

Deloitte.



**Government Assistance Program
Global Investment
and Innovation Incentives**
Look Deeper. Seize the Opportunity.

Government Assistance Program

Australian state and Federal governments offer substantial assistance programs to business in a wide range of areas. These programs amount to around \$9 billion annually.

The vast array of programs offers financial assistance in the areas of:

- Research and development
- Feasibility study assistance
- Commercialising technology
- Job creation and growth
- Environmental initiatives
- Investment support
- Expansion
- Transition
- Business and export market planning
- Technology diffusion
- Networking.

With hundreds of assistance programs on offer across different tiers of government, businesses have a myriad of opportunities available to them. However, without specialist guidance, it can be extremely daunting to identify and access the most appropriate programs.

The Deloitte Government Assistance Program offers a solution. Our specialists can provide the link you are looking for to identify government programs that can help your business grow.

The Government Assistance Program has assisted businesses across various industry sectors including:

- Automotive
- Food
- Textiles, clothing and footwear
- Environmental technologies
- Mining and resources
- Renewable energy
- Higher education

- Transport and logistics
- Defence
- Biotechnology
- Manufacturing
- Construction technology
- Financial services
- Information technology
- Forestry
- Local government.

A comprehensive approach

Businesses that work to develop relationships with governments and the public service, and develop a well-informed position on industry policy and assistance programs, will reap the benefits.

Targeted government assistance may provide a key competitive edge for business. Well-developed relationships, combined with current knowledge of political developments, are the cornerstone of this activity.

Accessing government assistance can provide the catalyst to take your business to the next step or to investigate new products or technologies earlier than you had planned. Understanding the assessment criteria, decision making procedures and structure of government can facilitate this process.

Organisations that are successful in maximising assistance from government programs have an understanding of:

- The forms of assistance and products on offer
- How to prepare applications that align with current government priorities and processes.



How the Government Assistance Program works

Businesses that are traditionally successful in accessing government assistance and supplying services to government often have dedicated staff within their organisations whose sole activity is to develop government relationships, access government programs and identify commercial opportunities.

Our Government Assistance Program gives your business access to professionals who can assist you in developing and managing your government affairs function in an effective manner.

There are four broad elements within the Government Assistance Program:

01. Strategy preparation – short term and long term goals

The initial component of the service involves the preparation of a tailored government assistance strategy. This provides the basis for a comprehensive, prioritised action plan. Importantly, the strategy will include the relationship development process your organisation should undertake with ministers, ministerial advisers, and key public servants at a Federal, state and local level. This enables a holistic approach that will maximise the benefits of your Government Assistance Program.



Accessing government assistance can provide the catalyst to take your business to the next step. Deloitte can help get you there.

02. Application preparation and process streamlining

Once the most likely assistance programs are identified, we use our expertise with these programs, and our knowledge of government processes to assist you with preparing applications. We advise you on the process that you should establish to monitor the progress of the application/s effectively. We also help you to strategise for the optimal outcome when managing several applications simultaneously.

03. On-going updates of relevant government policy and legislative change

The businesses that deal most successfully with government keep abreast of changes to government policy and legislation that affect the sector within which they operate, and the programs of assistance that are available.

We keep you informed of these changes as we become aware of them. During pre-election periods, we provide an analysis of the policy positions of various parties, and what they may mean for your industry.

04. Policy management

From time to time, there may be specific issues that arise where your business is affected by a government decision, or you may wish to approach governments in relation to particular concerns that you have.

There are often key inquiries or studies conducted by the Productivity Commission or parliamentary committees that provide a significant opportunity to state your organisation's position. The program highlights these opportunities and provides guidance for your response.

Deloitte can help you develop a specific strategy on a particular issue, and assist you through the implementation process.

Fee structure

The fee structure for this service is tailored to your particular requirements and resources, and takes into account the complexity of the scenario.

When appropriate, Deloitte seeks to incorporate a success fee component into the overall offering.

Who are we and how can we help?

Our Global Investment and Innovation Incentives (Gⁱ³) service line in Australia is part of a global network with over 450 dedicated practitioners across the world. Our Australian Gⁱ³ practice includes PhD-qualified scientists, IT professionals, engineers, food scientists, chartered accountants, tax consultants and lawyers.

Through our team of Gⁱ³ specialists, unique technology solutions for clients, and access to global technical and scientific leaders, Deloitte is able to provide a truly differentiated service offering focused on lowering the cost of innovation for our clients.

Deloitte will develop a tailored package from these elements to suit your particular requirements

The process

The development and implementation of a comprehensive service through the Government Assistance Program involves the steps in the diagram below.



For further information on how we can assist you, please contact:



Damon Cantwell

Partner – Government Incentives

Tel: +61 3 9671 7543

dacantwell@deloitte.com.au



Linda Reddi

Senior Manager - Government Incentives (WA)

Tel: +61 8 9365 7947

lreddi@deloitte.com.au

www.deloitte.com.au

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