



iLAUNCH Trailblazer

Building Australia's enduring space capability

iLAUNCH Trailblazer Brief



University of
Southern
Queensland



Adelaide
University



Australian
National
University



Australian Government
Department of Education

Acknowledgement of Country

"We acknowledge the Traditional Owners of the land on which we meet today, the Jagera, Yuggera and Ugarapul peoples of the Yugara/Yagara Language Group, and pay our respects to Elders past, present and emerging."

Prof Andrew Smith

Executive Director

Maddie McIntyre

Chief Operating Officer

Hunter Walkenhorst

Assoc. Director Commercialisation & Partnerships

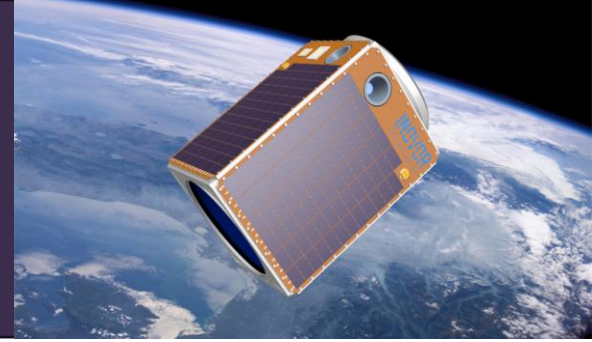
iLAUNCH Information Session | Agenda



1. **iLAUNCH Commercialization Roadmap**
2. **Commercial Development Fund**
3. **Commercialization Workshop**
4. **Next Steps**
5. **Q&A**

iLAuNCH Trajectory and Life Cycle

Commercialization Road Map



- Phase I of iLAuNCH **research & development of a project portfolio**: milestones, expenditure, technical deliverables, TRL advancement etc.
- For the Final 12–14-month phase the focus must increasingly transition to the **commercial outcome**.
- **October–November 2026 is a transition point in the program's lifecycle**. Less about a portfolio of projects and more about a smaller number of enduring products, services, licences, capabilities, companies, industry relationships and follow-on programs – legacy.
- We won't know which commercial outcomes will ultimately succeed, but we must know what each project is trying to deliver commercially and where the final discretionary dollars have the greatest leverage in enabling this?

Enduring products • Services • IP • Sovereign capability

iLAuNCH Commercialisation Roadmap

September 2026 – February 2028

- 22 OCT 2026**
CDF applications close
5-page proposal • Industry contribution • Node Lead endorsement
- 23 OCT – EARLY NOV**
TAPE assessment and shortlist
Eligibility → independent scoring → consensus review → feedback
- 9–10 NOV 2026**
Commercialisation workshop
Academic + industry CI presentations • CDF updates • TAPE advice
- MID-DEC 2026**
Commercialisation plans agreed
Top 3 actions • Named owners • Targeted support • Legacy pathway
- JAN 2027 – FEB 2028**
Execute and transition
CDF delivery • Commercial milestones • Follow-on investment and adoption

Commercial Development Fund (CDF)

Call for applications

What are we trying to achieve?

- **\$3M competitive Commercial Development Fund** for existing eligible Core Commercial Projects/Partners
- Approximately **\$300–400k per project** anticipated; larger requests possible with a sufficiently strong case
- The central question: “**What commercially important outcome becomes possible through CDF investment that is unlikely to occur without it?**”
- Funding is for **new or additional activity** that materially changes a project's commercial trajectory, it's not about starting a new project
- Focus on removing a specific commercialization barrier or accelerating a clear opportunity: prototyping, demonstration, manufacturing readiness qualification & certification, regulatory approval, IP/licensing, customer trials etc.
- The outcome must strengthen **enduring Australian sovereign commercial capability**, not simply extend research activity – delivered **Jan 2027 - 28 February 2028**



Commercial Development Fund (CDF)

Building a Strong CDF Application

- **Maximum 5-page application**, plus supporting letters where appropriate
- Start with **where your core commercial project is at now** and the commercial outcome you are trying to reach
- Identify the **specific barrier/opportunity** preventing or delaying that outcome and explain precisely **what additional work CDF funding enables** and why it is outside the existing project
- The eligibility requirement is at least **50% of the CDF request in industry cash and/or in-kind**. Industry cash and university contributions can further strengthen the competitive case.
- Show **market pull through**: industry cash; qualification access; procurement pathway; customer requirements; future use or follow-on commitment.
- Define tangible **milestones and commercial deliverables**, not simply research activities.
- Finish with the **post-iLAUNCH pathway** — customer, revenue, licensing, procurement, investment, Defence/Government funding or other continuation route.

Please note industry cash counts towards both eligibility and selection criteria. Industry pull through and other university cash and in-kind counts towards selection



Commercial Development Fund (CDF)

Process & Timing

Application → TAPE Review → Shortlist

- Submit to iLAUNCH (with **Node Lead endorsement**) by **5pm, Thursday 22 October 2026**
- iLAUNCH undertakes an initial **eligibility check**
- Eligible proposals provided to **Technical Advisory Panel of Experts (TAPE)** for independent assessment against the published criteria.
- TAPE members independently score proposals before meeting as a review panel to **moderate scores and reach a consensus assessment/ranking**.
- Assessment weights: **Sovereign Commercial Impact 30%; Legacy 25%; Industry/End-user 20%; Deliverability 15%; Collaboration 10%.**
- Shortlisted teams informed before the November workshop so TAPE feedback/questions can help focus their presentation.

The criteria deliberately put 75% of the weighting on commercial / sovereign impact, legacy and industry/end-user engagement. Applicants should not treat this principally as a technical research proposal.



Commercialization Workshop

CDF & Workshop Intersection



- **Day 1:** All lead academic CI and industry CI/lead will jointly **co-present** each Core Commercial Project (10-15 min per project).
- The last few slides should focus on **commercial opportunity, current achievements and commercial readiness** — not simply project progress.
- Identify the **biggest remaining barriers** and what intervention/support would materially improve the outcome.
- Present the **commercialisation and legacy pathway beyond iLAuNCH** — who takes the outcome forward?
- Shortlisted CDF applicants can use **1–2 slides to reinforce/update their CDF case** and respond to any issues emerging from TAPE review.

*For all core commercial projects TAPE uses the presentations as a **commercial readiness check**: industry commitment, legacy potential, barriers and need for intervention. Shortlisted CDF applicants can use their last 2 slides to provide any **additional clarification in support of their CDF application**.*

Commercialization Workshop

What to expect



- Every project should arrive at the workshop with a credible **first-cut commercialisation plan**, irrespective of whether it has submitted a CDF application.
- Workshop discussions on Day 2 should identify the **top actions, responsible owner and timing** needed to strengthen each project's commercial trajectory and may request small-scale support for discrete interventions where a very specific barrier can be addressed.
- The TAPE provides formal review of the **written CDF assessment + integrates workshop evidence + with the commercialisation readiness check for all projects**; CDF funding plus smaller targeted support items are directed to where TAPE recommend that they can have the **greatest commercial impact**.
- Desired endpoint: every Core Commercial Project leaves iLAuNCH with a clear **commercial plan, owner, next actions and post-Trailblazer pathway**.

A short online briefing session / training will be scheduled to enable focused participation in the workshop covering:

- *Commercial hypothesis*
- *Focus on technology readiness levels (first 2.5 years)*
- *Focus on commercial readiness levels (last 1.5 years)*
- *Commercialization plans and impact*

Commercialization Workshop

Post workshop actions and clean up

By December 2026 ...

- All Core Commercial Projects will have a documented commercialization plan with six headings:
 - ✓ **Commercial outcome being pursued**
 - ✓ **Current commercial readiness / principal remaining barrier(s)**
 - ✓ **Top 3 actions before program completion**
 - ✓ **Named owner and deadline for each action**
 - ✓ **Any Intervention required / agreed** – CDF / small-scale support / university commercialisation / partner action etc.
 - ✓ **Post-iLAUNCH owner and pathway** – commercial partner / university commercialisation team or other

This simple two-page plan becomes the **commercial close-out dashboard** for the remainder of the Trailblazer.

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Q & A

Please post any
questions in the chat





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