

Science and Technology International Partnering Program



Grants for Overseas Conferences, Trade Events and Meetings with Regulatory Authorities

The Science and Technology International Partnering Program (STIPP) is designed to facilitate international partnerships through attending international conferences, trade events and meetings with regulatory authorities.

STIPP has been developed by the Victorian Government to support the growth and internationalisation of Victorian biotechnology (including health, industrial and agricultural biotechnology, medical devices and diagnostics) and small technology companies (micro and nanotechnology).

STIPP provides grant assistance for eligible Victorian companies to attend recognised overseas conferences, trade events and meetings with regulatory authorities. Grants are available up to a maximum of \$10,000.

Who is eligible?

You are eligible to apply if you are a Victorian company that:

- > is an incorporated commercial entity based and headquartered in Victoria;
- > employs fewer than 200 employees in Victoria where the principal business activities are in biotechnology or small technology;
- > engages in R&D and development of products in Victoria; and
- > is able to lodge a complete application **at least two weeks** prior to the event and provide all claim documentation **within six weeks** after the event.

Victorian based industry associations servicing biotechnology and small technology are eligible and companies from other sectors considering adopting industrial biotechnology or small technologies will be considered.

Not eligible:

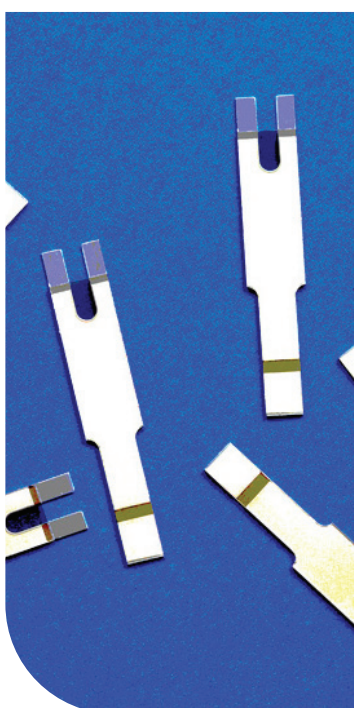
- > a wholly owned subsidiary of a foreign company;
- > academic and research institutions, distributors and other service providers. Service providers that offer ancillary business services to companies, where those ancillary services are not specific to the industry (e.g. legal and accounting services), are not eligible.

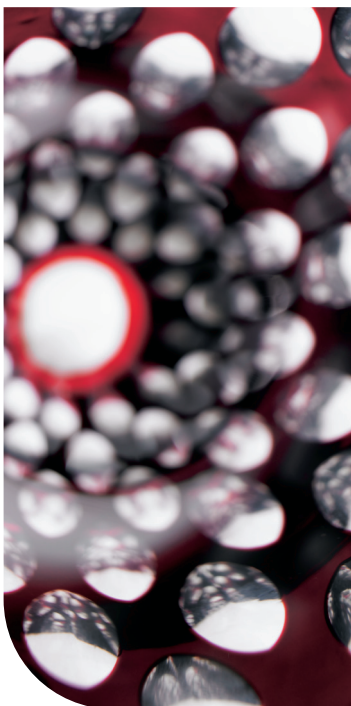
Companies must declare that alternative funding for the same expenses has not been sought or obtained.

What categories of funding are available?

The grant covers eligible expenses including a contribution towards airfares and accommodation. Where applicable, it also covers the cost of conference entry, non-confidential pitching documents and presentation materials, the exhibition stand and other promotional costs.

For a full description of eligible expenses, please visit the STIPP website at www.biotechnology.vic.gov.au/STIPP.





Type of Grant	Definition	Grant Amount (excl. GST)
Conference Participant	A person representing an eligible company at an international conference held overseas.	Recovery of eligible expenses up to a maximum of \$2,500
Conference Presenter or Investment Pitch	A person representing an eligible company, presenting at an international conference held overseas.	Recovery of eligible expenses up to a maximum of \$3,000
Meeting with Regulatory Authority	A person representing an eligible company attending a meeting with an international regulatory authority overseas.	Recovery of eligible expenses up to a maximum of \$2,500
Exhibitor in a shared stand	An eligible company that shares an exhibition stand at an international exhibition with another entity such as a Victorian or multinational company, an industry association, an educational institution or an Australian government agency.	50% recovery of eligible expenses, up to a maximum of \$4,000
Sole Exhibitor	An eligible company exhibiting in a non-shared stand at an international exhibition.	50% recovery of eligible expenses, up to a maximum of \$8,000
First Time Sole Exhibitor	An eligible company that has never before accessed the program and is exhibiting at an international exhibition in a non-shared stand. The first time sole exhibitor grant provides incentive for Victorian companies to exhibit internationally and assistance to develop promotional materials. This grant can only be accessed once.	50% recovery of eligible expenses, up to a maximum of \$10,000

Where can I go?

Victorian companies are able to apply for grant assistance to attend any relevant international conference, trade event or meetings with regulatory authorities held overseas.

Examples include but are not limited to: BIO Annual Convention USA, Allicens, BIO Asia, BIO CEO and Investor Conference, BIO Europe, BioPartnering Europe, BioPartnering North America, C21 Bioventures and the JP Morgan Healthcare Conference, BIO India, Medica, NSTI USA, Nano Japan, Hanover Messe Germany, investor conferences, international regulatory authority (e.g. FDA, MHR, EU notified bodies, SFDA, etc).

What does it mean for me?

By participating in international events companies can:

- > develop skills and knowledge to enhance business competitiveness;
- > build international connections such as new international business relationships or partnering opportunities;
- > build their business by improving sales, deal making or capital raising;
- > enhance their international profile by entering new international markets;
- > attract foreign investment and secure international licensing deals;
- > benchmark products and services against the world's best;
- > better understand international regulatory requirements; and
- > explore and adopt new emerging technologies.

How often can I apply for grant assistance?

Eligible Victorian companies can receive up to three grants in a financial year. Only one grant per company per overseas trip is permitted.

How does this fit in with other export assistance programs on offer?

Note that this program operates in conjunction with the *MMV ICT Trade Events and Exports Assistance Program* and eligible companies may access a maximum of three grants across both programs in one financial year.

Companies must declare that alternative funding for the same expenses has not been sought or obtained.

How can I apply?

Eligible Victorian companies can complete the online application form at www.biotechnology.vic.gov.au/STIPP and ensure that all supporting documentation including Project Plan is received by email or post **at least two weeks prior to the event**.

Successful applicants will need to demonstrate the outcomes achieved in relation to the skills and knowledge acquired, the deals and license agreements made, the investment attracted, understanding regulatory requirements, the connections made and the partnerships initiated as a result of their attendance.

Want to know more?

See the full details online at www.biotechnology.vic.gov.au/STIPP or contact the STIPP program manager by email at stipp@diird.vic.gov.au.