

grant ready checklist

About Your Business

1. Are you an established business ready to:
 - Demonstrate research findings
 - Innovate
 - Commercialise
 - Grow/export
 2. Is your vision (for your business / project / idea) clear?
 3. Do you know exactly what you will do?
 4. How you will do it?
 5. What will you achieve?
 6. Is your route to market clear and definable (product sales or service delivery model)?
 7. Have you completed a market analysis:
 - Can you define the size of the market / opportunity?
 - Target market characteristics?
 8. Can you be flexible in how you package your offer?
 9. Are you doing something new or novel?
 10. Do you have up to date financial documents at your fingertips or are you able to access these easily?
 11. For a specific grant:
 - Have you read the guidelines in detail?
 - Is your business / project / initiative / idea a fit for the scope and intent of the funding (i.e. do you meet every eligibility criteria)?
 12. Can you define your idea / project in a simple summary document?
 13. Do you have client testimonials / letters of support?
 14. Are you located in a regional area?
 15. What state are you in?
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Staffing

- Do you employ staff?
- Do you have casual or part time staff?
- Do you need to expand your team?

Research

- Are you demonstrating something new?
- Are you developing something new or different that has not be done or proven before?
- Are you collecting data or building the knowledge base around a 'claim'?

Innovation

- Are you planning to develop / build or launch something new?
- Are you developing a prototype or minimum viable product?

Commercialisation

- Are you ready to launch your new product or service?
- Have you tested a product or service, had great results and now ready to expand your marketing efforts?

Growth

- Are you marketing or selling overseas (or planning to)?
- Are you working with any of these sectors:

Grant readiness

- Do you have a business / marketing / commercialisation strategy, project plan or other strategic document that articulates your intentions, activities, outcomes and budget?