Join us for a morning focused on exploring how you can build commercial value in your projects.

**Agenda**

8.45am:  
*Introduction and Welcome*

9–9.30am:  
*Intellectual Property Overview*  
IP rights encourage and reward innovation. They can be a valuable asset and provide a distinct competitive advantage and can offer protection and deter infringement. Learn more about the value and qualities of these rights and the types of IP protection available with Chris Hayward from IP Australia.

9.30 – 10.30am  
*Introduction to Commercialisation*  
A taster session to explore the how to build commercial value in your projects, focused on delivering commercial benefits. Increase your skills and confidence to identify, develop and manage intellectual property and commercialisation business opportunities. Tips on how to interact and partner with industry, professionals and customers for new technology or capability.  
Presented by Matt Salier, Flinders University New Ventures Institute.

10.30 – 10.45am  
*Morning Tea*

10.45 – 11.30am  
*Shaping industry with your research – let us show you how!*

In a globalised world Australian businesses need access to the latest technologies and research to innovate and remain competitive. There are growing expectations that researchers from public sector research organisations will collaborate with industry on projects that will result in commercial outcomes. The focus of Research Connections is on helping small and medium businesses to collaborate with the research sector to develop new ideas with commercial potential, as well as to help identify any knowledge gaps that are preventing business growth. Research Connections Facilitator David Martin will explain the program and outline the process.

**Friday 27 March 2015**

- 8.45am – 12.30pm
- Mal Nairn Auditorium
- Casuarina Campus, Charles Darwin University
- Register [here](#) by Tuesday 24 March 2015

**CONTACT US**
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11.30 – 12.00pm  
*Can the Department of Industry “show you the money” for commercialisation?*

The Accelerating Commercialisation program is aimed at improving commercial outcomes for innovative research in Australia. The grant scheme provides up to $1mil to commercialisation projects where the technology is novel and the market potential is high growth. Commercialisation Advisor Ann Angel will explain the program and outline the processes for application.

12.00 – 12.10pm  
*Assisting NT businesses to undertake research*

The Business Innovation Support Initiatives voucher scheme supports contractual collaborations between businesses and research service providers, to develop and test new ideas to determine their commercial potential. Andy Whitwell from the Department of Business will explain the program and the process.

12.10 – 12.30pm  
*Q&A and close*