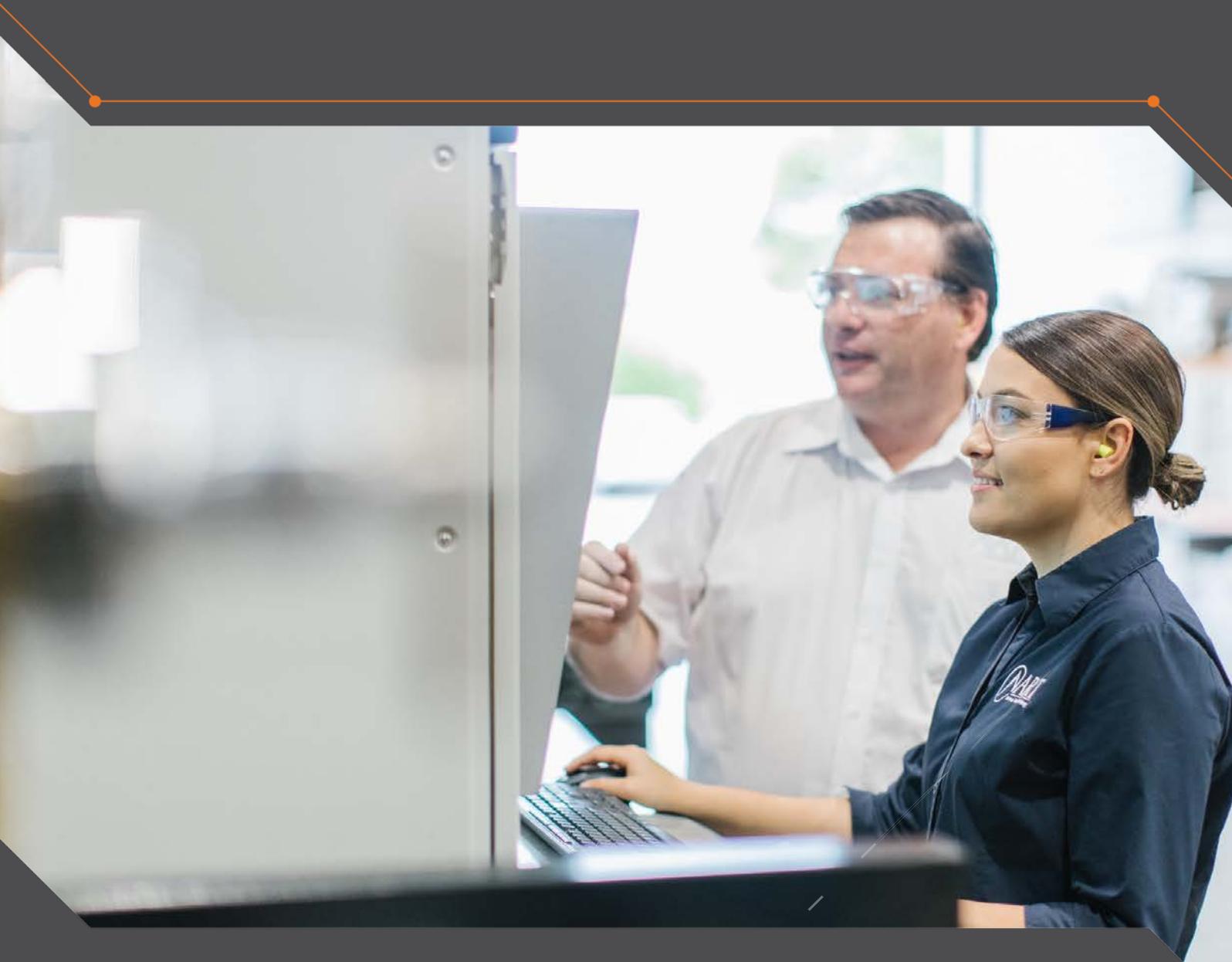


Made in Queensland Round 3 – Helpful Hints for Completing an MIQ EOI Application

This Guide explains how to apply for funding under the Made in Queensland Program. You should read this Guide and the Made in Queensland Round 3 Program Guidelines before completing an Expression of Interest application.



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Any references to legislation are not an interpretation of the law. They are to be used as a guide only. The information in this publication is general and does not take into account individual circumstances or situations. Where appropriate, independent legal advice should be sought.

Copies of this publication are available on our website at www.dsmip.qld.gov.au/miq and further copies are available upon request to:

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Contents

Introduction	4
Before starting your EOI application	4
Submitting your EOI application	4
Guide to answering questions in your EOI application	5
Eligibility requirements for the applicant entity	11
Eligibility requirements for your proposed MIQ project	12
Mandatory attachments to your EOI application	12
Online form – sample only	13

Introduction

This Guide explains how to apply for funding under the Made in Queensland (MIQ) Program. You should read this Guide and the Made in Queensland Round 3 Program Guidelines before completing an Expression of Interest application. The Program Guidelines for Applicants can be found on the [Made in Queensland](#) page on the Department of State Development Manufacturing, Infrastructure and Planning website. Expressions of Interest (EOI) applications are to be submitted through the online application form on the Made in Queensland web page.

The material contained in this Guide is made available on the understanding that the Queensland Government is not providing professional advice, and that users exercise their own skill and care with respect to its use and seek independent advice where or if necessary.

If you have any questions or require assistance, please contact the Made in Queensland team via phone 3452 7303 or email MadeInQueensland@dsdmip.qld.gov.au.

Before starting your EOI application

When preparing your EOI, it is important to keep the following in mind:

- Before applying you should read this Guide, the Program Guidelines, and the Funding Agreement template.
- The MIQ Program Round 3 is a two-stage competitive process. Submission of an EOI does not guarantee you will be invited to submit a Detailed Application.
- EOI applications must satisfy all the eligibility criteria identified in the Program Guidelines for Applicants. Applications that do not satisfy the eligibility criteria will be deemed ineligible and not assessed.
- Eligible EOI applications will be assessed, scored and ranked.
- The highest-ranking applicants from the EOI assessment may be invited to progress to Stage 2 (Detailed Application). Shortlisted EOI applicants may be invited to submit a Detailed Application in November 2019.

Submitting your EOI application

To apply, you must:

- complete the online application form available on the Made in Queensland page of the Department of State Development, Manufacturing, Infrastructure and Planning website: www.dsdmip.qld.gov.au/MIQ
- address all eligibility criteria
- provide all the information requested
- include all necessary attachments

Submission of the EOI requires you to accept the Terms and Conditions of submission and certify that you are authorised by your business to submit the application.

Guide to answering questions in your EOI application

This section provides information about how to respond to the questions in the application form that are related to the proposed MIQ project (specifically, Questions 29-35 and Questions 44-46). Questions **1-28** in the EOI are about your business.

Question 29. What is the title of the proposed project?

Enter a succinct and descriptive project title so that the project can be quickly and easily identified; e.g. *Smart Prosthetics Project*.

Question 30. In 250 words or less, provide a brief description of the proposed project to be undertaken with the Made in Queensland Grant?

What will the project deliver? Provide a clear and concise summary of the project that includes:

- how the project aligns with the strategic direction of the business
- the key components of the project
- the main benefit of the project to the business

Example of a Project Description

The Smart Prosthetics Project will provide the business with industry-leading capability to embed smart sensors into artificial limbs, using automated production techniques. This is currently an overseas outsourced activity. Embedded sensors provide significantly greater comfort and a highly responsive prosthetics product.

The project will enable production of 5000 smart prosthetics annually in Queensland, displacing imports. The project will acquire and install state-of-the-art 3D printing devices, automated production equipment and smart electronic support systems

If the application is for one or more stages of a larger project, provide details only about the stage or stages to be delivered with Made in Queensland funding. Details of the broader project can be provided in the response to EOI Question 31.

Question 31. Why is the proposed project important to the business?

In 500 words or less, your application should clearly state what the opportunity is, how the project will allow the opportunity to be realised, how the project aligns with the Strategic Direction of the business and how it is expected to increase profitability.

Examples of an opportunity may include (but not limited to):

- Adopting new or emerging (proven) leading-edge technologies in processing/manufacturing
- Diversifying into new or emerging markets with your existing products
- Entering export markets or displacing imports
- Reshoring or onshoring manufacturing (internalising outsourced activities) currently outsourced from overseas
- Responding to significant opportunities in an existing market
- Significant cost reduction and/or productivity improvements

Information which addresses this question may include (but not limited to):

- A description of the opportunity for the business and the anticipated increase in profitability
- Details of the background of the opportunity
- How the opportunity is different from what the business is currently doing
- Proposed strategy to take advantage of the opportunity
- A description of the capabilities the business needs to realise the opportunity
- A description of the business and technical capabilities the project provides

- Relevant facts and historical and projected figures to support your response
- Current profits compared to projected profit improvements, over 3-5 years

Examples of evidence of an opportunity may include (but not limited to):

Relevant facts and historical and projected figures to support your proposal may include:

- Supply contracts or enquiries from businesses looking for a supplier
- Information pertaining to the currently outsourced activities and what internalising these activities will mean to the business and the State

Information which demonstrates alignment with strategic direction may include (but not limited to):

- Details of the business' goals and current priorities relating to the opportunity.
- Identify any linkages to other initiatives/current activities.
- References to supporting documents

Examples of supporting evidence includes (but not limited to):

- Independent evaluation report (or similar independent business diagnostic or benchmark such as future mapping, lean audit, value stream map etc)
- Business planning documents, including business plan and strategic plan
- Consultant reports that assess the capability of your business and identify areas of opportunity (gaps) to advance your business
- For an energy efficiency project, an Energy Management Plan would be expected

Please identify this type of documentation in your EOI application, noting that you do not need to provide this documentation as evidence at EOI stage.

If your EOI is shortlisted and you are invited to submit a Detailed Application, you will be required to build on your response and verify statements via provision of supporting documentation (evidence) as indicated above, with your Detailed Application. If you do not currently have independent documentation, please tell us in your response how you plan to obtain this prior to the Detailed Application stage.

Question 32. Explain how the project will involve the adoption of integrated, leading-edge, advanced technologies (equipment and/or systems and strategies) supporting business transformation embracing industry 4.0.

Your application should demonstrate current industry processes and technologies compared to the proposed innovative processes, technologies and/or strategies enabled by the project. The project should also demonstrate the recent industry-leading advancements the project will introduce to the business and describe how the project will provide an integrated solution or strategy encouraging the business to transform to or enhance advanced manufacturing.

Example overview of adoption of innovative processes, technologies and/or strategies:

Introduction of the ABC cloud-based IT systems will enable the business to continue to adopt and integrate the latest innovative technologies and service models. The proposed platform will support the execution of our specialised, holistic customer service program alongside the establishment of our interconnected business facilitating improved communication across the organisation (machine to machine, human to machine, and human to human). The new innovative processes involve the adoption of international best practice, these coupled with the integrated systems supports the value-add proposition further differentiating our offerings, whilst improving organisational efficiencies by up to 20%.

Example overview of leading-edge encouraging advanced manufacturing:

The creation of a comprehensive monitoring system for value chain management facilitates real-time response across the business from organisational operations to suppliers/customers, establishing a business of the future. Use of the latest leading-edge technology will improve efficiencies in the supply chain, our inventory management and manufacturing, supporting a sustainable just in time model.

Information which addresses this question may include (but not limited to):

- A description of the businesses current practice in relation to the proposed MIQ funded project
- A description of the challenges the business is facing
- A description of the new innovative processes, technologies or strategies that your business will adopt, demonstrating the intended integration with existing and/or new systems (connectivity), processes or workflow
- A description of the leading-edge nature of the project (equipment and/or systems, strategies) that your business will acquire demonstrating integration with existing or new systems (connectivity), processes or workflow
- A description of how the project significantly supports or develops the business' advanced manufacturing capability
- Identify the application, function or purpose that makes the project innovative and demonstrate the adoption of international best practice
- Identify the application that makes the project industry-leading
- A description of the project item/s including key specifications, functions or capabilities integral to supporting the claims
- If the project combines equipment purchases with systems, processes or strategies, describe how the combination would be considered innovative
- If the project combines equipment project items with systems, processes or strategies, describe how the combination is essential and integral to achieving the desired business transformation i.e. advanced manufacturing
- For equipment proposals, ensure to demonstrate the recent industry advancements the new equipment embodies that your existing equipment, and the equipment already in the market/industry does not possess, and how the equipment provides an integrated solution
- If processes or technologies are to be adapted from other industries, provide an explanation of present use and clarify the correlation, adaptation and suitability
- Provide relevant facts and figures to support your response

Examples of evidence of innovation and/or adoption of international best practice include (but not limited to):

Relevant facts and figures to support your proposal might include:

- Reviews of the innovation or prescribed international best practice from industry groups / industry magazines, blogs, or research journals, from reputable sources
- Independent market research from reputable sources
- Consultant reports e.g. from an engineering firm
- Recent trade show data and reviews and/or journaled peer review articles

Ensure to cite external references to support any claims regarding the adoption of innovated processes and technologies, and international best practice.

For a project with, for example, an energy efficiency strategy component, a high-level Energy Management Plan would be expected at EOI with the full plan provided at Detailed Application.

For a project resulting from R&D outcomes that have been validated, reference the Research Organisation engaged with the R&D and the level of validation beyond 'benchtop trials', demonstrating acceptance, scalability and commercial viability.

If your EOI is shortlisted and you are invited to submit a Detailed Application, you will be required to build on the EOI and provide further evidence and details, including copies of the independent reviews, market research and any scientific or engineering data necessary etc. to support claims.

During the Detailed Application stage, where necessary, a full technical assessment by industry experts, selected by the Department in its absolute discretion, may be undertaken to verify claims by the applicant about the leading-edge nature of the project (equipment and/or innovative systems).

Note that proposals for the purchase of equipment/systems or processes to bring a process in line with existing industry practice will not be eligible for program funding.

Question 33. Explain how the proposed project will build the capacity of your business to increase its productivity and international competitiveness?

Your application should describe the benefits of the project to the business, ensure the expected benefits are quantified.

Information which addresses this question may include (but not limited to):

- Forecast sales domestic and export, over 3-5 years with an explanation of percent increase from current sales
- Current productivity compared to projected productivity improvements including achieving optimal economies of scale:
 - Unit / volume output
 - Revenue or output per employee
 - Average lead time
 - Frequency of inventory stock-outs
- Efficiency improvements – reduction in manufacturing cycle time
- Current costs compared to projected cost reductions:
 - Cost per unit of output
- For project-based businesses:
 - Explain the expected reduction in time to completion and cost for your most recent project; i.e. actual vs projected for timeline and costings highlighting the key areas of improvement
 - Assumptions made in estimating cost reductions
- Details of reduced reliance on overseas supply chains
- An explanation of how estimates were calculated and key assumptions

Examples of cost reduction opportunities

Your estimate of cost reductions may be from changes in:

- Hours of rework
- Number of defects
- Materials waste
- Administration costs, transport and freight costs (e.g. from reduction in imports)
- Stock on hand

If your EOI is shortlisted and you are invited to submit a Detailed Application, you will be required to build on the EOI and provide further evidence and details, including raw data as evidence, to support claims.

Question 34. Based on the responses provided in Questions 20-25, demonstrate how job estimates have been made i.e. how will the proposed project protect traditional manufacturing jobs and create new high-skilled jobs of the future?

Information which addresses this question may include (but not limited to):

- A high-level list of current roles, new skills requirements and upskilling opportunities
- A list of new roles to be created and indicate which of these will be associated with redeployment, upskilling and new jobs generated as a result of the project
- Demonstration of sustainable business growth supporting jobs growth projections via reference to future contracts or contracts pending, or memorandum of understanding (MOU) with potential customers, or firm sales forecasts against key companies already engaged (already known to the business)
- High-level market research supporting market growth/expansion opportunities

If your EOI is shortlisted and you are invited to submit a Detailed Application, you will be required to provide evidence of: upskilling such as training plans and training schedules with milestones (dates); market opportunities including details of contracts pending, names of companies engaged and business opportunities in the pipeline; testimonials; market research etc. to support claims.

Question 35. What are the expected benefits of the proposed project to the State?

In 250 words or less, your application should describe the broader benefits of the project to:

- Your business
- The local/regional economy
- The Queensland economy

Information which addresses this question may include (but not limited to):

- An explanation of how the project could encourage more investment and expansion
- A description of the benefits to local industry sector and supply chain
- Quantify benefits where possible
- References to reports/reviews that support your response
- References to contracts pending, or memorandum of understanding (MOU) with local suppliers and potential customers already known to the business

If your EOI is shortlisted and you are invited to submit a Detailed Application, you will be required to build on the EOI and provide further evidence and details, including providing copies of the actual reports and reviews, and details of proposed business or pending contracts (size/amount and with whom) etc. to support claims.

Question 44. Attach estimated project costings for the maximum 12 months project term

Attach estimated project costings for the maximum 12 months project term.

Your application must provide a breakdown of the total cost of the project. A Project Cost Breakdown template is available in the online program application form. For each line item, you should indicate:

- Whether the cost is eligible or ineligible for MIQ funding under the Program Guidelines
- Whether you are seeking program funding for the cost or you will fund the cost

The total cost of the project must include all project costs, both eligible and ineligible for program funding. Eligible Projects are outlined in the Applicant Guidelines Section 2.4 Eligible Projects. Ineligible project costs are outlined in the Applicant Guidelines Section 2.5 Ineligible project costs. Please refer below for an example of the Project Cost Breakdown:

Made in Queensland Program - Round 3			
Applicant Entity Name: Example Pty Ltd			
Project cost breakdown - for EOI			
This template is to be completed and submitted with your Made in Queensland EOI application form. Please ensure the Project item details provide sufficient detail for the assessment panel to review your application.			
Project item	Program grant funds sought (ex GST)	Business contribution funds (ex GST)	Total item cost (ex GST)
ABC equipment sensors and monitoring system from XYZ Pty Ltd	\$120,000	\$120,000	\$240,000
Network Cabling and cable installation from QRS Pty Ltd		\$ 25,000	\$ 25,000
Widget auto action by Wonder Pty Ltd	\$250,000	\$250,000	\$500,000
Installation, Commissioning and Training	\$ 5,000	\$ 5,000	\$ 10,000
Freight and contingencies		\$ 30,000	\$ 30,000
Building extensions by Best Builders Pty Ltd		\$ 60,000	\$ 60,000
Total (ex GST)	\$375,000	\$490,000	\$865,000

If your EOI is shortlisted, you will need to provide the following in your Detailed Application:

- further substantiation of project costs (e.g. three quotes from different suppliers/service providers for each project item)
- demonstration that costings submitted in your detailed application are consistent with costings in the EOI.

At the Detailed Application stage, a more detailed assessment of cost estimates, including whether they are eligible under the program, will be conducted.

Question 45. When is the proposed project due to start and finish?

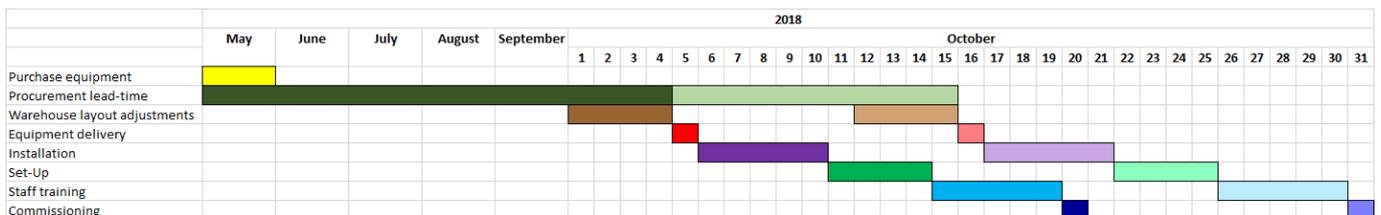
Describe how the proposed project is achievable within the stated budget and timeframe. No elements of the MIQ proposed project (the subject of grant funding) can commence or be paid for until after the funding agreement has been executed.

Please enter the date format DD/MM/YYYY.

Question 46. Attach a simple project timeline or GANTT Chart for the project

Indicate timeframes for the phases of the project, up to and including project completion. Ensure to include contingencies with timelines however, it is important to note, that costs associated with contingencies are ineligible as per the Applicant Guidelines Section 2.5 Ineligible project costs.

Please refer below for an example of a Gannt Chart:



If your EOI is shortlisted to the Detailed Application stage, you will be required to build on the EOI and provide further evidence and details to support that the project is achievable in the stated budget and timeframe

Checklist of EOI requirements

Eligibility requirements for the applicant entity

- Is the applicant entity a Queensland-based manufacturer?
 - conducts manufacturing activity in Queensland
 - has a majority annual turnover from manufacturing
 - undertakes manufacturing activity defined under **Division C of the ANZSIC**
 - if the applicant entity does not meet the ANZSIC code requirement as outlined above provide details to demonstrate why the business should be considered a manufacturer.
- Is the applicant entity registered for GST and an active ABN holder?
- Does the full applicant entity name match the ABN provided?
- Is the applicant entity:
 - a small to medium enterprise (SME)?
 - employing between 5-200 full-time equivalent in Queensland?

If not, you will need to demonstrate why the applicant entity should be considered a SME.

- Can the applicant entity fund the project cost, recognising the Department's contribution is paid as a reimbursement?
- The applicant entity, or an associated entity, must not have already been approved to receive (in aggregate) more than \$2.5 million in MIQ funding.
- The applicant entity must not be insolvent or have owners or directors that are bankrupt.
- The applicant entity must not be a government agency, statutory body or not-for-profit.

Eligibility requirements for your proposed MIQ project

- Does the proposed project:
 - deliver industry-leading capability encouraging the business to transform to, or enhance, advanced manufacturing?
 - involve the adoption of innovative processes, technologies and strategies?
 - increase the productivity and international competitiveness of your business and the Queensland economy?
 - support traditional manufacturing jobs and create new high-skilled manufacturing jobs of the future?
- Does your project directly align with the strategic direction of your business?
- Is the funding sought within the fund limit of \$50,000–\$2.5 million?
- If you or an associated entity have been approved for funding in MIQ Round 1 or Round 2, is your proposed project in Round 3 independent of project(s) funded under those rounds?
- Is your project:
 - able to be completed within 12 months?
 - scheduled to start after the earliest anticipated approval date and after a funding agreement has been executed?
- Will the applicant entity be able to provide supporting documents (evidence) that validate the effectiveness and verify the projected outcomes of your proposed project?

If your EOI is shortlisted, you will need to provide these documents at Detailed Application stage.

Mandatory attachments to your EOI application

- A completed Project Cost Breakdown that lists project components and their costs (refer to template in the application form and to the example provided in Question 48 above)
- A completed Project timeline or Gantt chart (as per the example provided in Question 40 above)
- For applicants set up under a corporate trust, a current trust deed (and any variations including Deed of Accession) and corporate governance structure.

Made in Queensland – Round 3 Expressions of interest

Online form – sample only

Consultation overview

The Made in Queensland program is a Queensland Government initiative supporting our manufacturing sector to become more internationally competitive and adopt innovative processes and technologies. The grants program is ultimately aimed at increasing jobs in Queensland manufacturing businesses and growing the state's economy.

Following the success of Rounds 1 and 2 and the high level of interest in the Made in Queensland initiative, the Queensland Government has expanded the program and streamlined the application process with updated criteria and Applicant Guidelines for Round 3.

- [What is Made in Queensland?](#)
- [Made in Queensland - Round 3 Applicant Guidelines](#)
- [Helpful Hints for completing an MIQ3 EOI Application](#)

Grants of between \$50,000 to \$2.5 million (excluding GST) will be available on a matched funding cash basis in respect of "Eligible Projects" proposed by eligible Queensland-based manufacturing SMEs. Details of the eligibility requirements are set out in the MIQ Guidelines.

Note: The total value of all MIQ grants received by any one entity (including the entity's Associated Entities) across all rounds of the MIQ Program must not exceed \$2.5 million.

Applications for Round 3 will be assessed through a two-stage competitive process. Stage 1 involves applicants submitting their expression of interest (EOI).

Small-to-medium Queensland-based manufacturers are welcome to submit their EOI for the Made in Queensland program from Tuesday 10 September 2019 to Friday 11 October 2019, 5.00pm (AEST). To submit your EOI you must:

1. read all the important documents above
2. submit your application via the online EOI form below before the closing date and time.

EOI applications will be assessed and those shortlisted will be invited to submit detailed applications in November 2019 with announcements expected in February 2020.

Important details

Email	madeinquensland@dsgmip.qld.gov.au
Open date	Tuesday, 10 September 2019
Close date	5.00pm, Friday 11 October 2019 (AEST)

Questions	
Preliminary eligibility checks and business information	
1.	<p>You must read the Made in Queensland Applicant Guidelines before you proceed.</p> <p>Please confirm that you have read and understood Applicant Guidelines, including the business and project eligibility criteria.</p>
2.	<p>What is the full name of the entity applying for the Made in Queensland (MIQ) grant?</p> <p><i>This must be the name of the Queensland-based manufacturing entity responsible for the project, that will be paid grant funding. The full entity name must match the associated ABN provided in the next question below (verifiable on the Australian Business Register website http://www.abr.business.gov.au/).</i></p>
3.	<p>What is the ABN of the manufacturing entity applying for the grant?</p> <p><i>ABN must be for the manufacturing entity responsible for the project, that will be paid grant funding. The ABN must match the entity name provided above (verifiable on the Australian Business Register website http://www.abr.business.gov.au/).</i></p>
4.	<p>If the applicant entity is a registered company, provide the ACN.</p> <p><i>The ACN must be for the manufacturing entity responsible for the project, that will be paid grant funding. The ACN must match the entity name provided above (verifiable by ASIC registration).</i></p>
5.	<p>Is the applicant entity established through a trust?</p> <p><i>If yes, you must supply the current trust deed, any trust deed variations and corporate structure to this application.</i></p>
6.	<p>Attach current trust deed (if applicable)</p> <p>DOC or PDF format only</p>
7.	<p>Attach current corporate structure (if applicable)</p> <p>DOC or PDF format only</p>
8.	<p>Is the applicant entity registered for GST?</p>
9.	<p>When was the applicant entity established?</p> <ul style="list-style-type: none"> • Year established • Month established
10.	<p>Is the applicant a Queensland based manufacturer?</p> <ul style="list-style-type: none"> • Yes • No <p><i>To be eligible for a MIQ grant the manufacturing business must be located in Queensland. The business headquarters or other operations may be outside Queensland.</i></p>

<p>11.</p>	<p>What is the applicant's four-digit Australian and New Zealand Standard Industrial Classification (ANZSIC) code/s?</p> <p><i>Please enter numbers only</i></p> <p><i>Not sure? Look up an ANZSIC code on the ATO website.</i></p> <p><i>To be eligible the entity must be a Queensland-based business whose principal activity and majority annual turnover is derived from manufacturing, as defined under Division C of the Australian Bureau of Statistics.</i></p> <p><i>If your business does not meet the ANZSIC code requirement as outlined above provide details to demonstrate why the business should be considered a manufacturer.</i></p>
<p>12.</p>	<p>What is the physical address of applicant's primary manufacturing site?</p> <p><i>Street number and name</i></p> <p><i>Suburb</i></p> <p><i>State</i></p> <p><i>Postcode</i></p>
<p>13.</p>	<p>Is the project site address, for which this application applies, the same as the address above?</p> <ul style="list-style-type: none"> • Yes, go to Question 14 • No, please specify below. <p><i>Street number and name</i></p> <p><i>Suburb</i></p> <p><i>State</i></p> <p><i>Postcode</i></p>
<p>14.</p>	<p>Is the applicant headquarters' physical address the same address as the primary manufacturing site above?</p> <ul style="list-style-type: none"> • Yes, go to Question 15 • No, please specify below. <p><i>Street number and name</i></p> <p><i>Suburb</i></p> <p><i>State</i></p> <p><i>Postcode</i></p>
<p>15.</p>	<p>Is the applicant's postal address the same as the applicant's headquarters address above?</p> <ul style="list-style-type: none"> • Yes, go to Question 16. • No – please specify below. <p><i>Street number and name</i></p> <p><i>Suburb</i></p> <p><i>State</i></p> <p><i>Postcode</i></p>

<p>16.</p>	<p>Please provide the website URL and social media addresses of the business.</p> <p><i>Website</i></p> <p><i>Facebook</i></p> <p><i>Twitter</i></p>
<p>17.</p>	<p>Provide a brief overview of the business?</p> <p><i>Provide a clear and concise description of the manufacturing business in less than 100 words.</i></p>
<p>18.</p>	<p>What is the (FY 2018-19) turnover for the applicant's Queensland manufacturing operations?</p> <p><i>Please enter numbers only</i></p>
<p>19.</p>	<p>How many Full Time Equivalent (FTE) employees does the applicant entity currently employ?</p> <p><i>The business must be a Small to Medium Enterprise (SME) employing 5 to 200 FTE to be eligible for an MIQ grant.</i></p> <p><i>An FTE is the number of working hours that represents one full-time employee during a fixed time-period. The concept is used to convert the hours by several part-time employees into hours worked by full-time employees. An FTE is considered to be eight hours per day, five work days per week (2080 hours annually).</i></p> <p><i>Please enter numbers only.</i></p> <p><i>If your business does not meet the SME requirement as outlined above provide details to demonstrate why the business should be considered an SME.</i></p>
<p>20.</p>	<p>On project completion, how many of the FTE employees as outlined in Question 19 above, are expected to be retained at the business?</p> <p><i>Please enter numbers only</i></p>
<p>21.</p>	<p>On project completion, how many of the existing FTE employees as outlined in Question 19 above are expected to be upskilled?</p> <p><i>Answer "0" if no existing staff will be upskilled because of the project.</i></p> <p><i>Please enter numbers only and provide details and explanation in the related Project question – Question 34.</i></p>
<p>22.</p>	<p>How many new FTE jobs will be created as a result of the proposed project?</p> <p><i>Answer "0" if no new jobs will be created because of the project.</i></p> <p><i>Please enter numbers only and provide details and explanation in the related Project question – Question 34.</i></p>

<p>23.</p>	<p>How many of the new FTE jobs created as indicated in Question 22 above will be high-skilled?</p> <p>High-skilled jobs are jobs that require special skills, training, knowledge (usually acquired), ability and proficiency in the latest technologies and processes relevant to the industry</p> <p>Answer "0" if no new high-skilled jobs will be created because of the project.</p> <p>Please enter numbers only and provide details and explanation in the related Project question – Question 34.</p>
<p>24.</p>	<p>How many of the new FTE jobs as indicated in Question 22 above will be created in the first 12 months of project completion?</p> <p>Answer "0" if no new jobs will be created in the first 12 months of project completion.</p> <p>Please enter numbers only and provide details and explanation in the related Project question – Question 34.</p>
<p>Contact Information</p>	
<p>25.</p>	<p>Please provide the name, title and contact details of the key Executive responsible for the manufacturing entity in relation to the application.</p> <p>For example Chief Executive Officer, Director, Managing Director, etc.</p> <p>This person may be contacted to discuss this application and be asked to provide clarifications, or to authorise appropriate company liaisons.</p> <p>Executive title (Ms, Mrs, Mr, Dr, Professor) Executive first name Executive last name Executive position Executive phone (office) Executive phone (mobile) Executive email</p>
<p>26.</p>	<p>Is the Executive the primary contact person for this MIQ grant application?</p> <p><i>If you answer yes to this question the Executive will be contacted for any clarifications, further information and notification of the outcome of the assessment.</i></p> <ul style="list-style-type: none"> • Yes, go to Question 28 • No – go to Question 27
<p>27.</p>	<p>If the Executive is not the primary contact for this application, please provide details of the primary contact, in the event we have any questions about this application and responses.</p> <p><i>The primary contact must be an authorised company representative and be the main contact officer for all enquiries concerning this application. All correspondence and documentation concerning the</i></p>

	<p><i>application will be directed to this person. Only an authorised company representative can submit the EOI.</i></p> <p>Primary contact title (Ms, Mrs, Mr, Dr, Professor) Primary contact first name Primary contact last name Primary contact position Primary contact Phone (office) Primary contact Phone (mobile) Primary contact Email</p> <p><i>You will automatically receive an acknowledgement email when you submit your response.</i></p>
28.	<p>Please provide details for a secondary contact person (other than the Executive and primary contact) who we can contact if we have questions about this application and responses.</p> <p><i>This person must have a detailed knowledge of the project, they may be contacted to discuss this application and be asked to provide clarifications.</i></p> <p>Secondary contact title Secondary contact first name Secondary contact last name Secondary contact position Secondary contact phone (office) Secondary contact phone (mobile) Secondary contact email</p>
<p>Project information</p>	
<p>As part of this Expression of Interest, you are required to submit supporting documents as attachments, including:</p> <ul style="list-style-type: none"> initial total project costings for the maximum 12-month project term using the project cost breakdown template as provided a simple project timeline or GANTT Chart for the project. <p>If your EOI is short listed and you are invited to submit a Detailed Application, you will need to build on and evidence the information provided in the EOI. More detailed information including detailed quotes, financial business records and future forecasts are mandatory requirements in the second stage Detailed Application.</p>	
29.	<p>What is the title of the proposed project?</p> <p><i>Enter a succinct and descriptive project title so that the project can be quickly and easily identified for e.g. Smart Prosthetics Project.</i></p>
30.	<p>In 250 words or less, please provide a brief description of the proposed project to be undertaken with the Made in Queensland grant.</p> <p><i>Please explain what the project will deliver, what change the project will provide to your business, for e.g. current state to proposed future state.</i></p>

	<p>What are the key components of the project and what are the main benefits?</p> <p>Claims must be supported by an independent report or review external of your business.</p>
31.	<p>Why is the proposed project important to the business?</p> <p>In 250 words or less, explain how the project aligns to the strategic direction of the business, what the opportunity is, how the project will allow the opportunity to be realised and how the project will increase profitability.</p> <p>If your EOI is shortlisted you will be required to verify this statement with supporting documents (e.g. business plan, strategic plan and external independent report, Market Research and Benchmark or similar business evaluation including value stream map, future map etc, financial modelling demonstrating increased profitability) which need to be provided at the Detailed Application stage.</p>
32.	<p>Explain how the project will involve the adoption of integrated, leading-edge, advanced technologies (equipment and/or systems and strategies) supporting business transformation embracing industry 4.0</p> <p>Please demonstrate how the proposed project supports the adoption of innovative processes and technologies. Describe the current industry processes and technologies compared to the proposed innovative processes and technologies enabled by the project. Cite external references to support any claims regarding the adoption of international best practice. For a project with, for example, an energy efficiency component, an Energy Management Plan would be expected.</p> <p>If the project is as a result of R&D outcomes that have been validated, reference the Research Organisation engaged with the R&D and the level of validation (beyond 'benchtop trials'), demonstrating acceptance, scalability and commercial viability.</p> <p>It is also important to demonstrate how the proposed project is leading-edge. Describe the recent industry advancements the project will introduce to the business and describe how the project will provide an integrated solution encouraging the business to transform to, or enhance, advanced manufacturing.</p> <p>For equipment proposals, demonstrate the recent industry advancements that the new equipment embodies that equipment already in the market/industry does not, and how the equipment provides an integrated solution. Evidence such as independent industry reviews, research papers, research journals, and other professional magazines should be used to support your claim that the project is industry-leading and advanced.</p> <p>If your EOI is shortlisted to the Detailed Application stage, you will be asked to provide further evidence and details to support your claim.</p>
33.	<p>Explain how the proposed project will build the capacity of the business to increase its productivity and international competitiveness?</p> <p>Explain the benefits of the project and quantify the expected benefits for example, current unit output vs projected unit output (per cent increase) and more.</p> <p>If your EOI is shortlisted you will be required to verify these improvements by provision of transparency behind the quantifiable data at Detailed Application stage (e.g. production units/rate supporting the statistics, the elimination of outsourcing, reshoring/onshoring of activities and export).</p>
34.	<p>Based on the responses provided in Questions 20-24 above, demonstrate how these job estimates have been made i.e. how will the proposed project protect traditional manufacturing jobs and create new high-skilled manufacturing jobs of the future?</p>

	<p>Provide a brief description of current roles, new skills requirements and upskilling opportunities. Describe the type of new high-skilled roles that will be created and demonstrate sustainable business growth including indication of future contracts or future markets (market expansion).</p> <p>For example, how will the proposed project protect traditional manufacturing jobs and create new high-skilled manufacturing jobs of the future?</p> <p>If your EOI is shortlisted to the Detailed Application stage, you will be asked to provide further evidence and details to support claims.</p>
35.	<p>What are the expected benefits of the proposed project to the State?</p> <p>In 250 words or less, outline the benefits to the local market and Queensland (e.g. what is the impact on the broader value chain?).</p> <p>Refer to project guidelines and assessment criteria at www.dsdmip.qld.gov.au/miq</p>
Project planning and cost estimate	
36.	<p>Has this applicant entity or any associated entity been approved for an earlier Made in Queensland (MIQ) grant?</p> <ul style="list-style-type: none"> • Yes • No
37.	<p>Has the applicant entity been approved for a grant, either already under contract or contract pending, or already received funding, for the same proposed project or project item/s subject to the MIQ Round 3 application for funding, under another Queensland Government or Federal Government grant or scheme?</p> <ul style="list-style-type: none"> • Yes • No <p>Provide details of the project or project item/s, including funding approved, awarded or received, that are the same as those subject to the MIQ Round 3 application for funding.</p>
38.	<p>What is the total cost for the MIQ proposed project that the applicant entity is applying for (excluding GST)?</p> <p>This value should be equal to the attached cost estimate submitted under Question 44.</p> <p>Please enter numbers only.</p>

39.	<p>How much MIQ grant funding is the applicant applying for?</p> <p><i>The grant funding amount must be between \$50,000 and \$2.5 million. You will be asked to complete and submit a project cost breakdown in this application. This grant funding amount must be the same as the grant amount in the project cost breakdown. Ensure that the grant funding is based on 50 per cent of eligible costs.</i></p> <p>Please enter numbers only.</p>
40.	<p>What funds (excluding GST) will the business contribute to the proposed project?</p> <p>The contribution by the business must be equal to or more than the grant funding requested. This amount must align with the project cost breakdown to be uploaded in the next question.</p> <p>Please enter numbers only.</p>
41.	<p>Outline how the business will fund its contribution?</p> <ul style="list-style-type: none"> • Existing cash reserves • Debt • Both • Other – please specify below
42.	<p>If the business will use debt to contribute towards the proposed project, provide detail of the debt funding source.</p> <p>Note: chattel mortgage, lease to purchase, equipment funding or other arrangements where a financial institution holds security over the equipment are NOT eligible.</p>
43.	<p>Provide a description of how the proposed project costs were estimated.</p> <p>Explain the basis for the project cost estimates, for e.g. quotations from supplier, internal estimates, other sources provide details.</p>
44.	<p>Attach estimated project costings for the maximum 12 months project term.</p> <p>Complete the MIQ Project Cost Breakdown template available at www.dsdmip.qld.gov.au/miq and upload with this application.</p>
Project timing	
45.	<p>When is the proposed project due to start and finish?</p> <p>Please enter date in format DD/MM/YYYY</p> <p>Describe how the proposed project is achievable within the stated budget and timeframe. No elements of the MIQ proposed project (the subject of grant funding) can commence or be paid for until after the funding agreement has been executed.</p>

46.	<p>Attach a simple project timeline or GANTT Chart for the project</p> <p>Excel or PDF format only</p>
Your declaration	
<p>I confirm I have read the MIQ Guidelines for Applicants dated September 2019 and:</p> <ul style="list-style-type: none"> • accept the full terms and conditions of the guidelines • understand submission of an application does not guarantee funding approval for either all or part of the funding sought • understand any offer of funding will be subject to the applicant executing a funding agreement with the Queensland Government • understand that I am liable for any costs incurred in relation to making this application. <p>I undertake that:</p> <ul style="list-style-type: none"> • I will promptly notify the State if a change in circumstances causes the information in this application to be inaccurate or incomplete in a material respect. <p>I acknowledge and authorise the MIQ team and the Queensland Government:</p> <ul style="list-style-type: none"> • to undertake any necessary checks (subject to any written notification as to confidentiality provided to the Queensland Government) • to confidentially discuss the application with approved assessors, professional advisers and other government agencies. 	
47.	<p>I confirm that I have read and understood all the statements above and am authorised to sign this acknowledgement on behalf of the applicant.</p> <ul style="list-style-type: none"> • Yes • No.



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