

AIC TECHCLINIC™ CASE STUDY

Topic: Energy storage opportunities for remote off-grid solar and wind generation projects

The AIC was contracted in 2009 by the Australian Government's Department of Innovation, Industry, Science and Resources to organise a series of R&D Forums and TechClinics™ to accelerate innovation in the development of a clean energy industry in Australia.

Although Australia has recently committed to increased production of clean energy from renewable sources through the Renewable Energy Target of 20% by 2020, a number of inherent problems experienced by renewable generators and grid operators (in meeting the requirements of the market) need to be overcome.

One of these problems relates to the inability of a number of renewable sources to supply base load capacity, requiring some form of energy storage so supply can meet demand when it is needed.

In this instance, the topic of the TechClinic™ was chosen as "Energy storage opportunities for remote off-grid solar and wind generation projects".

This TechClinic™ focused on five candidate projects developed from the R&D Forum. These industry projects included Horizon Power's Kalumburu and Yungngora community projects, Hydro Tasmania's King island project and Ergon Energy's Windorah and Thursday Island projects. Collaborative opportunities provided by the TechClinic™ allowed technology challenges to be addressed and capability gaps to be filled.

Outcomes:

The TechClinic™ was attended by 50 experts in their fields, including representatives from 25 leading Australian energy storage SMEs. Numerous firm-to-firm introductions and business leads resulted from the discussions on the day, leading to a number of specific solutions and actions.

One of the key actions of the TechClinic™ was energy generation company, Horizon Power, moving ahead with detailed commercial discussions with other three TechClinic™ SME participants. Specifically, the four parties are currently exploring a collaborative project together to develop a solution to meet Horizon Power's specific needs. These SMEs are also individually, and as a group, exploring the broader global market opportunity that the solution for Horizon Power will present for their individual businesses.

The AIC has further assisted these four organisations through facilitating follow-up discussions, and through helping the group identify additional potential funding sources to support project costs.



WHO IS THE AIC?

The Australian Institute of Commercialisation (AIC) is a leading service organisation helping innovators achieve commercial success. The AIC has delivered TechClinics™ across a broad range of industries, including: tourism, food technology, clean technology, ICT, nanotechnology, biotechnology and mining, working with governments, multinational firms, universities and small businesses in the process. For further information about TechClinics™ visit www.ausicom.com/techclinics.

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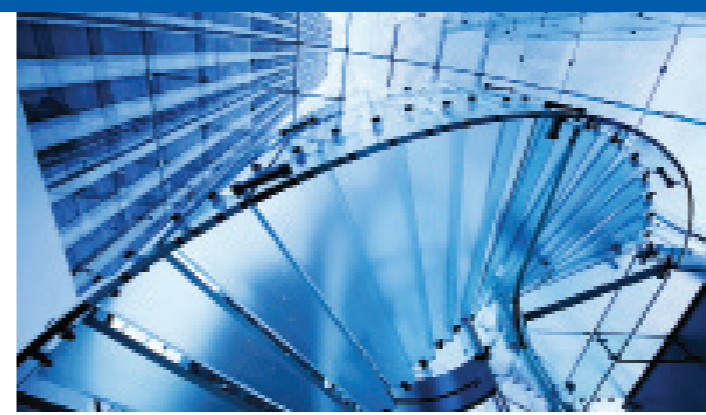


Australian Institute
for Commercialisation

AIC TECHCLINICS™

→ Driving innovation + collaboration in industry





WHAT ARE AIC TECHCLINICS™?

AIC TechClinics™ form an integral part of the AIC Industry Innovation Framework - a facilitated process driving innovation and collaboration to solve industry challenges and take advantage of emerging opportunities.

AIC TechClinics™ enable firms in particular sectors to pursue specific opportunities in coordinated and united ways. They are designed for two purposes: to overcome significant challenges facing a specific industry and to connect organisations to corroboratively commercialise relevant market opportunities.

In the first instance, TechClinics™ work by assisting participants to articulate market needs and then identify opportunities to develop and implement innovative solutions with other participants.

Secondly, TechClinics™ work by building commercially focused networks by connecting key industry players along the value chain and facilitating collaborative, project-specific discussions.



WHY AN AIC TECHCLINIC™?

Across various industries and industry sectors, TechClinics™ are assisting in the development and maintenance of deeper, more robust linkages between end-users, researchers, industry and government.

Using its proven delivery procedure, AIC TechClinics™:

1. Promote awareness of solutions that may require application of alternative technologies or R&D outcomes;
2. Inform targeted collaborative research programs that are demand-driven by industry stakeholders;
3. Provide valuable large player networking opportunities for SMEs;
4. Increase industry capability to develop and utilise technology;
5. Improve uptake of technology to increase industry productivity and sustainability in new and expanding markets; and
6. Capture and communicate key policy issues to government.

AIC CAPABILITY

The AIC is adept at delivering successful TechClinics™ across different industry sectors. The AIC has delivered TechClinics™ in sectors including:

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|--------------------------|------------------------------|
| 1. Coal Seam Methane Gas | 5. Food Technology |
| 2. Bio-fuels | 6. Bio-commodities |
| 3. Marine Waste | 7. Social Science Innovation |
| 4. Food Processing | 8. Smart Grids |
| | 9. Energy Storage |

TECHCLINIC™ OUTCOMES

AIC TechClinics™ stimulate technology and commercial receptiveness between the research community, government, SMEs, end-users and other stakeholders, enabling participating parties to:

1. Articulate specific market needs;
2. Direct future R&D activity towards market needs;
3. Identify scale and resource requirements to apply research or other novel solutions to new development opportunities;
4. Determine which technology developers or providers have appropriate solutions; and
5. Identify, equip, and action appropriate parties to participate in collaborative development and commercialisation activities;

WHAT ARE PARTICIPANTS SAYING?

“Well organised, good structure, designed to encourage group thoughts and comments, and synthesise findings and communicate to the important few. Well done!”

(Larry Brown, Icon Energy)

“Very well facilitated”

(Reagan Parle, DEEDI)

“Really good ending to the session with good actions!!”

(Jane Holdsworth, Western Downs Regional Council)

Figure 1: AIC Industry Innovation

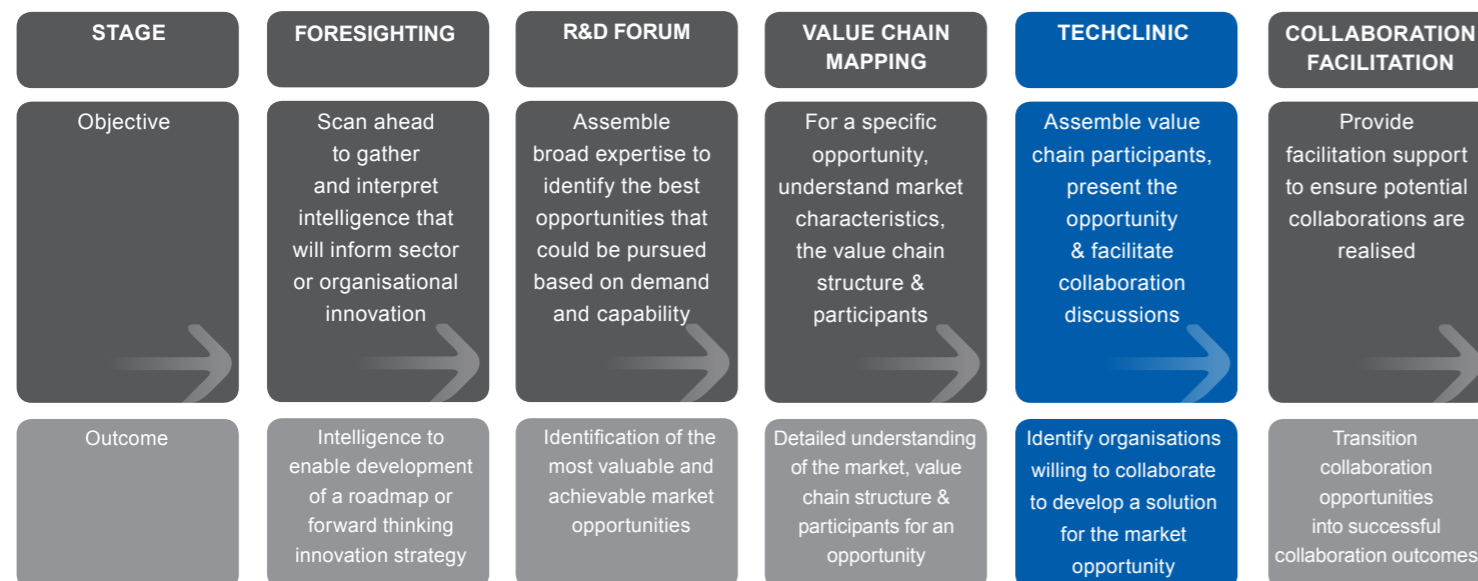


Figure 2: Core AIC TechClinic Strategy

