

Regional Business Partner

Regional Business Partner Network

The Regional Business Partner (RBP) Network is designed to make it easier for NZ businesses to access early-stage support. **We provide help to local businesses making big moves because thriving local businesses empower our communities.** This national network is made up of 14 “Regional Business Partners” and is supported by MBIE and Callaghan Innovation. The Nelson Regional Development Agency is the “Regional Business Partner” for Te Taihū. We partner with the Nelson Tasman Chamber of Commerce and Marlborough Chamber of Commerce who assist us in creating a network to provide information, advice, funding and connections to local businesses seeking support in their growth journey.

Key RBP support services include:

- 1) Callaghan Innovation R&D / Innovation Support** – *R&D Tax Incentive, R&D Grant Funding, Innovation Funding & skills-building programmes, Technology & Product Development technical expertise (200 of NZ’s leading scientists & engineers).*
- 2) Management Capability Funding** – *receive up to 50% subsidy (max \$5k) to access third party coaching/training to help build capability in specific business areas e.g. Finance, Business Planning, Business Systems, Business Sustainability, Marketing, Export, Governance, Lean Manufacturing, Capital Raising, Business Operations.*
- 3) Connections & Business Collaborations** – *local, national and global connections.*
- 4) Independent Advice & resources.**

Management Capability Funding

Regional Business Partner Network

The Management Capability Funding Scheme provides specialist services, support and funding to enhance business management capabilities, to help businesses to grow and develop.

This funding is one of the services available through the Regional Business Partner (RBP) Network to support business owners looking to grow and innovate. Key things to consider:

- To access this co-funding you must first meet with us to discuss your business;
- We will seek to understand opportunities for growth and help identify any barriers to this; and
- We will then work with you to put together an action plan.

Where there is a management capability need identified that could be addressed by undertaking training, we may issue Management Capability funding to your business.

It is the aim that a business receiving support would demonstrate a desire to innovate and grow and want to improve their management capability. We will consider if the investment in the business would have an impact on the businesses ability to grow and contribute to economic development within the region. Of particular focus in our region, is if the business has growth ambitions internationally or is part of the international value chain.

Please Note:

- Funding may only be used with services registered in the www.regionalbusinesspartners.co.nz "Marketplace";
- Funding can only be used in the following subject areas; Business Planning, Business Systems, Business Sustainability, Capital Raising, Export, Finance, Governance, Lean Manufacturing, Business Operations, Managing Resources, and Marketing; and
- The value of funding issued may vary and they can be used to cover up to 50% of the training service cost (capped at \$5,000 p/a per business).

Any business can meet with us. However to be eligible for Management Capability funding a business must:

- Have undertaken a discovery assessment with us. After the assessment, if it is identified that an investment in the business would have an impact on the businesses ability to grow and contribute to the economic development within the region, the business **may be** eligible for Management Capability funding to cover **up to** 50% of the cost of that training or coaching (up to a maximum of \$5,000 p/a per business);
- Be able to demonstrate both willingness and capacity to grow;
- Have developed an action plan together with us;
- Have fewer than 50 full-time equivalent employees;
- Be registered for GST in New Zealand;
- Operating in a commercial environment; and
- Be a privately owned business, OR a Māori Trust or incorporation under the Te Ture Whenua Māori Act 1993, OR a similar organisation managing Māori assets under multiple ownership.

Businesses should also:

- Be exporting, have export potential, be involved in the export supply chain or have the potential to contribute to economic growth in the region;
- Demonstrate commitment to improving management capability. Indicators of commitment could include the fact they have sought advice, have worked through the assessment process and are willing to co-fund capability building activities and make the required time commitment; and
- Have an identified gap in its capability that can be addressed through management capability building and training.

How To Access this Service:

The Nelson Regional Development Agency partners with the Nelson Tasman Chamber of Commerce who assist to create a support network for local businesses. For more information on the Management Capability funding service please contact Sandra Crone from the Nelson Chamber of Commerce on Sandra@commerce.org.nz or 03 548 1363.



CallaghanInnovation

New Zealand's Innovation Agency

Callaghan Innovation – Funding Options

Grant Pool	Co-Funding \$	Summary
1 Ārohia Innovation Trailblazer Grant	<ul style="list-style-type: none"> Seed Grant - co-fund 50% of eligible costs (up to \$50k) Full Grant – co-fund 30% of eligible costs (up to \$4m) 	This grant is aimed at supporting companies with activities, excluding R&D, involved in taking a world-leading innovation to market that will have potential benefits for Aotearoa New Zealand's innovation ecosystem. Targeted at helping companies doing pioneering innovation and to help take your innovation to market.
2 New to R&D Grant	<ul style="list-style-type: none"> Co-fund 20% of R&D Project costs (up to \$200k) Fully fund R&D capability building skills (up to \$200k) 	To support businesses in the early stages of their R&D investment to establish an R&D programme and build their R&D capability. Provides businesses with a smooth on-ramp to the Research & Development Tax Incentive as their R&D programme becomes established.
3 R&D Tax Incentive	15% tax credit on money invested in eligible R&D in NZ	The R&D Tax Incentive (RDTI) allows qualifying businesses to claim a 15% tax credit on their eligible research and development (R&D) costs, reducing the income tax they need to pay. Loss-making businesses can apply to have this tax credit refunded or carried forward.
4 R&D Student 'Experience' Grant	\$9,460 (excl. GST)	This grant covers the cost of 10 weeks of employment (up to 400 hours) for students studying science, technology, engineering, design or business to work in a business to assist with a R&D project. Applies to Undergraduates, Masters and Phd students. You can apply for this particular grant annually between July - September.
5 R&D Student 'Career' Grant	Up to \$30k (Masters) Up to \$35k (Phd)	Pays for a recent graduate's salary to work in a business for the first 6 months of employment to support a R&D project. Covers students studying science, technology, engineering, design or business. Applies to Masters and Phd graduates. This is managed on a first come first served basis.

Callaghan Innovation – Innovation Skills-Building Commercialisation Products

	Innovation support service	Co-Funding \$	Summary
1	Better by Lean	40% of total cost, up to \$20k	A workshop and coaching programme designed to assist businesses to implement 'Lean' thinking principles. 'Lean' can improve many things from product development to supply chains, production and distribution, reduce costs, customer touch points and staff skill levels. Funding contributes to accessing third party expertise.
2	Digital Lean	40% of total cost, up to \$20k	A capability-building programme which will boost business's competitiveness and performance, using Lean thinking methods to implement Industry 4.0 technologies.
3	Beyond IP	40% of total cost, up to \$10k	An Intangible asset strategy to realise true business value. Work with seasoned knowledge IP experts to identify all the unique assets that give your business the ability to generate a better return. Build a strategy to maximise those assets and implement that strategy into your business.
4	Capital Education	Free Service	A guide to raising capital in New Zealand. Through a series of videos and online workshops, industry leaders share vital insights on raising capital in today's turbulent world. For companies or innovations of all ages and stages.
5	Product360	Free Service	Every business is capable of having a great idea. But it's what comes next that can be much harder to nail down. Do you know if there is a market for your product? And do you know how you can scale? This validation pre-work is crucial before the development and launch phases. This free central online resource hub will help businesses identify their unique commercialisation needs, as well as any potential roadblocks.
6	Aronui industry 4.0 Navigator	Free Service	Designed to inspire innovative businesses as they embark on their Industry 4.0 journey to transform their business. This impartial advisory service provides leadership with the tools to create their 'bid picture' and a roadmap for change to grow their business in an increasingly data-enabled world.

Callaghan Innovation – R&D Services team (Applied Technologies)

200 of NZ's leading scientists & engineers who offer end-to-end product development support by helping NZ businesses solve tough technical problems

Data Vision

- Knowledge systems and machine learning
- Artificial intelligence
- Natural Language Processing
- Bioinformatics
- Data Science & computer vision
- Optimisation
- High Performance Computing

Communications

- Digital Signal Processing
- Wireless Communications
- Audio Technologies
- Sonar Systems
- IoT Systems
- Edge AI
- FPGA
- Electronics hardware
- Modem development

Microfabrication & Sensing

- Ultrasound Transducers
- Sensors
- Optics, extending to Hyperspectral & Microwave Imaging
- Analogue & Digital Electronics
- Microfabrication with cleanroom facilities
- Polymers: High value functional through to sustainability

Advanced Engineering & Materials

- Mechanical Engineering
- Additive Manufacturing
- Modeling & Simulations
- Production Technologies
- Inorganic chemistry
- Thermodynamics
- Hydrodynamics
- Cements

Advanced Mechatronics

- Robotics & Automation
- Electrical Engineering
- Hydrogen Energy
- Industrial Control Systems
- Industry 4.0 Process Optimisation
- Machine Vision
- Electronics Design
- Renewable Energy systems

Callaghan Innovation – R&D Services team (Biotechnologies)

Lipid & Natural Products

- Lipid Characterisation
- Bioactive Compound Analysis
- Advanced Analytical Techniques and Method Development
- Purification and modification of lipids
- Small scale natural development
- Assessments of Bioactivity

Process Engineering

- Industrial Process Development
- Bioprocess Extraction & Formation
- Supercritical Fluid Technologies
- Bioprocess Optimisation & Scale-up
- Bioprocess Filtration and Purification
- Food Grade Manufacture

Fermentation & Microbiology

- Fermentation & Downstream Process Development (R&D)
- Fermentation at scale (enzyme, protein, live cell product prototypes)
- Food grade Fermentation
- Precision Fermentation
- Microbiology services (e.g. antimicrobial assays)
- Biological Containment Facilities (PC1/PC2)

Protein & Enzyme Engineering

- Enzyme Process Development
- Protein Assay Design
- Recombinant Expression of Proteins
- Antibody Generation
- Mammalian Cell Biology

Food Processing

- Food Processing Technologies
- Byproduct procession to recover value (BPA)
- Scale up of Food & Beverage Tech (collab with NZFIN)
- Marine biomass processing (Cyber-Marine)
- Bee Product processing (collab with Process Engineering)

Callaghan Innovation – Connections

Bioresource Procession Alliance (BPA)

Co-Funds and undertakes R&D projects with companies by using the expertise at partner organisations and universities. Goal is to get better value from biological by-products of primary industry processing.

Agritech ITP

A collaborative partnership between Callaghan Innovation, industry & other govt departments to turbocharge global growth for NZ's agritech sector.

Agritech Explorer

An agritech specific initiative for funding options relevant to the sector

Start-Ups Support

Accelerators – an excellent source of advice, support and potential funding to help early stage business ideas off the ground

Founder & Startup Support Programmes – targeted at people with great ideas, providing services to help validate ideas in the market and build a strong business around them

Technology Incubators – invest and actively help commercialise complex technologies; and concentrate on taking concepts to the next level by building a business around the technology.

NZ CleanTech Mission

Led by Callaghan Innovation, in partnership with Auckland Unlimited, NZ Growth Capital Partners, Science for Technological Innovation National Science Challenge and Auckland University to help Kiwi businesses develop world leading Cleantech.

Connections (relevant connections & networks that are linked to Callaghan Innovation)

Food Innovation Network (FIN)

A network of 4 small-scale food manufacturing plants and expertise, to help NZ F&B innovators develop and manufacture food products.

Industry 4.0 Hub

Developed to help upskill business on the range of digital technologies used to enhance productivity, make manufacturing more sustainable; and inspire new business models to generate new revenue growth.

Industry 4.0 Demo Network

Callaghan Innovation has teamed up with Beca & the Employers & Manufacturers Association (EMA) to deliver the Industry 4.0 Demonstration Network – an initiative to help NZ manufacturers learn about and adopt Industry 4.0 technologies.

HealthTech Activator

A coordinated, ecosystem-wide support mechanism for early stage founders and companies in NZ's Health Tech sector.

Hemp / Medicinal Cannabis Capacity Roadmaps

The guide Hemp & Medicinal Cannabis industry in NZ is in its infancy. Callaghan Innovation has generated sector specific capability roadmaps, designed to guide companies through planning and operational entry into the industry.

For more information on Callaghan Innovation support services or information on wider aspects of the Regional Business Partner Programme, please contact:



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