



Engage in our future



Igniting METS Accelerator

Powered by KPMG Energise

Designed to improve the competitiveness of Australia's resources sector through innovation and industry collaboration

Igniting METS is an Australian-first joint initiative between METS Ignited and the Queensland Government to assist METS companies: mining equipment, technology and services. METS Ignited is an industry-led organisation funded by the Australian Government as part of its Growth Centre Initiative.

The Igniting METS accelerator program seeks to bring late-stage startups and SMEs together with leading mining sector corporates focused on innovative mining sector solutions, to drive greater industry collaboration and commercialisation outcomes.

The first intake of the Igniting METS accelerator will be held in Brisbane. The successful startup/SME applicants will be fast-tracked through an intensive 12-week program (commencing in mid-July) of deep dive workshops, mentoring and engagement with industry leaders, entrepreneurs and subject matter experts from Queensland, around Australia and beyond.

Roadshows in Toowoomba and Mackay in June will include an overview of the accelerator program, workshops on defining your value proposition, and a pitching and judging event, all designed to help teams prepare their accelerator applications. Winners of the pitching event at each roadshow will be shortlisted for final selection into the accelerator program.



Australian Government
Department of Industry,
Innovation and Science

Industry
Growth
Centres



Queensland
Government

Here's how Igniting METS is different from other accelerator programs



1. LATE STAGE STARTUPS/SMEs

Technically proven solutions (TRL 7-9)

Existing seed funding or development spend

Companies with high growth potential seeking greater customer traction



2. DUAL FOCUS

Helping startups and SMEs to connect with Tier 1 Mining sector corporates

and

Helping Tier 1 corporates to develop the skills to better engage with startups/SMEs



3. INDUSTRY COLLABORATION

Deep industry collaboration and co-design with leading global and national mining sector corporates



4. MENTOR NETWORK

A strong mentor network including entrepreneurs and subject matter experts from Queensland, around Australia and beyond



5. OUR VISION

Improving the competitiveness and sustainability of the Australian resources sector as a whole

The program content will include the following topics

Regional roadshows	Startup/SME curriculum			
Overview of the Igniting METS accelerator program	Building your Business Model Canvas	Defining and executing your growth strategy	Communicating your value proposition	Understanding corporate customers
Workshop: defining and communicating your value proposition	Strategic selling and account management	Navigating the procurement process	Required capabilities and management systems	Building your business to achieve scalability
Pitching and judging session (win a place in the accelerator shortlist)	Preparing for investment and growth	Building out your team	Understanding your audience and telling a compelling story	Pitch coaching

Benefits for Startups/SMEs

- Learn from a industry leaders, entrepreneurs and subject matter experts
- Collaborate with other Queensland startups and SMEs serving Australia's METS sector
- Receive feedback direct from potential customers
- Receive mentoring from industry experts
- Develop broader networks and strengthen business relationships
- Receive \$10,000 in sponsorship and participate at no cost or equity
- Be in the running for a range of in-kind prizes provided by our industry partners

Key dates for 2017

Program launch: **May 30**

Toowoomba roadshow: **June 2-4**

<https://ignitingmets-toowoomba.eventbrite.com.au>

Mackay roadshow: **June 9-11**

<https://ignitingmets-mackay.eventbrite.com.au>

Applications from startups/SMEs closing: **June 30**

Apply: <https://www.f6s.com/ignitingmets/apply>

Program runs: mid-July to late October, delivered by KPMG in Brisbane

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