

# MedTech Market Growth Program: Grant Application

## Form Preview

### ELIGIBILITY

\* indicates a required field

The below definitions apply to this Grant Round:

- **MedTech** stands for “medical technology” – it is a combination of technology and medical interventions. Medtech includes technologies, devices, services, products, and solutions that use medical technology for patient care and treatment, diagnosis, monitoring, and improvement of people’s health.
- **Startups** are new technology-based businesses with high impact potential, that use innovation to address global scalable markets. Examples of technology used in Medtech startups include software, artificial intelligence (AI), blockchain, advanced manufacturing & robotics, Internet of Things (IoT), big data analytics, augmented /virtual reality, 3D printing, and advanced materials.
- **A Scaling Startup** must have:
  - Raised seed or Series A funding from private or professional investors of between \$500,000 to \$10million (cumulative excluding grants) (companies that have not raised this amount of funding, or who are bootstrapped are eligible to apply if they can show a clear financial runway, or pathway to investments and/or grants)
  - Commenced planning, are conducting, or have completed Stage 1 clinical trials.
- **LaunchVic Startup Business Mentor** is a LaunchVic-appointed business mentor assigned to provide mandatory medtech business advisory sessions.
- **Scaling Medtech Startup** has the meaning in Eligibility criterium 1 below.

### Eligibility Checklist

To apply, applicants must satisfy the following eligibility criteria:

1. **Scaling Medtech Startup** The applicant entity Startup must meet the definition for “Scaling Startup” and have its principal business activity fall within the definition of “Medtech” industry, each as defined above.
2. **Be a registered Business** A registered business is defined as:
  - holding an existing Australian Business Number (ABN) at the time of application and continuing during the program
  - if required, being registered for the Goods and Services Tax (GST)
  - being one of the following entities:
    - a Company registered under the Corporations Act 2001 (Cth)
    - an incorporated trustee on behalf of a trust
    - an Aboriginal and Torres Strait Islander Corporation registered under the Corporations (Aboriginal and Torres Strait Islander) Act 2006 (Cth)
    - a partnership
    - a sole trader
3. **Be based in Victoria**
  - Applicant’s ABN registration must record its place of business as being an address in Victoria at the time of application.

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- At least 50% of its assets and employees must be located in Victoria.
- The founder/CEO must be a person that has a primary residence in Victoria.
- The activities proposed for grant funding must be to develop a manufactured Medtech product, where the intention is for the Medtech product to be wholly or partially manufactured in Victoria.

**4. Adhere to Victorian Government Policy on ESG Prohibited Activities** The Applicant Startup must not be funded by, or otherwise associated or connected with any activities in:

- Tobacco or tobacco-related products;
- Cluster munitions and other controversial weapons;
- Thermal coal;
- Gambling;
- Logging of old growth forests;
- Uranium;
- Unregulated animal testing;
- Live cattle and/or sheep exports; or
- Fracking

**5. Grant Amount** Applications for \$50,000 (ex GST) only are eligible.

**6. Matched Funding** Application must include at least \$50,000 (ex GST) in cash contributions by the startup.

**7. Use of Funds** The grant must only be used on proposed activities within the scope of the Use of Grant Funding outlined in the Guidelines.

**Do you meet the eligibility criteria? \***

- ☐ Yes  
☐ No  
☐ I'm not sure

If you are unsure about your eligibility please contact the LaunchVic Grants Team by emailing [grants@launchvic.org](mailto:grants@launchvic.org) before completing this application form. If you have selected No and are seeking funding from LaunchVic for another proposal, we recommend you go to the LaunchVic website and sign-up to our newsletter to hear about future funding opportunities.

## APPLICANT INFORMATION

\* indicates a required field

### Applicant Details

**Registered Startup Name \***

Organisation Name

**Trading Name (if different from Registered Name)**

**ABN \***

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The ABN provided will be used to look up the following information. Click Lookup above to check that you have entered the ABN correctly.

Information from the Australian Business Register	
ABN	
Entity name	
ABN status	
Entity type	
Goods & Services Tax (GST)	
DGR Endorsed	
ATO Charity Type	<a href="#">More information</a>
ACNC Registration	
Tax Concessions	
Main business location	

Must be an ABN.

### Date Founded \*

Must be a date.

### Address

Address

  

### Website

Must be a URL.

### Twitter

### Facebook

### LinkedIn

### Instagram

### Finding Startups Profile

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<https://findingstartups.launchvic.org/>

### Applicant Key Contact Details

**Main contact \***

First Name

Last Name

**Position \***

**Location (State) \***

**Phone Number \***

**Email \***

### Secondary Contact Details

**Secondary contact \***

First Name

Last Name

**Position \***

**Location (State) \***

**Phone Number \***

**Email \***

**How did you hear about this grant? \***

## KEY ASSESSMENT CRITERIA

\* indicates a required field

Applicants need to address all Key Assessment Criteria questions. Please note the word counts.

**Have you applied for this grant previously? \***

☐ Yes

☐ No

**If yes, please explain what has changed since your previous application.**

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### 1. Business Overview

**a. Provide an overview of the MedTech startup including a description of the problem being solved by the startup, the unmet need or demand for the product and how the startup is uniquely solving the problem. \***

Word count:  
Must be no more than 200 words.

**b. Explain why the Startup meets the definition of “Medtech” entity and a “Scaling Startup,” Including funding raised to date, and progression of clinical trials where applicable. Companies that have not raised between \$500,000 and \$10m, or who are bootstrapped must demonstrate a clear financial runway, or pathway to investments and/or grants. \***

Word count:  
Must be no more than 200 words.

**c. Outline the funding received by the Startup including all investments, grants and/or indicative revenue.**

Funding Source	Description of Funding (i.e. Investment, Grant)	When was this funding received?	Funding Amount
		Must be a date.	Must be a dollar amount.
			\$
			\$
			\$

**d. Upload your standard investor pitch deck. Please include a single slide with your goals for the next 12 months and any barriers that may prevent that from happening. \***

Attach a file:

### 2. Capability of Execution

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### a. Outline key personnel currently working in the business including founding team and employees (if applicable)

Full Name	Role in Startup	Location (i.e. Australian State or Country (if outside of Australia))	LinkedIn
			Must be a URL.

### b. Provide the CVs of the founding team, CEO and other relevant executive officers. (No more than 3 CVs per application.) \*

Attach a file:

### c. Provide details (where applicable) of participation in relevant and high-quality startup programs. \*

Word count:

Must be no more than 150 words.

## 3. Visible signs of traction and potential for business success

### a. Provide details on business traction to date including product development status, status of any trials, revenue generated, number of customers (if applicable) etc. \*

Word count:

Must be no more than 150 words.

### b. Outline the 12-month growth pathway of the startup, which may include the pathway to achieve new clients, open new markets, increase in revenue, or secure further investment etc. \*

Word count:

Must be no more than 150 words.

### c. Upload any letters of support from existing or potential customers or end users, or other relevant stakeholders (not mandatory).

Attach a file:

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### 4. Need

**a. Outline the need for the grant - what hurdle will it help you overcome and what do you expect to achieve as a result of the grant? \***

Word count:

Must be no more than 100 words.

**b. How will the funding activity be used to scale-up, grow the business and increase Medtech manufacturing in Victoria? \***

Word count:

Must be no more than 100 words.

### 5. Financials

a. Provide details on the following:

**i) What the grant and 1:1 matched funding will be used for and the expected outputs. \***

Word count:

Must be no more than 100 words.

### Budget

Provide a budget for the grant (complete the budget table), including income and expenditure of Grant and matched funding.

Expenditure of the LaunchVic Grant can only be used on proposed activities within the scope of the Use of Grant Funding outlined in the Guidelines.

Note: LaunchVic will grant \$50,000 (ex GST) per successful applicant of which \$48,500 (ex GST) will be a cash grant (equity free and non-dilutive) and \$1,500 (ex GST) will fund business mentoring services. **Do not delete the Business Mentoring Services expenditure line that has been pre-filled in the table below.** The application must include at least \$50,000 (ex GST) in cash contributions by the startup.

List all of the Income and Expenditure **exclusive of GST**.

**INCOME:** List the following Income into the table:

- Row 1 is the **total** value of the LaunchVic grant.
  - Following row, enter the Applicant Contributions (cash)
  - Following row, enter the Applicant Contributions (in-kind) (not mandatory).

**EXPENDITURE:** List all of the Expenditure into the table in multiple rows. For each expenditure item listed, select the source of Income in the drop down that will be used to fund the item (mandatory).

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Income	\$	Expenditure	\$	Expenditure Source
	Must be a dollar amount.		Must be a dollar amount.	
LaunchVic Grant	\$50,000	LaunchVic Business Mentoring Services	\$1,500	LaunchVic Grant Applicant Cash Contribution Applicant In-Kind Contribution
Applicant Cash Contribution	\$		\$	
Applicant In-Kind Contribution (not mandatory)	\$		\$	
	\$		\$	
	\$		\$	

### Budget Totals

#### Total Income Amount

\$

This number/amount is calculated.

#### Total Expenditure Amount

\$

This number/amount is calculated.

#### Income - Expenditure

\$

This number/amount is calculated.

## DECLARATION

\* indicates a required field

### Use of AI technology

**To help us understand technology use by grant applicants, could you please let us know if you used AI in the preparation of your application, and if yes, in which part? \***

### Declaration

- I declare that I have read and understood the *MedTech Market Growth Program Grant Guidelines* located on the [LaunchVic website](#).
- I declare that the information contained in this application together with any statement provided is, to the best of my knowledge, true, accurate and complete.
- I understand that I may be requested to provide further clarification or documentation to verify the information supplied in this form.
- I understand that submitting this application does not guarantee success. I understand this application will be assessed by LaunchVic's assessment panel, which comprises of



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staff from LaunchVic and the Australian Medtech Manufacturing Centre (AMMC) (within the Department of Jobs, Skills, Industry and Regions), and that LaunchVic may also choose to appoint external members to assess applications.

- I understand that the approved applicants for funding will ultimately be determined by LaunchVic's CEO and his or her decision is final.
- If the application is successful, I agree to enter into a legal contract with LaunchVic Ltd and provide project reporting and evidence of project progress towards KPIs to receive payments under milestones.
- I approve of the information in this application being communicated to LaunchVic Ltd will be provided to the AMMC in the Department of Jobs, Skills, Industry and Regions (DJSIR) within the Victorian State Government in electronic form.
- I declare that I am authorised to complete this form and to sign and submit this declaration on behalf of the applicant.

By including my name in this application it is deemed to be my signature for the purpose of this form.

**First Name \***

**Last Name \***

**Date \***

Must be a date.