



**METS
IGNITED**

*Engage
in our future*

METS IGNITED METStech Passport Guidelines

May 2018



Australian Government
Department of Industry,
Innovation and Science

Industry
Growth
Centres

1 The METStech Passport

The Australian Government's Industry Growth Centres Initiative aims to boost competitiveness and productivity in sectors of key strategic importance where the Mining Equipment, Technology and Services (METS) is one of six such sectors identified as an area of focus.

The METS Ignited (MI) METStech Passport initiative is an immersion / exchange program to help Australian and Chilean mining suppliers gain international exposure, cross pollinate ideas and facilitate international expansion. The program is a joint initiative between METS Ignited, the Australian Trade and Investment Commission (Austrade), and Fundacion Chile's Open Innovation program, Expande.

The program involves two Australian METS companies to undertake an immersion in Chile's mining innovation ecosystem, and foster an exchange with two Chile METS companies undertaking a similar immersion in Australia.

The METStech Passport initiative will deliver an exchange program aligned to one or more of the five METS Ignited strategic priorities:

- **Aligned Strategy** – the sector has a compelling vision and strategy that aligns to and enhances the growth needs of the METS, mining and research industries.
- **Global Brand** – the Australian METS brand and value proposition is recognised globally, highly valued and priced at a premium.
- **Internationally Competitive** – supply chain participation is facilitated by global partnerships, world class clusters and the active support of capital markets to grow scale needed to compete internationally.
- **Collaborative & Innovative** – collaboration across the sector has accelerated the rate of both innovation and commercialisation.
- **Skilled for 2026** – the skills base enhances business capability and growth, and ensures the sector's sustainability and leadership in a rapidly transforming technology landscape.

About METS Ignited: Further details on METS Ignited and the METStech Passport initiative can be found at [Mets Ignited](#). Information and background on the strategic priorities developed is available by downloading the Sector Competitiveness Plan available [here](#).

About Expande: Expande, Chile is a public-private open innovation program in mining which promotes the development of high potential solutions and connects them with the challenges facing mining today and in the future. Expande's long term vision was defined in the Technological Mining Roadmap 2015-2035, coordinated by Fundacion Chile and articulated in the National Mining Program Alta Ley. Expande seeks to become the fundamental pillar for the development of technology providers from and toward the industry. Further information can be found at [Expande](#).

IMPORTANT NOTE: The METStech Passport initiative is intended to drive the growth of scale-up technologies for the mining industry. The initiative aims to select Australian METS companies with a validated technological solution that is commercialised in the mining sector with potential for internationalisation.

2 Application and Selection Processes

METS Ignited will invite METStech Passport applications from industry aimed at solving challenges in one or more of the following categories. Challenge categories have been defined by METS Ignited in partnership with Expande, Chile.



Exploration – Technologies to increase the success rate and availability of resources and reserves



Sensing - Advanced sensors and connectivity, to allow increased efficiency of mining processes.



Mining Footprint - Technologies that contribute to reduced environmental impact generated by mining activity along the value chain



Digitisation - More effective human/machine interfaces and systems for providing remote presence, augmented reality and situational awareness.



Data Analytics - Data Analytic solutions applied within and across the mining value chain.

The process will include the submission of an **Application Form** which will be assessed for eligibility and merit prior to the application close date.

Those projects short listed will proceed to a **Demo / Presentation Day** where the applicant will be required to submit further information and supporting material as requested by the METS Ignited review panel. The **Demo / Presentation Day** will include a “Pitch” presentation where applicants will have the opportunity to present their innovation in person or via videolink.

Application Form templates are available on the METS Ignited website [Mets Ignited](#).

An overview of the Application Calendar is as follows:

- Start of application period – Monday 7th May 2018
- Close of application period – Friday 1st June 2018
- Communication to short-listed applicants – by Friday 15th June 2018
- Demo / presentation program – During 2nd – 27th July 2018
- Communication to successful applicants – During 1st – 17th August 2018
- Pre-immersion preparation – During September 2018 (*Dates to be confirmed)
- Immersion phase – During October 2018 (*Dates to be confirmed)
- IMARC – Monday 29th October – Thursday 1st November

An overview of the selection process is as follows:

- METS Ignited will seek applications from industry through a completed **METStech Passport Application Form**.
- The **applicants** will be evaluated by the METS Ignited Executive, who may seek specialist expertise, and **short listed applicants** will be notified.
- Selected **short listed applicants** will then proceed to a **Demo / presentation** stage, which could include guidance to the applicants from METS Ignited on pre-immersion/exchange preparation.
- The **Demo / presentation** may be recorded and shared with representatives from Expande and as such the applicant has the option to present duplicate presentations in Spanish and English should they wish to do so.
- After **Demo / presentation** stage the short listed applicants will be evaluated by the METS Ignited Executive, who may also seek guidance from the METS Ignited Innovation Advisory Council (MIAC) and Expande, Chile.
- Recommended **successful applicants** will be submitted to the METS Ignited Board for approval.
- A **METStech Passport Offer** will be made to recommended successful applicants.
- Successful applicants will be required to enter into a **METStech Passport Agreement** with METS Ignited, before being entitled to any payments and activities as part of the immersion / exchange. The pre-immersion/exchange preparation and immersion/exchange shall not commence until such an agreement is in place. Failure to enter into an agreement may result in withdrawal of the offer by METS Ignited.
- All project shortlisting and evaluation will be based on eligibility and alignment with the METS Ignited and Expande strategy, and is at the sole discretion of METS Ignited.

3 Eligibility and merit criteria

Eligibility criteria for METStech Passport are set out below, and include but not limited to:

Item	Description
1.	The applicant(s) must represent a company from within the Australian mining and METS sector. The applicant must principally conduct business within Australia with an Australian ABN.
2.	The proposals must relate to one or more of the challenges categories as identified in 2 – <i>Application and Selection Processes</i> , and must demonstrate clear commercial applications and pathways for internationalisation.

Item	Description
3.	The initiative aims to select companies with a validated technological solution that is commercialised in the mining sector with potential for scale-up and internationalisation.
4.	Proposals must demonstrate/confirm ownership or access to the IP/innovative solution, a willingness to work with international partners, and clear demonstration on how the innovation could meet challenges faced by the mining sector in Australia and in international jurisdictions, including Chile. In addition the proposal must outline the level of benefit that participation in this program would bring to the applicant.
5.	Proposals must clearly demonstrate benefits to the Australian METS sector.

Proposals will be further evaluated based on their merit including but not limited to:

Item	Description
1.	Alignment: Extent of alignment with METS Ignited's strategy. Refer to METS Ignited Sector Competitiveness Plan here .
2.	Market Assessment: Extent to which the innovation addresses a significant need in a market of substantial size and can demonstrate customer demand and engagement.
3.	Commercialisation Opportunity: Clarity of the value proposition to the market and the ease with which customers could integrate the product into their systems, a clear business model and pathway to market and a scalable action plan to take the product/service global.
4.	Export Readiness: Evidence of export readiness to compete successfully in the LATAM markets
5.	Impact: Extent to which the innovation could deliver impact to meeting identified challenges, or close a gap in the capacity and capability of the METS sector as linked to the identified challenges
6.	Level of Collaboration: Extent to which the collaboration with the Chile innovation ecosystem could contribute to extra value in the product/service, facilitate additional leverage in satisfying customer needs and opportunity to the applicant, and contribute to more rapid and deeper market penetration.
7.	Management Capability and Risk: Demonstrated evidence of technical, methodological and management capability to deliver the project, including track record and risk profile.

4 What does the METStech Passport program cover

Funding

The Successful applicant will undertake a two-week immersion / exchange program in Chile with a program designed by METS Ignited in partnership with Expande. The successful applicant will be consulted prior to and during the design of the immersion / exchange program.

Support for the program will include a financial contribution from METS Ignited for:

- 1 x economy international flight from Australia to Santiago, and relevant domestic flights as applicable to the immersion / exchange.

- Hotel accommodation and per diem costs for the duration of the immersion / exchange for one successful applicant company representative.
- Travel to and attendance and participation at IMARC 2018 for one successful applicant company representative

5 Project award

5.1 METStech Passport Agreement

Prior to immersion / exchange the successful applicant will be subject to a METStech Passport Agreement.

The METStech Passport Agreement will set out the expectations and deliverables for the Program, including reporting obligations.

5.2 Reporting

Reporting processes will be established, supporting the terms of the METStech Passport Agreement. The content of these reports will include but not limited to:

- progress reports
- end of immersion / exchange reporting
- case study reports
- an annual report in an agreed format
- ad-hoc reports

6 Media obligations

1. Once a METStech Passport Agreement is in place, METS Ignited reserves the right to publicly report on the progress and outcomes of the program, consulting with the successful applicant prior to doing so.
2. Within 14 days of award, METS Ignited is required to publish details of the METStech Passport Successful Applicant on its web page including:
 - (a) a description of the innovation / technology and an overview of how it meets the strategic priorities of the Growth Centre and the objectives of the METStech Passport program,
 - (b) the total of estimated government funding for the immersion / exchange.

METS Ignited reserves the right to amend the METStech Passport Guidelines. This document is not a legal contract; it is a set of guidelines to assist applicants with completing the METStech Passport Application process.