

Queensland Biomedical Business Attraction Program

Frequently Asked Questions

About the program

1. What are the aims of the Queensland Biomedical Business Attraction Program (QBBAP)?

The program is designed to help Queensland-based biomedical suppliers to attract national and international clients to develop their biomedical products in Queensland.

The program aims to:

- raise awareness of Queensland capabilities with a view to attracting biomedical industry to Queensland
- encourage non-Queensland-based businesses to collaborate with Queensland-based businesses and use Queensland-based biomedical capability to develop biomedical products
- sustain specialised jobs and provide training opportunities in the Queensland biomedical sector
- enable Queensland-based businesses to enter/embed themselves into the national and international value chain to develop biomedical products.

2. Why is the program needed?

We are delivering on a key initiative of the Queensland Biomedical 10-Year Roadmap and Action Plan designed to attract interstate and international biomedical industry to access Queensland's biomedical capability.

The Queensland biomedical sector asked for support to increase national and international awareness of its capabilities and access to markets. We listened and responded with this program.

As one of our priority industry sectors, the growth of the biomedical industry will help diversify the state's economy and create knowledge-based jobs for the future.

3. How does the program work?

The Queensland Government will support successful applicants with up to one third of the fees they would charge a national or international client to develop a biomedical product (with a cap of \$250,000).

4. What is the funding commitment required from the client?

The amount of support sought from the program can be up to one third of the total fees to be charged to the national or international client, with the national or international client to pay at least two thirds of the fees.



For example, if you apply for \$250,000 (excluding GST) and your application to the program is successful, your proposed national or international client must commit to paying a minimum of \$500,000 (excluding GST) toward the biomedical services to be provided by you. The commitment must be cash. In-kind payments are not considered cash.

5. What costs can the funding from the client be used for?

The funding from the national or international client will be used to meet a minimum of two thirds of the cost of obtaining the biomedical services to be provided by the applicant.

6. Does the client's funding contribution need to be available up front?

No, but the application must include a letter of intent from the chief financial officer, chief executive officer, or another duly authorised person from the proposed national or international client committing the funding should the application to the program be successful.

7. What is a 'biomedical service' or 'biomedical product'?

Biomedical services are provided to support the development of a biomedical product. The services must be capable of being completed within 24 months of the execution of a funding agreement, and be wholly carried out in Queensland.

'Biomedical product' includes:

- medical devices and diagnostics
- pharmaceuticals
 - traditional, bio-pharmaceuticals and cell therapies
 - complementary medicines
- supporting digital technologies – including eHealth.

8. What services can be funded?

Eligible services must be provided in Queensland and include:

- services that meet the Biomedical Service requirements in section 2.2.2 of the Applicant Guidelines
- design development and validation services
- building or testing a prototype
- contract development and/or manufacturing services
- contract research services related to development of a biomedical product
- specialist advice or professional services including:
 - corporate structuring services, Australian incorporation costs and tax advice including R&D tax incentive advice
 - regulatory and/or reimbursement advice
- commercialisation advice and services
- cost of small items of plant and equipment (capital items) necessary to provide quoted biomedical services to the proposed national/international client as detailed in the application
- only biomedical services provided within 24 months of a signed funding agreement.

9. How will funding support from the program be paid?

Funding will be paid in Australian dollars to the successful applicant.

Payments will be made in accordance with milestones contained in the funding agreement between the successful applicant and the State.

The milestones will be based on the payment milestones in the service contract between the applicant and the national or international client.

Funding support will be paid as and when the national or international client pays milestone payments as evidenced by the receipt of payment for an invoice.

10. How many projects are likely to be funded?

The number of recipients will depend on the funding pool allocated to this funding round and the quality of the eligible applications submitted.

11. Where can I find more information?

For more information about the program, please visit the Department's website:

<https://www.statedevelopment.qld.gov.au/industry/critical-industry-support/biomedical>

12. Who do I contact if I have a query?

The Biomedical Sector team can be contacted at biomedical@dasilgp.qld.gov.au.

About the application process

13. What do I need to include with my application?

The following must be included:

- Completed application form through the SmartyGrants online grants system
- Written quote from the applicant for provision of the proposed services to the national/international client that clearly identifies the part of the fee to be paid by the client and the part to be supported by the State
- Letter of intent from the national/international client
- The applicant's financial statements including balance sheet, cashflows and notes of account prepared by a CPA/CA qualified accountant for three full financial year (or the period of operation where the applicant has been operating for less than three full financial years)
- A signed declaration acknowledging acceptance by the applicant of the standard terms and conditions.

14. Do I need to provide a quote for services to the proposed national or international client before applying?

Yes. Before applying you must provide a written quote to the proposed national or international client for the services to be provided.

The quote must clearly identify the part of the fee to be paid by the national or international client and the part to be supported by the State.

You must submit a copy of the quote with your application to the program.

15. Can I submit more than one application?

Yes, if you determine you have more than one eligible project, you are able to submit more than one application. However, each project must be able to proceed on its own and not be dependent on the success of another application.

16. If I have more than one proposal to submit, would I have a better chance of success if I submit fewer proposals or if I seek a lesser amount of funding?

Applicants are encouraged to submit all applications that are ready and that they believe would be eligible, and to seek the amount of funding required to complete the project (up to a maximum of \$250,000 excluding GST). The total funding provided to successful applicants may be subject to negotiation.

17. What weighting is placed on each assessment criterion?

Each criterion is weighted at 25%. Please refer to the Applicant Guidelines.

18. When does the program open and close?

The program opens to applications on 6 March 2024 and will close on 31 May 2024 at 5pm.

19. When will successful applications be announced?

It is anticipated that successful applicants will be notified in late August 2024.

About the Funding Agreement

20. What is in the funding agreement?

A template funding agreement is published on the Department's website: <https://www.statedevelopment.qld.gov.au/industry/critical-industry-support/biomedical/queensland-biomedical-business-attraction-program>

21. Does the whole project have to be completed within the 24 months contemplated by the agreement?

Yes, however the project that is the subject of the application could form one part of a larger program of works being undertaken by the client and the applicant. The application should clearly identify the extent of the project that is the subject of the application.

22. Are the terms and conditions negotiable?

No. Successful applicants will be required to enter into the terms and conditions contained in the template funding agreement published on the Department's website.

Eligibility of the applicant and client

23. Who is eligible to apply?

In order to be eligible, an applicant must:

- be a company or business that has a physical, staffed and functioning office in Queensland providing biomedical services from a physical location in Queensland or capable of delivering such services in Queensland
- have been operating for at least 12 months prior to the application closing date
- have a valid Australian Business Number (ABN)
- be GST registered.

Individuals and sole traders are not eligible. Collaborations between businesses and universities/research institutes are supported through this program, however services provided by one university to another are not eligible.

24. In order to be eligible, does an applicant need to have a local entity operating for 12 months?

Yes, applicants must have had a physical, staffed and functioning office in Queensland operating for at least 12 months.

25. Does the client have to be new or can the applicant have worked with the client previously?

For this round, the client does not need to be a new client for the applicant, however there is a preference for a new client. A new client is one that the applicant has not previously provided biomedical services to.

26. Is a project undertaken by a client and applicant which share common ownership eligible for funding?

No. The client cannot be a related or associated entity of the applicant.

27. What is considered to be a related or associated entity of the applicant?

An entity is an associated entity of another entity if they are connected to each other in some way, for example if they are related bodies corporate, or if one entity has a certain degree of control over another including through the appointment of directors to the board or share ownership.

28. Can a related entity of a university apply to the program to provide services to a related entity of another university?

No, the provision of biomedical services involving a university or research institute to another university or research institute, including their related or associated entities, is ineligible under the program.

29. Can an entity apply for both QBBAP and the R&D Tax Incentive?

Applying to QBBAP does not impact on an entity's ability to apply to register for the Australian Government's R&D Tax Incentive. Queries relating to the R&D Tax Incentive should be directed to the Australian Government.

Eligibility of the project

30. Can funding support from the program be used to purchase equipment?

Yes. Where small items of plant and equipment are required to be purchased by the applicant to enable it to provide the proposed biomedical services, these items can be included in a proposal provided:

- the cost of the capital item is itemised in the quote to the national/international client; and
- the capital item is necessary to enable the applicant to provide biomedical services to the national/international client.

31. Can funding support from the program be used to support projects which have already commenced?

No. Projects that are already underway are not eligible.

Funding support is only available for services provided after the execution of the funding agreement.

32. Can the proposed service be basic research activities?

No, the services must support the development of a biomedical product.

33. Does pre-clinical work or clinical trials qualify?

Yes, provided the pre-clinical activities support the progression of the development of a biomedical product.

Note that a Queensland public hospital cannot be an applicant/supplier of supported services.

34. How advanced should the product be?

Each proposal will vary but the services should be supporting moving the product further down the product development pipeline.

For example, the services may support the advancement of a biomedical product through testing, development of a prototype or obtaining professional advice specific to the product under development.

35. Is a project in the early phases of clinical development eligible?

The program is designed to support the development of a biomedical product, with a focus on moving the product further down the product development pipeline. Basic research activities are not eligible, however pre-clinical work would be eligible.

36. Are complementary medicines eligible and how are these defined?

Applications will undergo an eligibility assessment and a panel assessment to determine eligibility for the program.

37. Can one application be made for a product that is the subject of more than one study (i.e. a product being trialled for more than one condition)?

Yes. The service agreement with the client should list each individual study being undertaken as part of the project.

38. Can I apply for funding for a project where some services will be completed outside of Queensland?

No, all services provided must be completed in Queensland.

39. Could a training program be eligible for funding?

A training program is unlikely to be eligible for funding under QBBAP unless it is being delivered to a client in relation to the development of a particular biomedical product.

40. I have a proposal relating to a unique e-Health product. Would it be eligible for funding?

For this program, the definition of biomedical products includes supporting digital technologies such as eHealth. Provided that your proposal meets the other eligibility requirements, it may be eligible, however please contact the Biomedical Sector Team if you would like to discuss your particular proposal.

41. Is there a limit on the indirect costs that can be on-charged as part of the total fee for services for a project?

There are no specific rules or requirements as to what costs can be on-charged to the client, however it is expected that any costs not specifically related to the provision of biomedical services (as set out in section 2.2 of the Applicant Guidelines) will be reasonable in the circumstances and represent a small proportion of the total fee charged to the client.