

**Extracts of Speech by Dr Rowan Gilmore, CEO
Australian Institute for Commercialisation
Report Card: Commercialisation in Queensland
Customs House, Brisbane
22 February 2006**


We are honoured to have our Deputy Premier, Treasurer, and Minister for State Development, Trade and Innovation, the Hon Anna Bligh with us tonight - we very much appreciate your interest and support. I would also like to welcome Mr Mel Bridges who is Chairman of Alchemia and Impedimed, and who will share with us some examples of leading practice in commercialisation.

It was through the Queensland Government's 'Smart State' initiative that the AIC was established in 2002. It established the AIC as a national entity to build scale and to deliver advice and services that could help **individuals, small business, research organisations and government departments take their ideas, identify opportunities, and create outcomes from commercialising them.**

Now that's a long and high-risk journey, but with the Queensland Government's financial support and commitment to innovation, we've come a long way since 2002 and we're making a difference. We are creating jobs, export opportunities, and economic growth.

The first thing we're doing is to help people improve their skills in commercialisation.


As our Deputy Premier said, over 600 researchers and entrepreneurs have taken our two-day commercialisation Bootcamps and over 350 Queenslanders from all regions have attended Ideas2Market workshops in the past year. With the Melbourne



University School of Enterprise we also issue a joint Graduate Certificate in Commercialisation.

The **second thing** we do is to actively accelerate the commercialisation of know-how and technology that has been created by others.

Our TechFast program this year will increase by nearly 50% the volume of technology transfer deals between the entire Australian research sector and small business. We have worked with nearly 30 small companies, many of them regional, to innovate their products by working with universities. Some of them are here tonight. If you're a research organisation and not yet involved in TechFast, you're missing out on something significant.



Since last June, our Office for ICT Commercialisation has licensed four State Government-owned ICT products out to businesses to commercialise, and has a further eight in negotiation. These are creating local jobs in the ICT sector, and realising export opportunities, as well as bringing cost savings to government.

The **third way we help** is by providing advice and consultancy derived from our hands-on commercialisation experience.

Our market research services this year have helped over 40 organisations grow by providing research that better quantifies their markets and products. We've also provided policy advice to assist commercialisation in Australia, for instance to the Commonwealth Dept of Education and to the House of Representatives Standing Committee on Science and Innovation.

We've developed commercialisation frameworks, strategies and identified intellectual property for a range of clients, for instance Queensland's Department of Education and the Arts. The past year has also seen the launch of Australia's first one-stop resource of integrated commercialisation tools for innovators, Gateway Enterprise. Can I encourage everyone tonight to take a look at our demonstration booth over and take a test drive.

And finally, the AIC is co-hosting the national Commercialisation Expo 2006 in June later this year. By working collaboratively, the AIC is able to promote

commercialisation at the national level, and remain at the forefront of emerging issues

It is extremely encouraging that other Governments are following Queensland's lead and have funded us to set up offices in Sydney, Melbourne, and Adelaide. The commercialisation services we are now delivering throughout Australia are helping to create a national environment where great ideas are better converted to successful outcomes and economic benefits.

By the way, this has given the AIC visibility of the entire innovation environment across Australia, and we are very proud to call Queensland home. My observation is that Queensland is indeed one of the leaders in fostering innovation. There are some genuinely unique and world-leading initiatives to create hi-tech jobs, exports, and wealth that were launched first in Queensland, TechFast and the Office of ICT Commercialisation being just two of them.

2006 is an exciting year for us. We are finding opportunities in early stage commercialisation where the AIC is well placed to address market failure and catalyse new activity.

We will of course continue to operate our flagship programs, including TechFast and the ICT Office, our Bootcamps, and the Ideas2Market program, but will strengthen our consultancy services practice group and begin to offer more customised, integrated solutions.

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