



# Foundation for Research, Science and Technology

*Tūāpapa Rangahau Pūtaiao*

## **Business Support for R&D – What’s available?**

- Hamish Campbell, Senior Business Manager

# Foundation for Research Science and Technology

Crown entity responsible for investing in R&D with

- Research organisations (CRIs, Universities etc), private firms

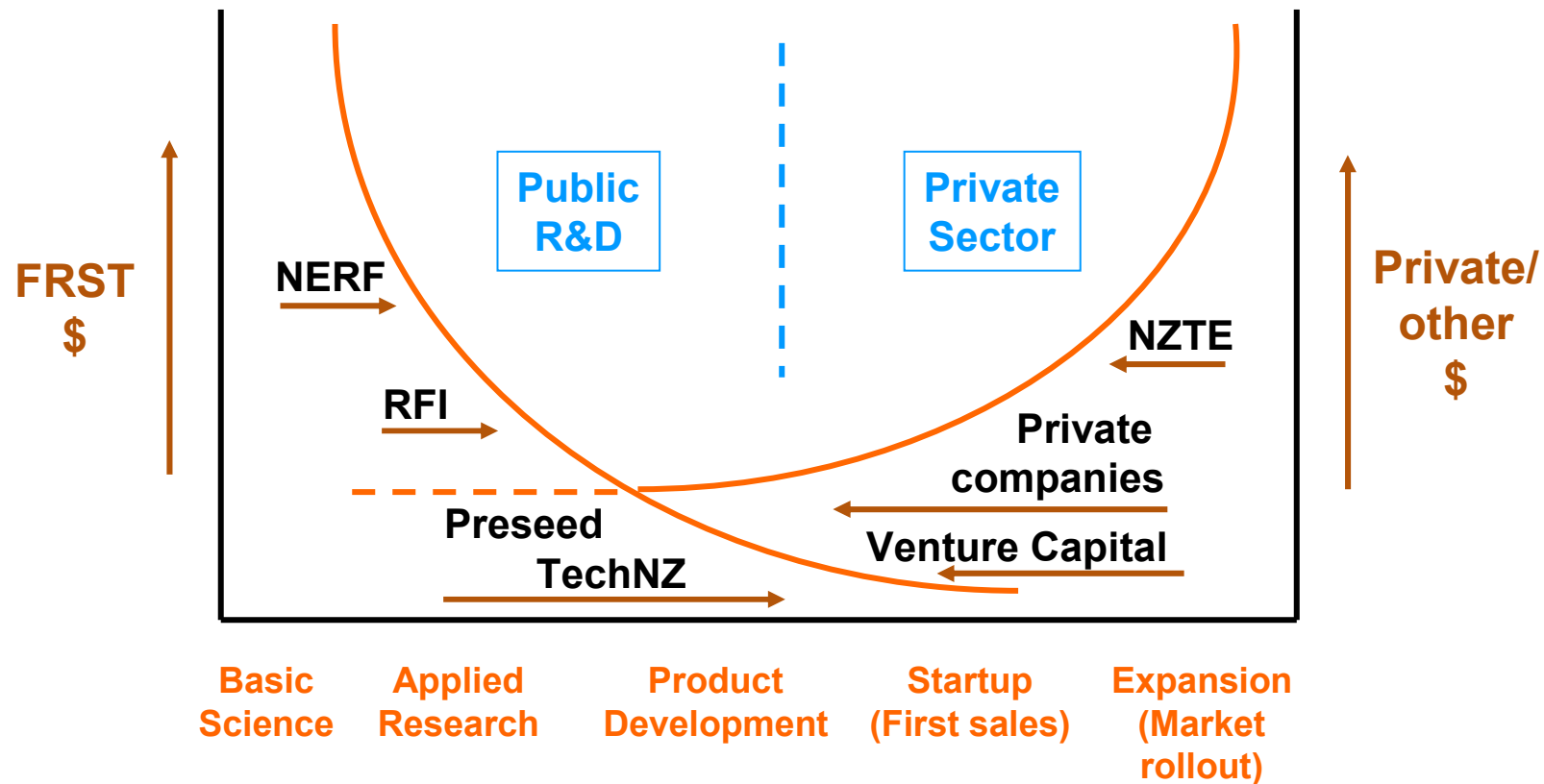
Delivers on Govt RS&T goals

- Economic, environmental, social, knowledge.
- TechNZ focused on economic goal.

Investment budget of \$420m p.a.

- Approx \$50m for TechNZ
- 90 staff

# Scope of FRST Funding



**Our mission: Investing in innovation for New Zealand's Future**

# Technology New Zealand's focus

To increase the ability of firms' to adopt new technology and apply technological learning and technological innovation for business growth

We want Businesses to:

- Have a plan and show it to us
- Show us how they are going to fund your share
- Clearly identify the technical risks
- Convince us that they know what they are doing
- Convince us that the proposition is a sound commercial proposition
- Show that the capability of the company will increase

# Technology New Zealand Schemes

## Investment for Information

### Smartstart

Early stage technology assessment, feasibility and planning.

- 50:50 funding
- Up to \$5,000 approved via EDAs

### TechNet

- Up to \$5,000 of advice on technical issues from an Expert within a CRI or University

# Technology New Zealand Schemes

## Investment for People

### Technology in Industry Fellowships (TIF)

- Undergraduate, Masters, & PhD
- R&D projects within a company
- Full stipend funded by FRST

### Technology Experts (TIF Expert)

- Transfer of expert skills and knowledge into the company to build new technical and technology commercialisation capabilities
- 80% funded by FRST

# Technology New Zealand Schemes

## Investment for Projects

### Grants for Private Sector Research and Development (GPSRD)

- 33% funding up to \$100k maximum Govt contribution
- Application put together through Agents

### Technology for Business Growth (TBG)

- Large technical stretch and capability building
- Export orientated high-growth firms
- Up to 50% funded
- Application through FRST

# Technology New Zealand Schemes

## The Global Technology Partnership

- Identifies qualified technology experts from a global network

### Benefits of GTP

- Reduce time to market by overcoming technical issues more quickly
- Provides you with market intelligence on competing or complementary technologies
- Rapid (qualified and interested experts identified within 15 days)
- Global reach (access to over 20,000 pre-screened, knowledge experts)
- Experienced team (your search conducted by specialists)
- Modest fee (\$2750 + GST)
- Confidential and anonymous
- Integrated to other TechNZ support

# Technology New Zealand Assessment Criteria

## Technical Stretch & Capability Building

- Is the R&D project a 'stretch' for the company - will it make it more technologically capable?

## Investment & Returns

- Is there a proven market need that means that the innovation will probably be profitable? Are the proposed R&D costs reasonable?

## Pathway to Market

- Will the innovation create a sustainable competitive advantage, is there a viable IP policy and path to market by which the company can capture the rewards from this?

## Ability to Deliver

- Does the company have the resources, people and expertise it needs to tackle the project?

# Business Managers

## What do we do?

### Facilitate and manage a portfolio of investment

- Feedback on draft applications
- Mentor clients, assists with R&D strategies
- Provide links to potential research providers
- Monitor and manage R&D contracts
- Work with other government agencies

# Phitek Systems

FRST invested just under \$200,000 in 2002 to develop an integrated circuit (IC) featuring proprietary digital surround sound and noise cancellation system technology

- Worked with IRL to develop technology
- Phitek Systems is now a leading global world's leading supplier of active noise rejection technologies.
- In the aviation sector their products dominate the market place
- Company recently raised \$6m to expand their markets and develop products



# Formway – The Life Chair

FRST assisted Formway with access expertise from RMIT to develop in-house capabilities in eco-design principles

- Gold Award at NeoCon
- Biggest eco-design challenges was the surface finish of metal components



# Pulse Data International – BrailleNote

World leader in developing products for the visually impaired

- Christchurch based with over 98% of its products exported
- BrailleNote - a computer notebook that enables blind people to link into a PC
- Pop star Stevie Wonder has bought three for himself and two of his friends
- Received a Technology Commendation Award from FRST



# Summary

## What difference do we make?

- **Bigger/Smarter/Faster**
- Start on the planned date
- Complete the project on schedule
- Know when to stop
- Know when to finish
- Know how it will sell:
- USP, price, margin, channels, competition

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[www.frst.govt.nz](http://www.frst.govt.nz)