

**GATE**<sup>TM</sup>  
GLOBAL AG-TECH ECOSYSTEM

# PROSPECTUS

FAST TRACKING DEVELOPMENT OF AG-TECH

INCUBATE | ACCELERATE | INVEST | COMMERCIALISE



Department of  
Primary Industries

## GLOBAL AG-TECH ECOSYSTEM (GATE)

A collaborative research and technology site specifically designed to cultivate and develop ag-tech ideas.

The GATE is a NSW Department of Primary Industries (DPI) initiative to fast-track the development of ag-tech to increase productivity.

Hosted at the DPI Orange Agricultural Institute the facility will provide access to DPI – the largest agricultural R&D provider in Australia, including the expertise of over 600 scientific and technical staff.

The GATE offers access to the long term data sets held by DPI and facilitates on-farm validation of new technologies across 25 research stations and 13,000 ha of trial farms.

The GATE will be accessible to any individual, company and research organisation wishing to explore the viability of an agri-tech idea.

### GATE VISION

The GATE will enable fast-tracked development of ag-tech to increase NSW agricultural productivity.

It provides a unique opportunity for agricultural technology developers to access DPI R&D expertise or bring their own, and to collaborate with technology providers, business services and investors to create commercialised products for the NSW agricultural sector.

### GATE OBJECTIVES

The GATES objectives include:

- a. adoption of innovations into the market via a 'one stop shop' for facilitating partnerships and effective collaboration;
- b. formation of a close relationship with the parties through collaborative testing and validation to develop solutions in agriculture;
- c. attract SMEs and start ups with solutions who need the support of the GATE to prototype and possibly commercialise their ideas;
- d. provide a strong linkage to international markets and other government agricultural agencies globally to drive development of solutions in Australia;

e. showcase the GATE as an example of thought-leadership in nurturing and supporting Australian talent, innovation and growth in the agriculture sector;

f. serve as a model for industry, university and research sector collaboration; and

g. create investment opportunities for the parties as relevant to their respective business goals and charters.

### GATE PARTNERS

The Global Ag-Tech Ecosystem (GATE) is the creation of a collaborative partnership with research and technology providers, universities and industry organisations.

DPI has joined with Sparklabs Cultiv8, an accelerator and venture capital provider linked to Sparklabs, Asia's largest technology focused accelerator. Sparklabs Cultiv8 will have a residency at the GATE.

DPI is also leveraging its long standing relationships with national R&D organisations to enable a pipeline of ag-tech ideas to flow into the GATE.

### INSIDE THE GATE

Every year the GATE will host up to 20 GATE projects plus additional individuals for lean start up and mentoring.

The GATE offers five key services:

- **Lean Start up and Mentoring** services to expand capabilities of innovators;
- **Incubator services** and support to assist proof of concept stages;
- **Accelerator services** and support for prototype scale up and production reliability;
- **Commercialisation and business support** including advising on business structures and planning, Intellectual Property management, market appetite testing and commercialisation paths;
- **Investor Showcases.** The GATE will enable investment via partner and affiliate networks and host Investor Showcases for GATE projects.

The GATE enables validation and trialling of technologies for application across NSW through the DPI network of research stations (on a fee for service basis where appropriate);

Activities undertaken at the GATE will span the life cycle of development – including incubator and accelerator functions and beyond to link with venture capital and investment funds for commercialisation.

## GATE ACCESS FOR INNOVATORS

Any individual, company and research organisation wanting to explore the viability of an ag-tech idea can apply to enter the GATE. There will be two calls for projects each year. EOI for Projects will be evaluated by the GATE Innovation Panel who will recommend projects for approval by the Governing Board. The first call for the GATE participants will be in October 2017. Depending on the stage of the business and the products, projects will be streamed into various services within the GATE as illustrated below:

## Project Application Process

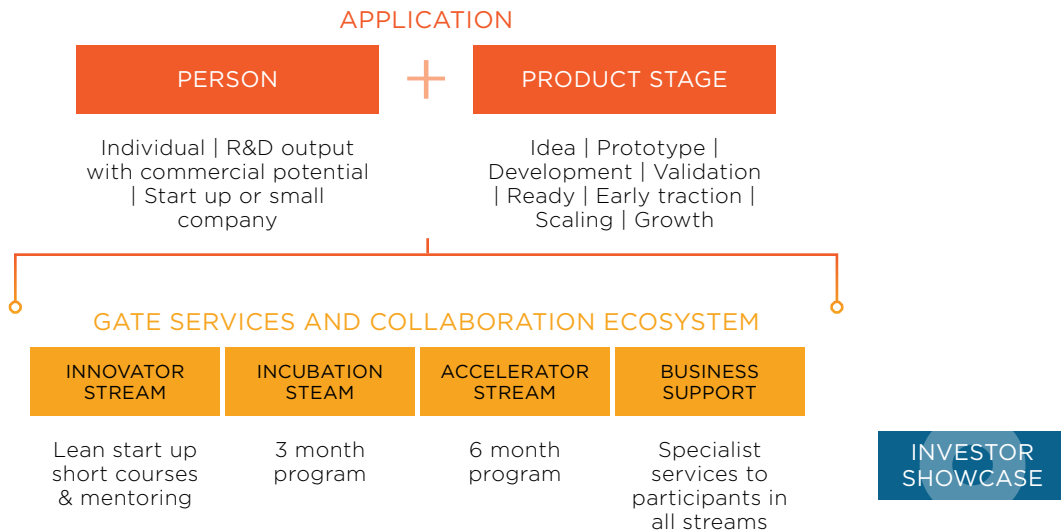
The GATE will focus on supporting distinct Projects (Project teams or organisations) but may also support Innovators (individuals) without a specific project and will provide lean start up and mentoring services.

Any Project or Innovator requires championing by a Foundation Partner.

Championing does not require financial sponsorship but may include funding, other services or support as agreed to by the parties

Project applications will be assessed by the GATE Innovation Panel who endorse candidates to the GATE Governing Board for approval to enter the GATE.

## PROJECT APPLICATION AND GATE OFFERINGS



Projects are to be undertaken in accordance with a Project Deed

All Innovators/Projects must enter a **GATE** Project Deed which will include their Champion and other parties where relevant. The Deed outlines championing arrangements, the description of the project, its agreed objectives and deliverables, relevant background IP and an agreed process to recognise developing IP and other interests in the project.

All Project teams and Innovators that are located at the **GATE** site will also have a Residency and Access Agreement with DPI as site owner.

In order to be a participant the **GATE** the Project/Innovator must be a sole trader, partnership, company, incorporated association, body corporate or other legally recognised entity.

Project teams and innovators outside Australia must seek appropriate business, employment or study visas.

#### Selection criteria

The **GATE** project selection criteria will look at the following:

- Alignment with **GATE** objectives, in particular, projects with a focus on ag tech and direct benefits to the NSW and Australian agricultural sector.
- Project/idea and anticipated outcomes that can bring a wide range of benefits, now and into the future to different operators in the agricultural sector.
- Project approach and methods that are robust and can be further supported with services from the **GATE**.
- Potential customer/industry demand, is the project addressing a true gap in the market or is a superior offering to existing market.

- Scalability of outcome: does the product have international potential.
- Project partners, track record, capability and capacity to take the project through the various stages of development.
- Pathways to market, are there regulatory or other market barriers likely to constrain the project.
- Value for money, is the project a sound return on investment.

#### GATE GOVERNANCE

A Governing Board will be established comprising one representative appointed by each partner and two appointed from NSW DPI.

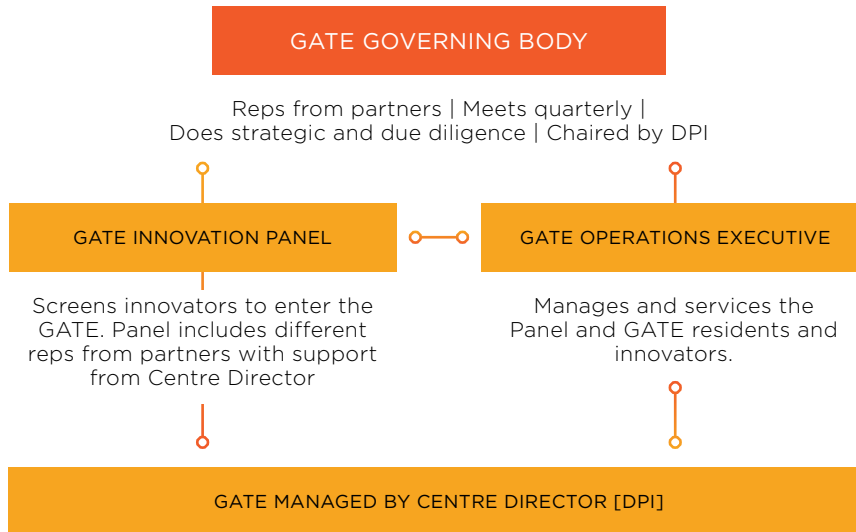
The **Governing Board** will meet quarterly and will have the power to make decisions, recommend actions and advise all parties in relation to the **GATE** and its operations.

An **Innovation Panel** will be appointed to review and manage applications by Innovators to enter the **GATE**. The Innovation Panel will consist of one nominee from each of the parties with support from the **GATE** Centre Director appointed by DPI.

The **Gate Centre Director** manages the **GATE** operating environment, associated human resources and business management functions, and leads the Operations Team, reporting to the Governing Board.

Each of the parties will appoint a member to the **Operations Team** which will chaired by the Centre Director, and responsible for reporting on the performance and progression of the respective party's Innovators and collaborating with the other parties' Relationship Representatives.

## GOVERNANCE PROCESS



## GATE PARTNER CAPACITY AND CONTRIBUTIONS

The **GATE** Foundation partners provide various financial and in kind contributions, as well as services, projects and research support.

The **GATE** is hosted and supported by the Department of Primary Industries and has been established for an initial five year period. DPI manages the **GATE** Program and funds collective events and activities. DPI also manages the various service providers within the **GATE** and directly finances the start-up, mentoring and incubation services

Sparklabs Cultiv8 is the **GATE**'s in-house acceleration service provider and has its Australian base collocated at the **GATE**. It will be championing various projects in the **GATE**. Sparklabs Cultiv8 will also provide business and international ag tech and capital networks through its parent company Sparklabs, Asia's largest technology focused venture capital provider.

Research and Development Foundation Partners will be able to submit their own projects and champion other projects through the **GATE**.

These organisations, along with DPI, bring leadership and industry networks, technical expertise and pipelines of research outcomes with commercial potential.

Individual projects that participate in the **GATE** will contribute to costs of participation. Contributions may take the form of fee for service, equity or some other payment arrangement as agreed and subject to participant and champions preferences.

## GATE PRINCIPLES

### Overarching principles

The **GATE** will be governed by principles of openness, fairness, transparency, trust, mutuality, collaboration and accountability.

### Non-exclusivity but avoidance of conflict

The **GATE** will be a non-exclusive arrangement and nothing will restrict the parties from forming separate arrangements and alliances with third parties, provided that each of the parties provide reasonable notice of its intention to enter into any similar arrangements with any such third parties.

### Good faith and without prejudice

The parties will act in good faith in engaging with the GATE and promoting its success as well as championing Innovators for the GATE who will act in the best interests of each of the parties. Without prejudice to the non-exclusivity of the GATE, the parties do not intend that any Third Party Collaboration will directly compete with or undermine the GATE and where any party reasonably feels that another party has entered into a Third Party Collaboration that is competitive or materially detrimental to the success of the GATE it will consult with the other parties with a view to resolving any such perceived conflict.

### Fixed-term occupancy and engagement with Innovators

The GATE is not to be simply operated along the lines of a co-working facility. The success of the GATE will be determined by the results it achieves as a consequence of providing structured, programmatic support as set out in the Governance Terms and such other support as the parties may agree from time to time. The parties wish to discourage open-ended participation by any Innovator of the GATE to accelerate the development of viable commercial propositions.

### Collaboration

No party should present itself as being the leading party or otherwise promote the GATE as a solo project. The GATE must at all times be presented as a collaborative effort between the parties with equal standing.

### GATE IP protection

No party will acquire any Intellectual Property or other proprietary rights from any Innovator solely by virtue of such Innovator participating in the GATE. Any decision to work with or invest in any Innovator and any acquisition of Intellectual Property or other proprietary rights as a result the participation of an Innovator in the GATE will be governed by a Project Deed or equivalent agreement between the relevant party and the Innovator.

## OPENING THE GATE

The GATE will be launched in September 2017 with the first cohort entering in early 2018.



For more information contact [thegate@dpi.nsw.gov.au](mailto:thegate@dpi.nsw.gov.au) or [www.dpi.nsw.gov.au/thegate](http://www.dpi.nsw.gov.au/thegate)