agreement with MTPConnect in the form of the MTPConnect REDI Partnership Agreement.

Any reports and materials delivered to MTPConnect will be subject to a non-exclusive use licence to MTPConnect and the Commonwealth for their purposes.

MTPConnect must execute a partnership agreement with the Contracting Entity before any payments can be made. The Contracting Entity must not start any program activities until a partnership agreement is executed.

The partnership agreement may be extended. This will be based on participant numbers and outcomes of the programs reported against the objectives and outcomes of the REDI initiative.

The Bidder retains ownership of the intellectual property (IP). REDI is supporting the set-up and delivery costs to ensure the course is fully contextualised for industry needs but not to purchase the IP.

Program Specific Legislation, Policies and Industry Standards

The Contracting Entity will be required to be compliant with all relevant laws and regulations, including those specified in the Commonwealth Grant Agreement between the Commonwealth and MTPConnect.

The Contracting Entity will be required to complete a risk assessment and undertake clearance checks to demonstrate and ensure that its personnel are in compliance with legislative requirements for working with children and vulnerable persons.

To the extent that the program involves collecting and using personal information, the Bidder will be required to comply with privacy requirements; including obtaining appropriate consents for the collection, storage and use of personal information.

It is a condition of the funding that all Contracting Entities meet these requirements and these requirements will be set out in the partnership agreement with MTPConnect.

MTPConnect may be subject to Freedom of Information (FOI) requests and, if such a request is made, MTPConnect will consult with the Contracting Entity before any decision is made to release the application or supporting documentation.

Funding Acquittal and Reporting

The Contracting Entity will be required to provide regular program and financial reports and audits to MTPConnect to demonstrate its delivery of the program, financial acquittal and compliance with the partnership agreement.

MTPConnect will monitor the progress of the Contracting Entity, and report on this progress to the Commonwealth. Funding will be tied to reporting obligations. MTPConnect will make payments according to an agreed schedule set out in the partnership agreement. Payments are subject to satisfactory milestone-progress on the program.

The Contracting Entity will be required to submit reports in line with the partnership agreement. The reports must include data/feedback based on the Impact Assessment Framework (IAF). MTPConnect will monitor the progress of the Contracting Entity's program. MTPConnect may conduct site visits or request information or records to confirm details as necessary.

CONNECTING WITH THE REDI TEAM

Bidders requiring further assistance should contact Jarrod Belcher, Director REDI Initiative on +61 402 456 301, Dr Michelle Low, Project Manager REDI on + 61 401 990 631 or at REDIC.proposal@mtpconnect.org.au.

Check the MTPConnect [REDI initiative website](#) for updates.

APPENDIX 1 – REDIC2.0 SKILLS GAP COURSE OVERVIEWS

Proposal 1: Identifying unmet market need and understanding the clinical context

Course Overview

This stand-alone short course will help participants develop a deep understanding of needs from the perspective of the end-user, e.g. patient, clinicians and other MTP participants to understand how the solution would be used in practice. It is to fit early in the value chain where the initial research is conducted. This course needs to cover perspectives from therapeutics, medical devices and digital.

Delivery Method	Course Duration	Who should attend/Target Audience /Admission requirements
Blended/Face-to-Face	Minimum of two days	Researchers, clinicians and entrepreneurs, start-ups and spin-offs

Course Content:

- How to identify an unmet market need by involving the end-user (e.g. patients, clinicians) early in the R&D phase
- How to perform in-depth market research, developing product profiles and understanding where the product fits into the market to assess the scale of the market from publicly available resources.
- The role of specialised companies in assessing market needs and clinical context.
- How to characterise existing solutions and why they are not sufficient (i.e. recognising that the need is truly unmet)
- Develop an understanding on how the proposed solution could be practically applied to the clinical environment including standard treatment pathways
- Characterise the competitive landscape that includes marketed products and those under development in Australia and Internationally.
- Case studies
- Simulation

Course Objectives:

After completion of this program, participants will be able to:

- Understand a range of inputs required to determine unmet need
- Plan for obtaining inputs required to determine unmet need
- Perform in-depth market research
- Develop product profiles
- Understanding where the product fits into the market.

Delivery:

Must deliver one course in each state to a minimum of 10 pax per course. REDI will provide funding up to 20 pax per course (maximum class size).

Proposal 2: Ability to secure investment, funding and/or industry collaboration – Delivering on your Funding Strategy

Course Overview:

Different funders have different drivers. This course takes a deep dive into the motivations of a range of funders and provides different practical strategies and examples for securing funding from the different funders. This course will enable you to target your “ask” for different audiences.

Delivery Method	Course Duration	Who should attend/Target Audience /Admission requirements
Blended/Face-to-Face	Minimum one day full workshop	Researchers, clinicians and TTO technology managers, founding scientists, first-time entrepreneurs, start-ups and spin-offs, experienced entrepreneurs refreshing their skills

Course Content:

- Understand the motivations and perspectives of different investors
- Communicating for different audiences (funding, investment and collaboration from government and private organisations)
- Communicating to secure funding
- Strategic networking
- Case studies
- Simulation

Course Objectives:

After completion of this program, participants will be able to:

- List funders and motivations
- Adapt communications to the audience based on an understanding of their perspective and motivations, whether it is a government (non-dilutive grant), a VC firm or a corporate investor
- Create and deliver great and impactful communications

Delivery:

Must deliver one course in each state to a minimum of 10 pax per course. REDI will provide funding up to 15 pax per course (maximum class size).

APPENDIX 2 – OUTLINE OF SMARTYGRANTS FORM

Appendix 2 reflects the SmartyGrants form at the time of publishing this REDIC2.0 guideline. Bidders must read the online REDIC2.0 SmartyGrants form to ensure they have access to the most current application criteria.

1) Introduction

Key Information and Agreement to terms of application to REDIC2.0

2) General

Applicant information (Lead Organisation Details, Consortium Partners, Main Contact Information, Alternative Contact Information)

Summary of Proposal (200-word summary of the proposal – this will be used to identify any conflict of interest with the assessors)

3) Required Documentation

A single PDF uploaded as a Technical Proposal with [Provider Fact sheet template](#)

- 20-pages excluding Cover Page, Table of Contents, References (if applicable) plus Appendices.

A single PDF uploaded as Financial Proposal using the [Financial Proposal Template](#) as a guide.

4) Acknowledgement and Authorisation

Co-contribution

Conflict of Interest

Declaration

APPENDIX 3 – PROVIDER FACT SHEET TEMPLATE

You are required to copy this template to use in your **Technical Proposal**.

Provider Fact Sheet			
Lead Organisation Name			
Partner/s (if applicable)			
Lead Organisation ABN			
Address			
Website (url)			
Main Contact and Position			
Phone Number			
Email			
Alternative Contact and Position			
Phone Number			
Email			
Number of Years Operating			
Financials	Item/Year	FY20	FY19
	Revenue		
	Overall Debt		
	Debt to Equity Ratio		

APPENDIX 4 – FINANCIAL PROPOSAL TEMPLATE

You are required to copy this template to use in your **Financial Proposal** to indicate the costs incurred to deliver your course. This table is to be used for **face-to-face or blended course**.

Blended/Face-to-face course program	
Lead Organisation Name	
Course Name	
Item	Price \$AUD (excl GST)
Set-up cost (once-off)	
Cost per course	
Cost per course for 10 participants ¹ (home state)	
Cost per extra participant (home state)	
Cost per course for 10 participants ¹ (interstate)	
Cost per extra participant (interstate)	
Participant co-contribution ²	
Charge to REDI	
Charge to REDI ³ for course for 10 pax (home state)	
Charge to REDI per extra participant (home state)	
Charge to REDI ³ for course for 10 pax (interstate)	
Charge to REDI per extra participant (interstate)	
Explanation of the deliverables (max 200 words)	

¹ Cost is the full cost to deliver the course and includes payment by REDI and the participant

² Participants will be required to pay a nominal amount for non- wholly online courses, as a show of commitment to the training. This is the same fee nationally for the same course to ensure equity between the states

³ This is the amount REDI will pay for the course and is the cost for the course, minus student co-contribution