**COVER PAGE**

**PROC-9177111 Request for Proposal: Value Chain Innovation**

**Project proposal template:**

**Instructions for how to complete this application**:

**Addressing the evaluation criteria:**

1. There are 5 sections that are related to the Evaluation Criteria (A-E) in the Request for Proposal (RFP) document. Each section includes *Key points* that the applicants must respond to.
2. Address all *Key points* in each Section in green text. Do not delete the green text.
3. The blue text is included underneath each *Key point* for guidance on how to address it.
4. Delete the blue text once you have addressed each *Key point*.

**Page limits and formatting:**

1. **Your application must not exceed 8 pages in total**. This page limit excludes this cover page and references.
2. Tables, graphs, pictures, and schematics are included in the page limit.
3. Your application must be in 12pt size and in Arial or Proxima Nova font.
4. The page margins must be no smaller than 2cm top and bottom and 1.5cm left and right.

# PROC-9177111 Request for Proposals: Value Chain Innovation

# Project proposal template

# Summary information

|  |  |
| --- | --- |
| **Title:** Provide a concise and descriptive title for your application  |  |
| **Lead applicant**: Insert the name of the organisation who is leading this application  |  |
| **Contact**: Insert the name, e-mail address and phone number for the person GRDC should contact about this application |  |

# Description of the project and plan

***The proposal outlines a comprehensive, realistic, and well-structured plan, including clear objectives, timelines, resource allocation, and risk management strategies. The plan should demonstrate a logical approach to achieving stated deliverables.***

***Key points to address***

## 1. Objectives, Activities, Resource Allocation

The proposal should clearly define the primary objectives of the project, including the key activities required to achieve these goals. It should also provide a detailed allocation of resources, including personnel, budget, and equipment, ensuring that each resource is appropriately matched to specific tasks. The proposal must highlight the alignment of activities with the overall project goals, demonstrating efficient use of resources to optimise outcomes.

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## 2. Outputs and Timelines

The proposal must include a detailed timeline, with milestones and deliverables clearly mapped out. Each output should be specific, measurable, and linked to a particular timeframe, providing a clear path to project completion. The timeline should account for potential delays and include contingency plans. This section should emphasise the logical sequence of activities and how they lead to the achievement of the project’s final objectives.

Complete the table below that summarise overall investment Outcome and individual Outputs.

|  |  |
| --- | --- |
| **Outcome:**  |  |
| **Output number** | **Description of output**  | **Estimated completion date of output** |
| 1  |  |  |
| 2 (if required) |  |  |
| 3 (if required) |  |  |
| 4 (if required) |  |  |
| 5 (if required) |  |  |
| 6 (if required) |  |  |

# Value Proposition to Australian grain growers

***The proposal clearly demonstrates a compelling value proposition, addressing a significant market need or opportunity. It should articulate the unique benefits of the innovation, including the potential for profitability and scalability within the target market.***

***Key points to address***

## 1. Description of proposed innovation (including Project Category/Type)

The applicant should detail the specific innovation being proposed, aligning it with the relevant category and type of project as outlined in the Request for Proposal (RFP). The description should clearly demonstrate how the innovation fits within the designated project framework, and why this categorisation is appropriate. The proposal should emphasise how the innovation addresses a pressing need or opportunity within the agricultural sector.

|  |  |
| --- | --- |
| Category |  |
| **Type (if applicable)** |  |
|  |

## 2. Pathway to impact for growers

The proposal should clearly articulate the pathways through which these benefits will be realised, supported by evidence or case studies from similar innovations. They should discuss how these users are expected to adopt and deliver the innovation and provide a timeline for when the innovation will become available to growers. If the project involves developing new products, the proposal should specify the anticipated Technical Readiness Level (TRL) at the end of the project.

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Complete the table below based on a) when you anticipate growers will first be able to materially benefit from your technology or concept, and b) what rate of adoption you expect for your technology and concept?

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| --- | --- | --- |
| Year  | Percentage of adoption of expected users | Supporting rationale  |
|  |  |  |
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## 3. Estimates on scale of impact

The applicant should describe how the innovation clearly demonstrates grower value. The grower value should be quantified with a tangible measure, the extent to which it could be adopted, and articulable assumptions used to arrive at the value propositions.

## Measured in $/tonne, $/hectare, $/kilometre etc. Are there any other off-farm, environmental or intangible benefits?

The applicant should describe how the innovation will translate into tangible on-farm benefits. This could include reductions in costs and increases in revenue. It is important that any value is linked back to growers and any assumptions used in generating these figures are described within the proposal.

The applicant should outline any off-farm or environmental benefits associated with the innovation, including potential improvements in ecosystem services, reductions in greenhouse gas emissions, or contributions to biodiversity. If possible, these benefits should be quantified in economic terms. The proposal should also highlight any intangible benefits (e.g., reductions in wait times at point of delivery).

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## What regions and crops will benefit and to what extent e.g. what volume, tonnes, hectares, kilometres etc?

The applicant should identify the specific crops and regions/subregions that will benefit from the innovation. This includes describing the supply chain conditions at in the relevant region. An estimate of the number of growers that stand to benefit from the innovation should be included, alongside an explanation of why these growers in particular will benefit.

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## How often will the grower receive the benefit e.g. once-off, multi-year etc.

The applicant should provide evidence-based estimates of the long-term yearly benefits the innovation will deliver at the farm scale, expressed in terms of economic impact (e.g., $/tonne, $/hectare etc). They should explain the expected frequency of these benefits, considering typical variability in outcomes, such as years of benefit, and any potential disbenefit. The focus should be on realistic and quantifiable benefits that will drive adoption.

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## What assumptions have been used to determine the value proposition

The applicant should provide assumptions regarding the value proposition, adoption of the innovation, including factors influencing adoption rates and potential barriers. The proposal should describe how these assumptions will be tested or validated during the project and outline strategies for encouraging widespread adoption. Consideration of the innovation’s compatibility with existing practices and technologies should also be addressed.

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# Personnel and Team Capability

***The section of the proposal outlines the capability and expertise of the project team.***

***Key points to address***

## 1C. Leadership and Project Management

The applicant should highlight their proven experience in leading complex R&D or innovation projects, demonstrating their ability to effectively manage teams (including potential subcontractors), handle intellectual property (IP) rights, and manage contracts. This should include specific examples of past successes in these areas, showcasing their ability to deliver projects on time and within budget while maintaining high standards of quality and compliance.

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## 2C. Technical Expertise and Experience

The proposal should emphasise the technical skills and relevant experience of the project team. The applicant should detail the team's expertise in key areas critical to the project’s success, including any specialised knowledge or skills that differentiate them from competitors. Real-world applications of this expertise in similar projects should be provided to illustrate the team's capacity to achieve the project objectives.

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## 3C. Organisational Capabilities

Applicants should describe the organisational infrastructure and resources available to support the project, including access to state-of-the-art facilities, tools, and technology. Additionally, they should outline their capacity to leverage additional expertise and collaborate with partners when necessary. This section should demonstrate how the organisation’s structure, processes, and strategic partnerships will contribute to the successful execution of the project.

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# Risk Management

***The section of the proposal outlines potential risks and Management***

***Key points to address***

## 1D. What are the key risks involved and how might you manage them?

Complete the table below and then delete this blue text. Include as many rows as is needed to list the key risks in the project.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Description of risk | Likelihood of occurrence  | Impact  | Risk rating  | Risk mitigation strategy  | Revised risk rating  |
|  | H or M or L |  | H or M or L |  | H or M or L |
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# Budget

***Applicants must present the tendered budget, detailed using the GRDC budget template (provided separately).***