



Go2Gov Program – Unmatched Solution Testing Pathway Grant Guidelines

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Introduction

The Government of South Australia recognises that a key element in taking an innovative product or service and turning it into a successful and sustainable business, is having a first or reference customer. The first customer can provide an opportunity and environment to test a new idea, develop a Proof-of-Concept and enable a real-life trial. Having the Government as a customer will support businesses to grow and become competitive in both local and global markets.

Under the Go2Gov Program (the Program) funding is available to support the testing/Proof-of-Concept of an innovative product or service (the Solution) developed by an eligible high-growth potential business that addresses a public sector Challenge (the Challenge) identified by a participating South Australian Government department/agency (the Government Agency).

The procurement of the Solution tested through the Program will not be required to go through a competitive procurement process for a period of up to three years if the Go2Gov Proof-of-Concept demonstrates feasibility and successful implementation by the participating Government Agency resulting in improved service delivery. Direct procurement post the completion of a successful Go2Gov Proof-of-Concept may be undertaken and funded from the participating Government Agency's budget.

Objectives

The following objectives will guide the Government's process for considering proposals under the Program:

- support high-growth potential businesses that have the capacity to scale into local and global markets and who have developed a Solution not currently available in the market;
- use the Government's unique position as a customer, to provide opportunity to test ideas, develop Proof-of-Concept and enable real-life trials that may otherwise be inaccessible to a high-growth potential business;
- promote economic growth through successful development of business and implementation of innovative Solutions through the Program;
- drive innovation by encouraging the development of new capabilities to modernise and transform public service delivery;
- ensure that intellectual property developed by participating high-growth potential businesses is respected and contractually protected.

Eligibility and Merit Criteria

Eligible Government Agencies/ Departments

The Go2Gov Program (the Program) is open to all [South Australian Government departments and South Australian Government agencies](#) (Government Agencies).

Eligible Businesses

To be eligible to participate in the Program, the applicant business (Applicant) must meet the following eligibility criteria to be considered an Eligible Business:

- have an active Australian Business Number (ABN), be headquartered in South Australia and be one of the following entities:
 - (a) a company incorporated in Australia,
 - (b) an incorporated trustee on behalf of a trust,

(c) an individual or partnership, providing there is an agreement to form a company incorporated in Australia (and headquartered in South Australia) (i.e. contractual arrangements must be entered into by a legal entity as per sub-clause (a) or (b) above), and

- have revenue (including revenue of any Related Bodies Corporate¹) less than \$10 million for the previous financial year, and
- be registered for Goods and Services Tax (GST), and
- be less than seven (7) years old.

¹The term 'Related Body Corporate' has the same meaning as in section 50 of the Corporations Act 2001 (Cth).

Eligible Applications

Eligible Applications submitted by an Eligible Business include proposals that demonstrate potential for impact and scale and:

- have developed (or have the potential to develop) through access to a Government Agency Proof-of-Concept a novel product, process or service (the Solution) that is clearly differentiated to what is already available on the market;
- have the potential to scale rapidly and target markets beyond South Australia;
- have access to (or the ability to access) any infrastructure, capital equipment, technology and intellectual property to deliver the Solution to the relevant Government Agency; and
- demonstrate the capacity to create jobs in South Australia, preferably in new and emerging technology areas and wider benefits to South Australia.

Eligible Expenditure

Eligible expenditure for a grant-funded Proof-of-Concept must be expenditure directly contributing to the delivery of the Project with the Government Agency and must be incurred by the Eligible Business between the Project start and end dates.

Merit Criteria

The Eligible Application will be evaluated against the following merit criteria:

- Technical and Market Validation:
 - the market need for the proposed product or service, including within Government;
 - ability to match the innovative product or services to an identified agency problem/challenge and its likelihood to improve service delivery outcomes
 - the feasibility and likelihood of the innovative product or service being commercially and technically viable;
- Competitive Advantage:
 - the uniqueness of the proposed product or service relative to what is already in the market;
 - a strong understanding of the target market, including its value, size, key customers and key competitors.
- Project Delivery
 - the Proof-of-Concept has a logical and feasible project plan including clear objectives;
 - the anticipated costs of conducting a Proof-of-Concept in a Government Agency are reasonable and proportional to the scale and complexity of the proposed activities;
 - the capability, expertise, skills, and ambition of the team;
 - the key risks to delivering the project and the corresponding risk management strategy.



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- **Commercialisation Plan**
 - the intended commercialisation plan that includes the future commercial potential of the Solution in local and/or global markets that outlines:
 - (a) a clear set of objectives;
 - (b) a clearly defined path to market;
 - (c) a substantial and identifiable target market;
 - (d) the intellectual property strategy;
 - (e) the manufacturing strategy (where applicable);
 - (f) the financial plan;
 - (g) the capacity and capability or access to capability to deliver on the commercialisation plan;
 - (h) intended impact of the Project/Proof-of-Concept for the company's growth and the Government Agency (deliverables to the Government Agency).

Assessment

Full Applications submitted by the Applicant to the Go2Gov Program – Unmatched Solution Testing Pathway will be assessed by the Program Committee and/or Assessment Panel, as outlined in the Application and Selection Process below.

Program Committee

The Program Committee will include Department of State Development (DSD) representatives and may include independent members with specific subject matter expertise where required. The Program Committee will confirm with the Applicant in writing whether the application has been recommended to progress to the next stage, declined, or if additional information is required. Eligible Applications that are recommended to progress will proceed to assessment by the Assessment Panel.

Assessment Panel

The Assessment Panel will include DSD representative(s), independent members with specific subject matter expertise and representative(s) of the participating Government Agency.

An Applicant will not be notified of the Assessment Panel's decision until it has been reviewed, noted or approved by the Minister or delegated representative.

Go2Gov Program Pathways

The Go2Gov Program has two distinct pathways:

- Matched Challenge Pathway (Challenge Pathway); and
- Unmatched Solution Testing Pathway (Solution Testing Pathway).

Solution Testing Pathway

The Solution Testing Pathway invites Eligible Businesses to submit a proposal that addresses a public sector Challenge (Challenge) they have identified and confirms the interest of a Government Agency to test the product or service (Solution).

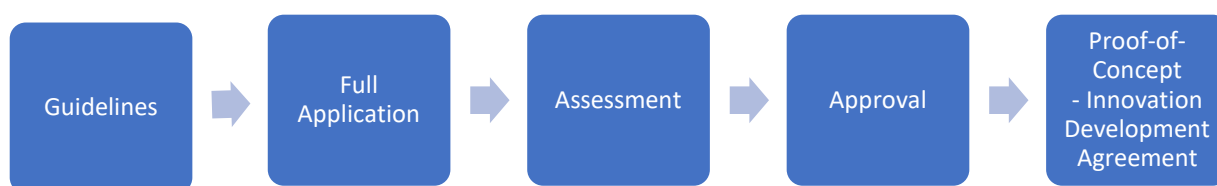
Key Features:

- The Eligible Business approaches a Government Agency seeking interest and commitment to test an innovative product or service (the Solution) to a public sector Challenge (the Challenge) they have identified.

- The Eligible Business submits a **Full Application** for a Proof-of-Concept to test and demonstrate the Solution in collaboration with the Government Agency, on the condition that the Government Agency confirms its intent to participate in a Proof-of-Concept.
- The Assessment Panel will evaluate the Full Application and make recommendations regarding funding, and the final approval for Proof-of-Concept funding will be made by the Minister or delegated representative.
- Successful applications will enter a **Proof-of Concept - Innovation Development Agreement** with the South Australian Government to develop the Solution in collaboration with the Government Agency. The Solution will be tested with the support of the Government Agency to validate the effectiveness in addressing the Challenge (**Proof-of-Concept Stage**).
- The detailed application and selection process is outlined below and shown in Attachment 1.

Application and Selection Process - Unmatched Solution Testing Pathway

The diagram below shows the high-level stages of the Solution Testing Pathway application and selection process (the detailed process is shown in Attachment 1):



Step 1: Full Application - Submission of Proposals

An Eligible Business must submit a Full Application through an [online form](#) published on DSD's website.

The Full Application must include a Letter of Support from a Government Agency interested in testing the Solution. The Government Agency must confirm their intention to pilot through a Go2Gov Proof-of Concept and implement/procure the Solution should the Go2Gov Proof-of-Concept prove to be successful.

Note. Full Applications without the support of a relevant Government Agency will not be accepted. The Go2Gov Program Manager (or relevant DSD representative) may facilitate introductions to potentially interested Government agencies and support discussions to secure support.

Proposals must:

- demonstrate eligibility against the eligibility criteria and outline how they address the merit criteria;
- include the funding request and outline a clear and concise description of the proposed Solution, key milestones and expected outcomes for the Proof-of-Concept; and
- be accompanied by a [Letter of Support](#) provided by the participating Government Agency that confirms the following:
 - need for Solution: need for innovative Solution and alignment to business needs, strategic direction or election commitments
 - participation in the Proof-of-Concept: the commitment of the Government Agency to participate in the Proof-of-Concept and intent to implement/procure the Solution if the Proof-of-Concept proves successful;
 - prerequisites for commencement: confirmation of the prerequisites required to commence the Proof-of-Concept;
 - in-kind contribution: details of the Government Agency's in-kind contribution toward the trial;

- cash contribution: details of the Government Agency's cash contribution should the proposal exceed the maximum Go2Gov funding amount.

Step 2: Assessment and Approval

Program Committee

The Program Committee will evaluate the Full Application received in Step 1 against the eligibility and merit criteria and confirm in writing if it has been recommended to progress (to the next stage), declined, or if additional information is required for a decision.

A Full Application that fails to address one or more areas of the Eligibility and Merit Criteria and /or includes claims that are false or misleading, will be declined. The Applicant will be notified of the decision in writing.

Assessment Panel

The Assessment Panel will evaluate the recommended to progress Full Application and make a recommendation to the Minister for Industry, Innovation and Science (Minister) or delegated representative.

An Applicant will not be notified of the Assessment Panel's decision until it is reviewed, noted or approved by the Minister or delegated representative.

Approval

The final decision to approve grant funding is at the sole discretion of the Minister or delegated representative.

The Minister (or delegated representative)'s decision to offer funding to Applicants takes into account the recommendations of the Assessment Panel and the availability of funding, based on existing and future commitments of Program funds.

DSD reserves the right to:

- request the Applicant provides further information during the assessment and decision process;
- recommend for approval a lesser amount than that applied for; and
- amend these guidelines and application terms as required.

DSD will, at the earliest opportunity, inform an Applicant of the Minister's (or delegated representative's) decision to approve or not approve the grant funding.

If a Full Application is approved for grant funding, the Minister or delegated representative will send a letter to the Applicant outlining the grant funding awarded, any conditions of the funding, and the next steps.

Successful Applicants must not make any public announcement or issue any press release regarding the receipt of a grant under this Program without prior approval from DSD.

Step 3: Proof-of-Concept Stage - Innovation Development Agreement

The South Australian Government with support from the Go2Gov Program Manager (or relevant DSD representative) will enter into negotiations to establish a Proof-of-Concept - Innovation Development Agreement that outlines:

- the obligations of each of the parties,
- provision of staged funding at key milestones,

- milestones and deliverables to cover the delivery of Proof-of-Concept,
- reporting obligations.

Funding amounts may range up to \$200,000. Proposals for funding higher than \$200,000 may be considered in exceptional circumstances. Government agencies are expected to contribute in-kind resources to the Project and are encouraged to provide cash funding to de-risk the Project and to bolster the chances of Project success in the shortest possible time. If, at the conclusion of the Proof-of-Concept - Innovation Development Agreement, the participating Government agency decides to enter into a further agreement for the provision of goods and services the high-growth potential business will not be required to go through a competitive procurement process in line with the South Australian [Procurement Planning Policy](#), page 6.

Direct engagement for goods and services will be funded from the relevant Government Agency's budget and may not exceed a total contract period of three years. At the end of the three-year period the Government Agency must consider a competitive market process if the Solution is still required.

Probity

Probity principles and protocols may be established when dealing with Applicants participating in the Program to ensure that:

- decisions are made through the approved frameworks and are capable of withstanding objective and independent scrutiny;
- decisions deliver the best outcomes for Government;
- public service integrity is maintained;
- commercially sensitive and confidential information is protected;
- any perceived conflict of interest, bias and/or misconduct is eliminated.

An Applicant must not offer any incentive to, or otherwise attempt to, influence any person who is either directly or indirectly involved in an assessment or negotiation process. If the Government determines that an Applicant has violated this condition, the Government may, in its sole and absolute discretion, disqualify the Applicant's submission from further consideration.

General Terms and Conditions

Government may take into account any other factors or considerations that it considers relevant to the assessment of a proposal, including any that may arise as a consequence of the nature and content of the proposal, of applicable Government policy or strategy and of pertaining economic, social, legal or other events or Government affairs.

No Legal Relationship

By submitting a proposal, the Applicant acknowledges:

- no contract exists or will be implied between the Government and the Applicant unless and until suitable documentation is executed with the Government; and
- the Government has no contractual or other legal obligation to the Applicant with respect to the consideration, the evaluation, the acceptance or the rejection of any submission or the failure to consider, evaluate or accept any submission.

Change in Circumstance

Applicants must inform the Government promptly in writing of any material change to any of the information contained in their submission, and of any material change in circumstance that may affect the truth, completeness or accuracy of any information provided in, or in connection with, the submission.

Costs

All risk and costs of preparing, lodging, developing and negotiating a proposal are to be borne by the Applicant. No Applicants will have any recourse against the Government in relation to its decision to not proceed with a proposal under these Guidelines.

Reliance on Information

By lodging a submission, the Applicant warrants and represents to the Government that the information contained in its proposal is true, accurate and complete as at the date on which it is lodged, and may be relied upon by the Government in its assessment.

Conflict of Interest

The Applicant shall

- declare any actual or potential conflict of interest in relation to the Application,
- comply with all laws in force in South Australia, including the Australian Competition and Consumer Act 2010.

Other Rights

The Government reserves the right, in its sole and absolute discretion, at any time during the process to:

- require additional information from an Applicant,
- perform security and/ or financial checks and procedures in relation to each Applicant and each party with an interest in the Applicant,
- change its requirements, including, at any stage, adding to or amending the information, terms, procedures, evaluation process and protocols set out in these Guidelines,
- change the basis on which Applicant may, or are required to, participate in the process,
- publish the names of Applicant,
- clarify any aspect of a proposal,
- discontinue negotiations at any time with any Applicant,
- subsequently initiate any other procurement process for the same or similar requirements,
- seek the advice of external consultants to assist the Government in the evaluation or review of responses,
- make enquiries of any person, company, organisation or consortium to ascertain information about the proposal, the Applicant and any matter related to the response,
- revert or change to public sector delivery of the proposal,
- allow an Applicant to change its submission.

Acceptance of a Proposal

The Government is not obliged to accept any proposal. No acceptance of a response nor any invitation to negotiate or to make an offer will be effective to constitute a contract or to create any legitimate expectation on the part of the Applicant unless a formal written contract is executed by both parties.

No Contract or Estoppel

No contracts, contractual rights, estoppels or expectations, express or implied, shall arise, or be deemed to arise, out of the process set out in these guidelines.

Privacy and Confidentiality

Freedom of Information

Applicants should be aware that all documents in the possession of the Government of South Australia, including those provided in this Program, are subject to the Freedom of Information Act 1991 (SA) (FOI Act). Information submitted in applications and all related correspondence, attachments and other documents may be made publicly available under the FOI Act.

The FOI Act gives members of the public a legally enforceable right to access documents – subject to certain exemptions – held by South Australian Government Agencies, local government authorities, statutory and regulatory bodies and South Australian Universities.

Confidentiality and Confidential Information

Confidentiality obligations apply to Government of South Australia (Government) employees under their terms of employment and the Public Sector Act 2009 (SA). DSD will treat information provided by the Applicant as confidential information if all the following is satisfied:

- the information is clearly identified as confidential, and you explain why it should be treated as confidential;
- the information is of a confidential nature (e.g. commercially sensitive); and
- the information is provided with the understanding that it will stay confidential.

Information that is or becomes public knowledge (other than by breach of any confidentiality obligations) will not be considered to be confidential information.

Applicants shall not make any news releases or responses to media enquiries and questions pertaining to this process without the Government's written approval.

Disclosure of information (including confidential information)

Any information contained in, or relating to, an application, including information identified by an Applicant as confidential information for the purposes of applying for funding under the **Go2Gov Program**, may be disclosed by the Department in accordance with *Premier and Cabinet Circular PC027 – Disclosure of Government Contracts*:

- to employees, advisers or third parties in order to manage the Program (including but not limited to, for the purposes of evaluating and assessing the application);
- within the Government where this serves the legitimate interest of the Department;
- in response to a request by a House or Committee of the Parliament of the Commonwealth of Australia or South Australia;
- where information is authorised or required by law to be disclosed; and
- where the information is already in the public domain.

Privacy

The Department is required to treat your personal information in compliance with the Government's [Information Privacy Principles \(IPPs\)](#). The Department may provide the personal information collected from you to Government employees, advisers or third parties so that the Department can manage, monitor and assess the Program. The Department or the **Minister for Industry, Innovation and Science** (the Minister)

may publicly announce details of successful applications including but not limited to, the name of Applicant, Project summary, estimated and actual economic outcomes and amount of funding, and publish personal information on the Department's social media and websites.

Program Monitoring and Evaluation

DSD will actively monitor the performance of this Program over its operational period, and may conduct one or more evaluations of the Program, at any time or interval it deems appropriate, to determine the Program's effectiveness in achieving the Program Objectives. For such purposes in lodging an application, an Applicant provides consent to the disclosure of information relating in any way to the business, the Application, the Innovation Development Agreement(s) and all related performance and compliance reporting, to DSD employees, advisers, third parties or other government agencies as required to monitor and evaluate the Program.

Recipients will be required to provide financial statements and other data as stipulated in the Funding Agreement for the period of, and up to two years after, the Funding Period, or the funded Project is completed.

Recipients agree to provide any other information and assistance reasonably requested by the Department for the purpose of monitoring, evaluating and promoting the Program, including the benefits for the Applicants, and the Applicant's implementation of the Project.

Contacts and Further Information

For all Program and application enquiries, please contact:

Department of State Development

E: dsd.go2gov@sa.gov.au

June 2025

Attachment 1: Application and Selection Process – Unmatched Solution Testing Pathway

