# Fellowship application form

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| **A. APPLICANT DETAILS** | |
| Full name |  |
| Email address |  |
| Phone number |  |
| University affiliation / research organisation |  |
| Current degree program |  |
| Expected graduation date |  |
| Supervisor name |  |
| Supervisor contact email |  |
| Select sector/s below that align with your idea or potential target market.  Advanced manufacturing  Agri-food  Digital technologies  Health and life sciences  Clean economy | |
| **B. UNIVERSITY SUPPORT ECOSYSTEM (COMPLETE FIRST)**  Before applying for this fellowship, the first step is to engage with your university / research institute point of contact to inform them your intention to apply. Contact details can be found at the end of this document and in the accompanying program guidelines. | |
| **Have you contacted your university or research institute point of contact to inform them of your intention to apply for the Breakthrough Fellowship program?**  Yes  No  If **NO,** please complete this step before proceeding (relevant people are listed are at the end of this form). | |
| **1. INNOVATION (25%)**  Applications must clearly articulate the scientific innovation and how it addresses a market need. This includes demonstrating the novelty and potential impact of the research to solve real-world problems. | |
| **Tell us about the problem you are trying to solve. Please include in your response the following:**   1. Who has it? 2. How are they currently solving it? 3. Why is this a problem worth caring about? 4. What evidence do you have that the problem exists?   **Helpful hint**: Articulate the problem or opportunity for impact that your idea/solution addresses. A good description should include what the opportunity for impact is, who has the problem, and why it matters to them. Evidence that the problem exists could include statistics or descriptions on how and what current techniques or solutions are being used to address the problem.  **(400 words)** | |
| **Tell us about your solution. Please include in your response the following:**   1. What is your underlying technology? 2. How does it solve the problem? 3. How is it better than current solutions in the market? 4. What progress has been made for far?   **Helpful hint**: Clearly explain the unique value of your technology and don’t disclose your IP. We may also use your answer for promotional material, so please ensure your description is easy to understand.  **(400 words)** | |
| **Please select the Technology Readiness Level (TRL) that you feel is most applicable to your idea, even if it does not fit exactly.**  **[TRL 1] Basic principles observed & recorded** - Have an idea and have conducted research to prove it is possible.  **[TRL 2] Concept and/or application formulated** - Invention started, and you know how you are going to create your solution.  **[TRL 3] Analytical & experimental function** - The desired effects are tested for, and analytical results are compared to the tested outcomes  **[TRL 4] Valid simulation** - A solution has been created that can work in the Lab  **[TRL 5] Valid in relevant environment** - The solution can work in the relevant environment  **[TRL 6] Representative model tested in environment** - The solution has been tested in an environment very similar to that expected to exist in the market  **[TRL 7] Prototype near or at planned operational** - The solution has been field tested in its target market and can demonstrate the desired outcome/s.  **Context:** Technology Readiness Level (TRL) is a globally accepted benchmarking tool for tracking progress and supporting development of a specific technology through the early stages of the innovation chain, from blue sky research (TRL 1) to actual system demonstration over the full range of expected conditions (TRL 9). | |
| **2. RESEARCH COMMERCIALISATION PLAN (25%)**  The proposal should clearly describe the problem, market need, and proposed solution, emphasising the specific beachhead customer considered, key milestones, and strategies to address skills gaps. A strong plan demonstrates a clear path to delivering value and a roadmap for future growth. | |
| **How will your business make money?**  **Examples:** Direct sales, subscription model, licensing etc.  **(100 words)** | |
| **Who will be the first customers of your idea? How large is this market? Please include in your response the following detail:**   1. Have you engaged with a customer/end user? 2. If so, who are they? 3. What proof do you have that this solution is what customers/end users want?   **Helpful hint**: Sizing the market is a ‘back of the envelope’ calculation. Be specific in identifying your first customer group (beachhead) and the number of individuals within said group. Then multiply the number of individuals by the estimated price of your product/idea.  **(250 words)** | |
| **What commercial milestone/objective do you plan to reach with the fellowship investment?**  **(100 words)** | |
| **What will your annual salary be?** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  **Context:** A salary band of between $60,000 an $90,000 must be drawn by all applicants ensuring equal opportunity for all prospective fellows. The amount of salary drawn will not be considered a factor in the selection process. | |
| **How will the remaining funds be used? Are there any skills gaps that need to be addressed?**  **Helpful hint:** An OPTIONAL use of funds template has been provided at the end of this document. Clearly explain how funding will be used to achieve key milestones. Focus on the costs of resources, skills, and activities, you will require to ensure success.  **(250 words)** | |
| **3. ENTREPRENEURSHIP (25%)** Evidence of prior participation in entrepreneurial activities through coursework, internships, accelerator programs, or any other means will be considered. Applicants should provide detailed examples of their engagement in these areas, highlighting specific experiences and outcomes that demonstrate their passion and enthusiasm. | |
| **Have you participated in any entrepreneurial accelerator programs or internships before?**  Yes  No  If **YES** which program:   |  |  |  |  |  | | --- | --- | --- | --- | --- | | CSIRO ON Prime | CSIRO ON Accelerate | TRAM (UoM) | RMIT LaunchHub | | | Swinburne Initiate | Swinburne Luminate | Swinburne Elevate | RMIT Activator | | | La Trobe Hackathon | Monash Accelerator | Monash Sprint | Monash Validator | | | Cruxes Innovation | Melbourne Accelerator Program | | Nucleate Activator | | | Other:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | | | | | |
| **If YES to previous question, what were your key lessons learnt?**  **(200 words)** | |
| **Do you have prior startup experience? If so, what were your key lessons learnt?**  **Helpful hint**: Please note that we are not interested in the outcomes of your start-up. Only lessons learned.  **(200 words)** | |
| **What strengths do you believe would support your success as an entrepreneur, and what skills would you like to improve?**  **(250 words)** | |
| **4. SUPPORT / CO-INVESTMENT (25%)**  Evidence of monetary co-investment or in-kind support (e.g. skills mentorship, access to facilities, resources, development work etc.) that has been secured to assist the business venture. | |
| **Has this project secured any support or co-investment from a university or institute partner?**  Yes  No  **Examples:** Monetary or in-kind contribution, skills mentorship, access to facilities and resources, development work etc.)  **If yes**, you will be required to submit a letter of support if your application gets shortlisted. | |
| **If YES to previous question, please detail the** **monetary co-investment or in-kind support.**  **(150 words)** | |
| **Has the research you aim to develop previously been funded by industry focused funding?**  (e.g. proof-of-concept funds, ARC-Linkages, Australian Economic Accelerator funding)? | |

### FIND YOUR UNIVERSITY OR RESEARCH INSTITUTE POINT OF CONTACT.

The people listed below are your first point of contact to learn more about your university’s entrepreneurial ecosystem and other support available to you.

|  |  |  |
| --- | --- | --- |
| University | Contact | Email |
| Australian Catholic University | Russell Carrington | [russell.carrington@acu.edu.au](mailto:russell.carrington@acu.edu.au) |
| Deakin University | Amy Hunter | [amy.hunter@deakin.edu.au](mailto:amy.hunter@deakin.edu.au) |
| La Trobe University | Natalia Alvarez | [natalia.alvarez@latrobe.edu.au](mailto:natalia.alvarez@latrobe.edu.au) |
| Monash University | Callum Benson | [callum.benson@monash.edu](mailto:callum.benson@monash.edu) |
| RMIT University | Callum Lawrence | [callum.lawrence@rmit.edu.au](mailto:callum.lawrence@rmit.edu.au) |
| Swinburne University | Abs Seth | [aseth@swin.edu.au](mailto:aseth@swin.edu.au) |
| University of Melbourne | Hun Gan Ruth Park | [hun.gan@unimelb.edu.au](mailto:hun.gan@unimelb.edu.au) [ruth.park@unimelb.edu.au](mailto:ruth.park@unimelb.edu.au) |
| Medical research institutes  Other Victorian universities | Breakthrough Victoria | [fellowship@breakthroughvictoria.com](mailto:fellowship@breakthroughvictoria.com) |

### USE OF FUNDS TEMPLATE (OPTIONAL)

This use of funds template can be used and modified to reflect how a $150,000 investment and supporting co-investments will be used to achieve milestones.

|  |  |  |  |
| --- | --- | --- | --- |
|  | 0-6 Months | 7-12 Months | 13-18 Months (if applicable) |
| INVESTMENTS |  |  |  |
| From Breakthrough Victoria | 150,000 |  |  |
| From Others |  |  |  |
|  |  |  |  |
| EXPENSES |  |  |  |
| REQUIRED |  |  |  |
| Founder Salary |  |  |  |
| OTHER |  |  |  |
| Expense 1 |  |  |  |
| Expense 2 |  |  |  |
| Expense 3 |  |  |  |
| Expense 4 |  |  |  |
|  |  |  |  |
| Remaining capital carried forward |  |  |  |
| Key milestones achieved |  |  |  |