**COVER PAGE**

**PROC-9177110 Innovations for soil, nutrient, and water productivity**

**Project proposal template:**

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

**Addressing the evaluation criteria:**

1. There are 4 sections that are related to the Selections Criteria (1-4) as 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 10 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-9177110 Innovations for soil, nutrient, and water productivity

# 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 |  |

# Value Proposition (evaluation criteria 1)

***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**

## 1A. Proposed Innovation and Project Category/Type

The applicant should detail the specific innovation being proposed, aligning it with the relevant category and type of project (insert in table below) as outlined in the Request for Proposal (RFP). Moreover, 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** |  |

## 2A. Long-term Average Yearly Farm-scale Benefit

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., $/ha). They should explain the expected frequency of these benefits, considering typical variability in outcomes, such as years of benefit, and potential disbenefit. The focus should be on realistic and quantifiable benefits that will drive adoption.

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## 3A. On-farm Benefits from Innovation

The applicant should describe how the innovation will translate into tangible on-farm benefits. This could include improvements in crop yield, reductions in production costs, or enhancements in resource use efficiency. The proposal should clearly articulate the pathways through which these benefits will be realised, supported by evidence or case studies from similar innovations.

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## 4A. Additional Off-farm and Environmental Benefits

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., enhanced social license or improved public perception of sustainable farming practices).

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## 5A. Target Crops and Regions/Subregions

The applicant should identify the specific crops and regions/subregions that will benefit from the innovation. This includes providing a description of the regions based and may include relevant soil properties and rainfall zones. An estimate of the total area (in hectares) that stands to benefit from the innovation should be included, alongside an explanation of why these are target areas for the proposed solution.

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## 6A. Pathway to Grower Adoption and Benefit

The applicant should outline the assumptions and steps involved in bringing the innovation to growers, including the roles of intermediary users and stakeholders. 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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## 7A. Grower-level Adoption Assumptions

The applicant should provide assumptions regarding the adoption of the innovation at the grower level, 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.

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?

|  |  |  |
| --- | --- | --- |
| Year  | Percent adoption (percentage of total grain crop hectares) | Supporting rationale  |
|  |  |  |
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# Description of the project and plan (evaluation criteria 2)

***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**

## 1B. 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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## 2B. 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) |  |  |

# Personnel and Team Competence (evaluation criteria 3)

***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 (evaluation criteria 4)

***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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# Price (evaluation criteria 5)

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