Expression of Interest Skills to Scale 2027

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Overview

Skills to Scale is a key action in the Queensland Government's: *Ideas into Impact* Science and Innovation strategy to deliver targeted scale-up support to help high-growth businesses strengthen investment readiness and expand into new markets.

Skills to Scale provides bespoke support for innovative, high-growth Queensland enterprises that have progressed beyond commercialisation and early growth and are ready to scale or have started scaling. The tailored program will help build business capabilities and investment readiness and connects businesses with global experts and market opportunities to accelerate growth through mentoring, specialist mentoring and business development.

This exciting program will equip participants with:

- Tailored support to refine business capabilities and investment readiness.
- Development of scaleup strategies to accelerate growth.
- Opportunities to make global connections to support expansion into new domestic and international markets.

>>>

- Specialist ‘deep dive’ mentoring
- Information on innovation ecosystem events
- Scale Acceleration Lab (including a Business showcase and graduation event)

Bespoke content and topics will be delivered to all participants based on the business needs identified during the EOI process and the Labs.

KEY DATES

- **EOIs Open**: 9am, Wednesday 25 November 2026 (AEST)
- **EOIs Close**: 2pm, 11th January 2027 (AEST)
- **Scale Intensive Lab:** 11-12 February 2027
- **Scale Acceleration Lab:** 26-27 May 2027

Note: attendance by a key business decision-maker at the first workshop lab is a pre-requisite to participate in the program. Attendance at both workshops is highly desirable.

Assessment Criteria

The following criteria will be considered in identifying the successful applicants:

Selection Criteria

1. **Innovative Products/Services** - The product(s) or service(s) delivered is clearly innovative and unique in its approach to identified market needs and have impacted/ will significantly impact industry and provide a major benefit to the target market and community (potentially including health, environmental, social, economic or risk mitigation benefits).
2. **Market Establishment**
    - The business has a well-established market presence for its product(s) or service(s).
    - It understands its primary customer demographics and their evolution over the business’s lifecycle.
    - It has the capacity and capability to quickly scale the product or service to meet future industry/market demand.
    - The business understands its main competitors and its competitive advantages, and it can build the strategies required to address challenges faced in scaling up.
3. **Growth Phase** - The business is in an advanced growth or early scaleup phase. – It has in place or is developing a scaleup strategy that defines its business goals for the next three years and how it plans to achieve them.
4. **Revenue Generation and Growth Metrics*** - Total revenue in the previous or current financial year is between $3 million and $50 million. - An average three-year growth rate for either revenue or jobs exceeds 20% per annum. (*Refer to DEFINITIONS – Business Size).

Please provide detailed but concise responses to each question, writing for a broad audience and avoiding the use of technical jargon or unexplained acronyms. Attempt to address questions in full. Guidance text will be included to assist you.

Eligibility Requirements

To be eligible to participate in the program, organisations must meet the following requirements:

Is the applicant organisation headquartered in Queensland (operating and having its head office located in Queensland)? *
○ Yes ○ No
For the purposes of this program "Located in Queensland" is any organisation that has a physical office in Queensland and has an ABN which states its "Main business location" is in Queensland.

Does the applicant organisation have an ABN? *
○ Yes ○ No

Is the applicant organisation ABN registered in Queensland as the main business location? *
○ Yes ○ No

Are you able to and willing to provide financial statements and forecasts as part of your EOI submission *
○ Yes ○ No
This information will be used only for the purposes of verifying information submitted in your EOI

What stage of development is your product/service at? *
○ Not built and not yet tested in market or trialled with potential customers
○ Built but not yet tested in market or trialled with potential customers
○ Reached Minimum Viable Product Stage but not yet tested in market/trialled with customers
○ Reached Minimum Viable Product Stage and tested in market/trialled with customers
○ Early Commercialisation stage, validated product and market fit and growth models being considered
○ Established product in market, achieving sales and realising revenue
○ Considering new markets for entry
○ Considering growth/scale strategies
Choose the statement that most closely describes the current status of the product / technology / solution

Are you (or a key strategic-decision-maker in your team) able and willing to attend the Skills to Scale Intensive Lab from 11-12 February 2027 in person? *
○ Yes ○ No

Are you (or a key strategic-decision-maker in your team) able and willing to attend the Skills to Scale Acceleration Lab from 26-27 May 2027 in person? *
○ Yes ○ No

⚠Submission Eligibility

⚠ **Unfortunately, based on your response, it would appear that your organisation is not eligible to be considered for Scale to Skills**

Skills to Scale 2027 EOI Application form
Form Preview

⚠ **Do not proceed with completing the Expression of Interest form as ineligible applications will not be progressed for assessment.**

Applicant Organisation Details

* indicates a required field

Applicant Organisation Name *
Organisation Name

Full Legal Name of Organisation as per below ABN lookup

Trading as (if applicable)
Organisation Name

Australian Business Number (ABN) *

The ABN provided will be used to look up the following information. Click Lookup above to check that you have entered the ABN correctly.

Information from the Australian Business Register	
ABN	
Entity Name	
ABN Status	
Entity Type	
Goods & Services Tax (GST)	
DGR Endorsed	
ATO Charity Type	More information
ACNC Registration	
Tax Concessions	
Main Business Location	

Must be an ABN.

Applicant Organisation Type *

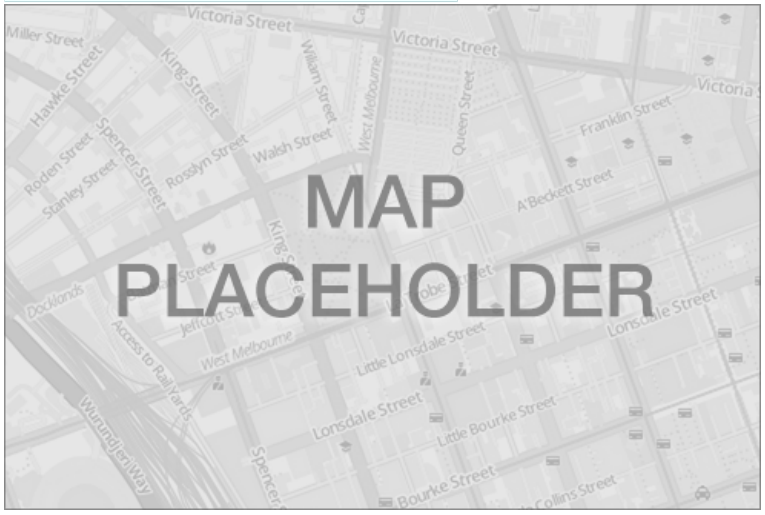
Select from the drop down list.

How many Queensland FTEs does the applicant organisation employ? *

FTEs are Full Time Equivalent employees.

Applicant Organisation Street Address *

Address



Address Line 1, Suburb/Town, State/Province, Postcode, and Country are required. Coordinates Required. Country must be Australia
(Identifiers such as Unit/Lot/Building/Level etc. are not accepted). The field will auto-populate after you start typing. Example: 137 Creek Street, Brisbane City Qld 4000.

The above listed address is: *
- ○ The physical HQ address of the business
- ○ Registered address (for e.g., accountant, consultant)
- ○ Other:

Applicant Organisation Postal Address (if different to above)
Address

Postal Address Only - If you wish to input a PO Box address, select the "Can't find your address" option in the above field. Once selected, you will then be able input PO Box details.

Applicant Organisation Website *

Must be a URL.

Is the Applicant Organisation headquartered outside of South-East Queensland? *

For the purposes of this program "South-East Queensland" is any location within the following council areas: Brisbane City, Moreton Bay Regional, Ipswich City, Logan City, Redland City, Gold Coast City, Scenic Rim, Somerset Regional, Lockyer Valley Regional, Sunshine Coast and Noosa Shire.

Is the applicant organisation a female owned or female led business? *

○ Yes ○ No

For the purposes of this program, a "female-led business" is one that is at least 51% female owned and/or led. "Led" means the people leading the organisation in roles such as CEO, Director, Executive. A female-led business does not necessarily need to be female founded.

Is the Applicant Organisation an Indigenous business? *

○ Yes ○ No ○ Prefer Not to Answer

For the purpose of this program, the Queensland Government defines "an Indigenous business" as one that is at least 50 per cent owned by an Aboriginal person or a Torres Strait Island person.

How did the Applicant Organisation first become aware of the Skills to Scale program *

Other:

Contact Details

For the purpose of this EOI submission, provide the contact details of the person that applying on behalf of the applicant organisation.

Name *

Title First Name Last Name

Position *

Phone Number *

Must be an Australian phone number.

Email *

Must be an email address.

Privacy

The Department is collecting personal information from you such as your name, address, contact details of yourself and your organisation.

This information is collected for the purpose of managing and assessing applications to this program and will be shared with **Deloitte** to support the delivery of the program. The Department's function in supporting businesses and industry through innovation programs and grants.

The email address you provide will be used to communicate with you including for the purpose of surveys to evaluate innovation programs. Dependent upon the email service

provider you have chosen, this may result in your personal information being transferred overseas.

The personal information provided may be provided to other relevant Queensland Government departments and Ministers, to publicly announce or publish and promote the successful applicants and outcomes of the program. This may include your name and the name of your organisation, project details and progress.

De-identified aggregated data may also be used for the purpose of managing and evaluating the program and informing government about designing and improving policies and programs.

Your personal information will not be otherwise used or disclosed unless authorised or required by law and will be managed in accordance with the *Information Privacy Act 2009.*

The Queensland Government privacy policy can be found at: www.qld.gov.au/legal/privacy.

The provisions of the Rights to Information Act 2009 apply to documents in the possession of the Queensland Government.

Applicant Details continue

* indicates a required field

Who are you and what does your company do? *

Word count:
Must be no more than 200 words.

Why are you a good fit for this program? *

Word count:
Must be no more than 200 words.

Who from your organisation will participate in the program? *

- ○ Founder
- ○ CEO
- ○ Other:

If other is selected, input the key personnel that will be participating

What are you and your organisation seeking to get out of participation in this program? *

Word count:
Must be no more than 100 words.
ie. key areas of focus to prepare for and/or continuing scaling

Describe the key roles and expertise within your team that contribute to your innovation and growth *

Word count:
Must be no more than 300 words.

What Queensland Government programs has the applicant business previously engaged in? *

☐ Backing Female Founders Programs
☐ Business Growth Fund
☐ Deadly Innovation
☐ Ignite Ideas
☐ Ignite Spark
☐ Ignite+ (Commercialisation and Growth and/or Scale)
☐ Advancing Champion Enterprises (ACE)
☐ Industry Research Projects
☐ Industry Research Foundations
☐ Investment Readiness Program
☐ Private Sector Pathways Program
☐ Precinct Tenant
☐ Other:

Select all that applies

Has your company previously participated in any other grant, support programs, accelerators or business development programs?

Has your company receive any Queensland Government grants and/or other funding that you have received previously to assist in the business development of your product or service?

(list any grant/s, year, value, outcome achieved and any comment in section below)

*

○ Yes
○ No

Previous support or funding received

Provide details of any state, federal, local government or private funding that you are currently receiving and/or have received in the past five years to assist in the development and/or commercialisation of ANY of the applicant organisation's products or services.

To add additional rows, click the Add More button

Support or Funding Source	Status	Name of Support or Funding Program	Year of Support / Award	Amount Awarded	Notes or Comments
				(if applicable)	Must be no more than 100 words.
Other:	Other:			$	

Summary Details

* indicates a required field

Course / Program Details

Name of the course

Participation in the Skills to Scale program in 2027

Course description

Participant in the 2027 Skills to Scale program which will be run between February 2027 and June 2027. This program will deliver a suite of wraparound support activities to innovative, high-growth Queensland businesses, to help accelerate their scaling activities.

Priority Investment Areas

Select the option that best describes your innovation *

- ○ Products
- ○ Services
- ○ Processes

Choose a statement that most closely describes the degree of novelty of introduced good or service *

- ○ New to the business only
- ○ New to the industry within Australia, but not new to Australia
- ○ New to Australia but not new to the world
- ○ New to the world

Which one of the innovation priority investment areas best describes your innovation currently *

○ Autonomous systems
○ Robotics and artificial intelligence
○ Nanotechnology
○ Synthetic biology technologies including mRNA
○ Quantum technologies
○ Innovation in cybertechnology, defence industries and space industries
○ Innovating the tourism industry
○ Innovation in methods to drive sporting and sporting event success (Sports Tech)
○ Using innovative methods to improve agriculture and food including novel proteins and low emission production systems
○ Developing environmentally responsible mining practices including innovative methods to accelerate new economy/critical minerals industry
○ Managing Queensland's waste and pollution and developing the circular economy
○ Mitigating and preventing climate change
○ Developing sustainable energy solutions including technology-supporting green hydrogen
○ Developing sustainable energy storage solutions
○ Developing sustainable water solutions
○ Building resilience against future potential pandemic crises
○ Building resilience against natural disasters e.g., droughts, floods, cyclones and bushfires.
○ Other:

How does the commercialisation of your product, and/or growth of your enterprise, service or process align to and support the Queensland Government Science and Innovation Strategy: Ideas into impact: From discovery to delivery *

Word count:
Must be no more than 150 words.
Link to Innovation Strategy

Do you consider your business an Innovation Driven Enterprise? *
○ Yes ○ No
*An Innovation Driven Enterprise (IDE) is a business that emphasises innovative solutions as a key driver of growth, competitive advantage, and value creation. Such enterprises focus on developing and commercialising new products and/or services to achieve their strategic outcomes.

Provide some details why *

Word count:

Which best describes the business IP ownership *
○ owns the intellectual property associated with the innovation
○ owns assignments to the irrefutable, perpetual, sole rights to the IP for the purpose of commercialisation into a defined, significant market
○ does not own the intellectual property or own assignment of the intellectual property

How long has the business been in operation? *

Provide in years, months

What is your vision for the business over the next three (3) years (include growth/ commercialisation strategy and risks) *

Word count:
Must be no more than 200 words.

Describe the primary target market(s) for this innovation? *

Word count:
Must be no more than 200 words.

Are you willing to complete a post course survey and share your business's progress with course organisers, peers and the Queensland Government for the purpose of collaborative learning? *

○ Yes ○ No

Innovative Product or Service

* indicates a required field

Describe your innovative product(s) or service(s) *

Word count:
Must be no more than 200 words.

Give an overview of what makes your product(s) and/or service(s) unique in the market *

Word count:
Must be no more than 200 words.

Describe how your innovative product(s) and/or service(s) have impacted your market and/or industry. *

Word count:
Must be no more than 700 words.

What does the competitive landscape look like and who are your key competitors? *

Word count:
Must be no more than 700 words.

How does your innovative product(s) and/or service(s) provide benefits to the target market and community. You can consider health, environmental, social, economic or risk mitigation benefits *

Word count:
Must be no more than 700 words.

Market Establishment

* indicates a required field

How long have your innovative product(s) and or/service(s) been in the market? *

Word count:
Must be no more than 200 words.
List product or service separately using dot point or number list

Do you have a well-established market presence for your product(s) and/or service(s)? Please provide details *

Word count:
Must be no more than 200 words.

What markets are your product(s) and/or services based in? Do you have international presence? If so, what geographical markets do you currently serve? *

Word count:
Must be no more than 500 words.

Do you have plans to expand into new markets? If Yes, please provide further details. If No, please provide further details of the status or blocker to your plans *

Word count:
Must be no more than 700 words.

Who is your primary customer base and/or target audience? *

Word count:
Must be no more than 500 words.

What are the biggest challenges that your business has faced in scaling up? *

Word count:
Must be no more than 500 words.

Growth and Revenue

* indicates a required field

Growth

What phase is your business currently in? Advanced Growth or Early Scaleup, please provide an explanation to your answer *

Provide your top three (3) goals for scaling up your business, and the strategic actions/plans underway to achieve them. *

Word count:

Must be no more than 500 words.

Revenue and Growth Metrics

Please populate your organisation's details over the current financial year and the past three financial years in below grid as follows:

- **For the previous three financial years, please provide your total revenue and Full Time Equivalent (FTE) roles per year.**
- **For the current financial year, please provide your projected revenue and the number of FTE your organisation currently employs.**
- **For the current financial year, please provide a percentage of your total workforce that is based in Queensland**

Type	2023-24	2024-25	2025-26	Present
Revenue ($)	$	$	$	
FTE				
Queensland Workforce				

Please see below requirements for the financial uploads:

- A copy of your financial statements that cover the financial years ended 30 June 2025 and 2026.
- Forecast information for the financial year ending 30 June 2027 that include your projected revenue figures for the entire financial year.

Financial Statement Requirements *
Attach a file:

Industry Classification

* indicates a required field

Primary Industry Classification

The Department collects data on industries that benefit from funded projects.

To assist with our reporting, please select the industry classification which will benefit from your proposed project.

Only one option can be selected from the dropdown list below.

To assist you with your options, refer to the Australian and New Zealand Standard Industrial Classification **(ANZSIC)** lookup link.

There are two levels within the ANZSIC hierarchy. Ensure you navigate through to the lowest level to choose an industry option.

Please select the primary industry classification that will benefit from your proposed project: *

ANZSIC Lookup Click on "Browse" then click on "Primary Industries Classification", then select an option by clicking the relevant industry (not the identifying letter) eg: Agriculture, Forestry & Fishing

Other Priority Industries

Priority Industries - refer to a niche or new industry per Queensland Government policies (Industry RoadMap).

To build our competitive strengths, diversify our economy and create the knowledge-based jobs of the future, the Queensland Government is driving innovation-led economic growth through increased collaboration between government, industry and research organisations.

The Department collects data on industries that benefit from funded projects. To assist with our reporting, please select the Priority Industry which your proposed project will benefit from.

Only one option can be selected from the dropdown list below.

To assist you with your options, refer to the **Priority Industries Definitions** lookup link.

There are two levels within the Priority Industry hierarchy. Ensure you navigate through to the lowest level to choose an industry option.

Please select the priority industry that will benefit from your proposed project: *

Link to Priority Industries Definitions Click on "Browse", then click on "Priority Industries", then select an option by clicking on the relevant option (not the identifying number) eg: Advance Manufacturing

Enabling Technologies

Enabling Technologies -separate list from the ANZSIC and Priority Industries – this is not an Industry category. This information is required to capture the type of Enabling Technologies used in activities regardless of the industry.

The Department collects data on industries that benefit from funded projects. To assist with our reporting, please select the Enabling Technologies that will be used in your project.

Only one option can be selected from the dropdown list below.

There are three levels within the Enabling Technologies hierarchy. Ensure you navigate through to the lowest level to choose a technology option.

Please specify the main enabling technology used in your project: *

Click on "Browse", then click on a "Sub Category", then select an option by clicking on relevant technology (not the identifying number) eg: Artificial Intelligence

Please advise your enabling technology: *

Word count:

Must be no more than 3 words.
What is the main type of technology will you provide or use in your project? eg: Autonomous Systems.
Input N/A if not applicable

Applicant Organisation Declaration

* indicates a required field

I declare and certify the following:

- The information I have supplied in this application is true, accurate and not misleading to the best of my knowledge.
- I have received no guarantees or assurances that the application will be approved by the Queensland Government.

By signing below, I acknowledge and agree on behalf of the Applicant Organisation that I represent that:

- I am authorised to sign on its behalf and bind the Applicant Organisation as described above; and
- The Department may undertake checks to assess this application.

*Refer to the **Electronic Transaction (Qld) Act 2001** prior to acknowledging and accepting this declaration.*

Name *

Title | First Name | Last Name

Position *

Must be no more than 100 characters.

Declaration *

☐ I acknowledge and accept this communication as containing my signature within the meaning of the Electronic Transaction (Qld) Act 2001

Date Signed *

Must be a date.