

Frequently Asked Questions for Startups/Early stage businesses

What is the Go2Gov program?

The Go2Gov Program directly connects startups to government procurement opportunities where government can be a first or reference customer to help startups develop and pilot new products and services.

For further information regarding the objectives, refer to the Program Guidelines document.

Who can apply?

Refer to the Program Guidelines for full eligibility requirements (which includes having an ABN and being headquartered (or willing to be headquartered) in South Australia).

Why should I apply for the Go2Gov Program?

Go2Gov creates opportunities for you to work with government agencies to develop and pilot new products and services. Securing government as your first or reference customer will help accelerate growth and increase commercial potential.

What are the timelines?

- **Call for Proposals** - once issued, startups have six weeks to submit proposals to address the Public Sector Challenges
- **Feasibility Assessment** - if selected, startups will work closely with government challenge owners for 4-6 weeks to prove-up the feasibility and viability of your proposed solution
- **Pilot / Proof of Concept** - if selected, startups will negotiate the timeframes and deliverable directly with the government challenge owner through an Innovation Development Agreement.

Where do I submit my proposals?

- www.fixe.org.au

Where are the Agency Challenges listed?

- www.fixe.org.au

What is an Innovation Development Agreement?

- There is a grant agreement specifically developed for the Go2Gov program to capture agreed commitments and specify the terms and conditions for startups and government challenge owners to work together through the Go2Gov Program. These agreements are used for both the feasibility and proof-of-concept stages.

Who owns the IP?

- All parties keep what they bring into the program.
- Startups keep the intellectual property developed through the program.

Can I apply for multiple challenges?

- Yes (we would encourage startups to consider their capacity to deliver multiple projects at the same time if successful)

Do I have access to the challenge owners before submission of the application?

- Yes - each government challenge owner will host an open information session and will be available to provide additional information to help startups prepare their proposals.

Does the program guarantee an exclusive contract at the end of the pilot?

- No - there is no guarantee. However, the purpose of the program is to develop innovative solution(s) that enable you to directly engage with the relevant government department bypassing the standard competitive procurement process.

Who decides which startup proceeds through each stage?

- The Program Committee evaluates and recommends proposals to proceed into the feasibility and pilot / proof-of-concept stages
- The Evaluation Committee approves release of funds for the feasibility and pilot / proof-of-concept stages

When will I hear back about the outcome of my proposal?

- Within 21 days per after the call-for-proposals stage is closed.

What are the obligations for participating?

- Startups are expected to commit to the program and execute on any commitments set out through an Innovation Development Agreement made with the government challenge owner.

Are we required to co-locate with the challenge owners?

- No

Is the Program only available to Australian-based businesses?

- No, however startups will have to relocate to South Australia for the duration of the program and the startup will need to be headquartered in South Australia - refer to 'Who can apply?' (above) for further details

Is the Program available to Supporting Innovation in South Australia (SISA) Visa Holders?

- Yes, if they meet with the Program's eligibility requirements.

Will I need to contribute to/match government funding provided?

- No

Do I get paid to participate?

- If you are approved to proceed into the Feasibility Stage - you will be eligible for \$5000 to help you prove the feasibility and viability of your solution.
- If you are approved to proceed into the pilot/proof-of-concept stage - you will be eligible to claim against eligible program expenditure up to the approved amount set out in the Innovation Development Agreement you negotiate with a government challenge owner.
- It is expected that all startups actively participate in all workshops

Will government be taking equity in exchange for the funding provided?

- No

Will testing be able to be conducted on government data and infrastructure?

- Potentially - by negotiation. Government challenge owners are expected to provide sufficient and timely access to people, data and infrastructure in order for teams to deliver the agreed outcomes set out in the Innovation Development Agreement.

Personal or sensitive data will not be provided for testing. Where required anonymised data may be provided subject to teams adhering to relevant privacy and confidentiality requirements.

What happens if the problem is not solved within the timeframe?

- The government challenge owner may decide to continue working with the startup. This would be at the discretion of the challenge owner and no further funds will be provided through this program.

Will there always be at least one startup funded per challenge issued?

- No - there may be times when a challenge does not attract sufficiently strong proposals for any to proceed into the feasibility or pilot/proof-of-concept stage. In these scenarios, the funding will be allocated to another challenge or round of the program and the government challenge owner is invited to resubmit their challenge into a later round of the program.

Are the challenge owners only looking for one solution to each challenge?

- Up to three startups may be approved to enter the feasibility stage for any given challenge; however, only one can be funded for a pilot / proof-of-concept.

I already have a product or solution. Does this program help me sell it to government?

- No. The intention of this program is help startups collaborate with government to co-design and develop innovative solutions that don't already exist. This objective of this Program is less about selling existing products / services that could be sourced through a standard procurement approach.

I have identified a problem with a government organisation. Can you make them take it forward as a Challenge?

- No, the program isn't designed for this purpose. It's up to government agencies to identify their problems/challenges. However, if you think the identified problem should be part of the program, let us know and we can explore this further.

Who can I talk to for further Information about the Program?

Contact the Program Manager via DIS.SmartProcure@sa.gov.au