

## Industry Partnership Enquiry FAQ

### May 2024

#### Summary of Partnership Tiers and Benefits

- Core Partner: best suited to major organisations, operators, miners, producers
- Key Partner: best suited to technology providers
- Affiliate Partner: intended for smaller companies, start-ups
- Associate Partner: intended for international or specialise research providers and NGOs

Partner Tier	Key Benefits
<b>Core</b>  \$250k p.a. and above plus in-kind contributions	<ul style="list-style-type: none"> <li>▪ Direct research priorities via membership of steering committee</li> <li>▪ Involvement in unlimited number of projects</li> <li>▪ Primary rights to Project IP</li> <li>▪ Membership of Company and associated voting rights</li> <li>▪ All rights associated with lower partner tiers</li> </ul>
<b>Key</b>  \$100k p.a. and above plus in-kind contributions	<ul style="list-style-type: none"> <li>▪ Membership of Research Advisory Committees.</li> <li>▪ Nominate research priorities to the Steering Committee</li> <li>▪ Involvement in up to 3 projects at any one time, unless by exception approval</li> <li>▪ Secondary access to Project IP, proportional to partnership status</li> <li>▪ Access to CRC's industry PhD internships program</li> <li>▪ All rights associated with lower partner tiers</li> </ul>
<b>Affiliate</b>  \$20k p.a. and above plus in-kind contributions	<ul style="list-style-type: none"> <li>▪ Contribute to HILT CRC research strategy and project ideation</li> <li>▪ Involvement in up to 1 project at any one time, unless by exception approval</li> <li>▪ Access to Project IP on a commercial basis</li> <li>▪ All rights associated with lower partner tiers</li> </ul>
<b>Associate</b>  In-kind contributions only	<ul style="list-style-type: none"> <li>▪ Involvement in projects as required, supplying specialist skill sets or infrastructure</li> <li>▪ Attendance at HILT CRC conference, webinars and other events</li> <li>▪ Access to non-restricted HILT project outcomes</li> <li>▪ May be eligible for tax offsets under the R&amp;D tax incentive</li> </ul>

#### Notes:

- Existing Core Partners have agreed that no back-pay is required for new Partners recognising that HILT CRC is in a growth phase. This decision will be revisited annually.
- The term of HILT CRC membership is expected to be for the duration of the CRC, that is until 2031, as for all other Core and Key Partners. However, Partners can withdraw or downgrade following a notification period of 12 months.
- While it is possible to join HILT CRC as a Partner at a lower level and increase level of Partnership later, this requires approval of the Core Partners and Board.

## New Partner Approval Process

Following the submission of the Expression of Interest Form, approval and admission steps are as follows:

- Core Partners are provided with 21 days’ notice of intended admission including details of terms of admission and involvement and how this will contribute to HILT’s objectives.
- $\geq 75\%$  of Core Partners must approve the admission (for new Core Partner applications).
- Board considers written feedback received by a Core Partner in relation to the admission.
- Board passes a special resolution to admit the applicant.
- Applicant to sign admission agreement with HILT CRC.

## Project Governance

HILT CRC has a three-tiered governance framework (Figure 1). Core and Key partners can nominate representatives to sit on the Research Advisory Committees for each research program at their discretion. Core Partners can nominate a representative to sit on the Steering Committee. Steering Committee recommends projects for approval by HILT CRC’s independent board.

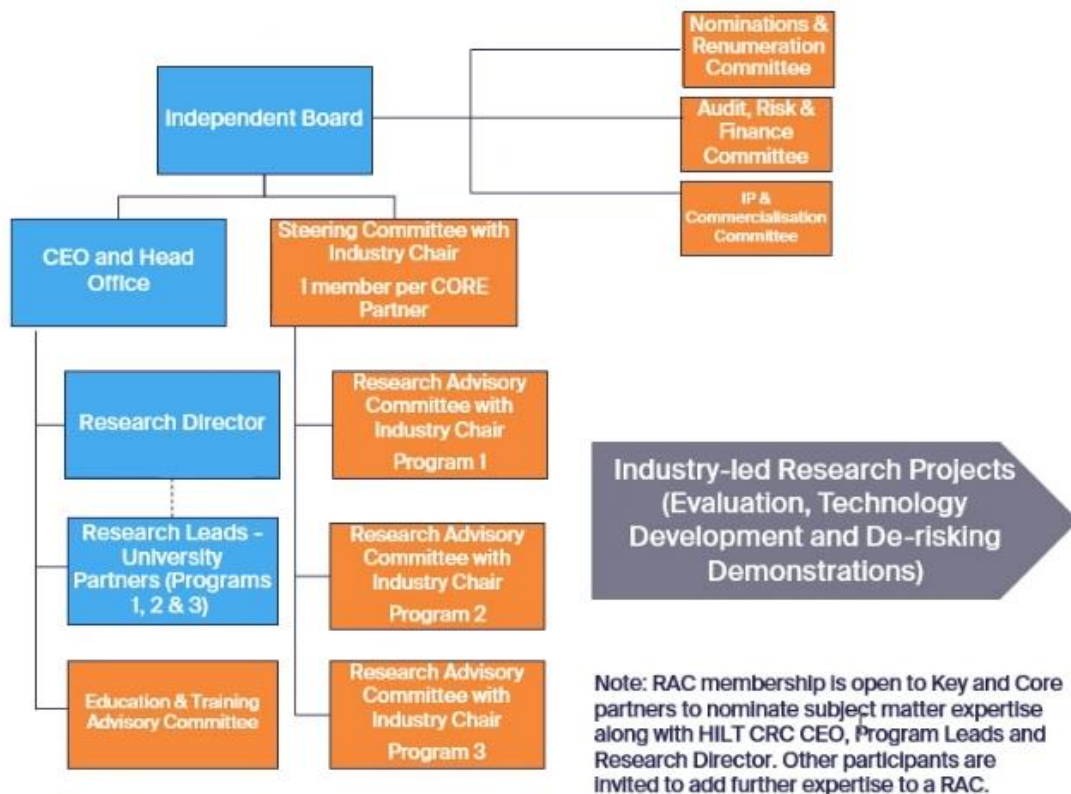


Figure 1: HILT CRC Governance structure

**Steering Committee Role:**

The responsibilities of the Steering Committee are to:

- (a) collaborate with the HILT CRC Board and other committees to develop the overall research strategy, including the research plan, review of milestones and budgeting.
- (b) advise and make recommendations to the HILT CRC Board on:
  - i. Project proposals and the effective delivery and resourcing of research programs and projects of the CRC.
  - ii. Standing and efficacy of projects
- (c) promote the interests of the HILT CRC to external stakeholders.

**Research Advisory Committees Role:**

The responsibilities of the Research Advisory Committees are to:

- (a) review project proposals and providing feedback to researchers/industry proponents
- (b) assist with the process of project development, working with project leaders and proponents until successful projects are developed;
- (c) monitor ongoing progress and efficacy of projects;
- (d) recommend projects to the Steering Committee.

All HILT CRC projects are industry led. This is achieved through HILT CRC's governance structure and project systems, in particular:

- Project approval: All projects must have an industry Core Partner participating and proposals must include statements of support from multiple industry partners. Input into project scope typically occurs prior to project approval, however flexibility is built into projects to allow scope to adjust to changing conditions or industry need.
- Project conduct: All projects have a lead 'industry representative', typically from an industry Core Partner, whose role includes ensuring that regular project steering meetings are conducted, the industry representative also reviews quarterly progress reports. All project partners are involved in the review of reports and publications.
- Project Utilisation/dissemination: A utilisation plan is agreed on project commencement and may be revisited and updated throughout the project with consent of all project partners.

**Access to project data and reports**

All HILT CRC projects have individual Project Agreements, covering key requirements such as IP and access to project data and reports.

All HILT CRC Partners have access to the completed 'QuickStart' projects and reports. These were an initial set of 15 evaluation projects conducted across 2022-2023 that have informed HILT CRC's future research direction.



For all other more recently established and future projects, access is limited to only those parties directly participating in each project. Project parties may collectively agree to sharing results from these projects more broadly the other HILT CRC Partners and/or publishing.

New Partners may seek to join existing projects to gain access to project data and reports. HILT CRC would manage this process.

## **Project Funding Model**

HILT CRC operates a 'pooled' cash funding model meaning that all cash contributions from Partners and other sources are combined and allocated to projects under the direction of the Board, Steering Committee and RAC's. In so doing HILT CRC strives to achieve an equitable allocation of projects and benefits between Partners considering contribution levels and the overall aims and objectives of HILT CRC.

This 'pooled' funding approach means that no additional cash contributions are required to projects, beyond the annual Partnership fee.

Partners participating in projects are required to provide some level of in-kind support. This can range from a small FTE fraction (say 5% p.a.) to providing project oversight through to the provision of materials, services and facilities.

## **IP Philosophy**

HILT CRC will seek to maximise benefits to its partners (pro-rata to their contribution) rather than the revenue from licensing income. It will seek to diffuse IP into the supplier or end-user sector as rapidly as possible to facilitate rapid translation to commercial outcomes.

Each project is governed by a project agreement with bespoke IP arrangements which are based on general IP and Commercialisation Guidelines.

## **Documents Available for Review**

- HILT CRC Core Partner Agreement
- HILT CRC Limited Constitution
- Commonwealth Grant Agreement
- New Core Partner Admission Agreement
- New Key Partner Admission Agreement
- Steering Committee Terms of Reference
- Research Advisory Committee Terms of Reference
- Project Agreement Template
- IP & Commercialisation Guidelines
- Guidelines for HILT CRC Reports and Publications