

Question	NSW Treasury Answer
<p>EOI document nominates 300-500sqm of office space in the Sydney Innovation & Technology Precinct, is this intended to be within an existing building or is a new build /greenfield option being considered? If within existing building, can you please advise which it may be?</p>	<p>The NSW Government have used between 300-500sqm as an indicative number to estimate the NSW Government financial contribution to this project. The NSW Government welcomes applications that propose existing facilities located in the wider Precinct area that could provide a home for the Hub, either as an interim location prior to the new office space becoming available or as a permanent home for the Hub. If existing facilities are not part of the successful proposal the National Space Industry Hub (the Hub) will be allocated a dedicated 300-500 square metres of affordable office space within the Sydney Innovation and Technology Precinct (the Precinct) which is located in the Central-Eveleigh corridor, south of the Sydney central business district. The exact building/location of this first tranche of affordable office space for the Precinct is expected to be confirmed by June 2020.</p>
<p>Do we know rate charge out for SmartSat CRC at hub?</p>	<p>The SmartSat CRC is an independent organisation who will rent one desk, at market rate, from the successful Hub provider. The SmartSat CRC is not a consultant or similar working for the Hub provider, but rather an ally facilitating complementary R&D with member universities and industry into space related technologies. An allocation of subsidised desks for use by start-ups is required, but the SmartSat CRC desk can be charged at full cost. The applicants must propose a financial model that ensures their operations are viable. NSW Government has based their modelling on the assumption of affordable space at \$800 per square metre and one desk per 10sqm to allow a flexible use of space.</p>

<p>Is there an expectation for public access and walk through?</p>	<p>The NSW Government anticipates the Hub will be a key location for space industry growth and development. The NSW Government expects the delivery partner to facilitate access to the Hub for activities that enable industry growth and development, and other reasonable public events by prior agreement.</p>
<p>Are hardware/software and build costs included in the \$5 million or is the amount specific to strategy?</p>	<p>Hardware/software and build costs need to be considered as part of a submission. Respondents need to identify means of securing the Hub's sustainability and respondents are encouraged to identify additional sources of revenue. This may include sponsorship arrangements or co-funding opportunities. The respondent must provide a business plan that demonstrates an increase in yearly revenue with the aim of becoming increasingly self-sufficient across four years.</p>
<p>What is the assumed expansion of space second half of 2020?</p>	<p>There are no assumptions regarding expansion of the space in the second half of 2020. The NSW Government is open to proposals to expand the footprint of the Hub. The initial 300-500 square metres has been provided as an initial guideline only.</p>
<p>What is Hub expected to be operational?</p>	<p>By the end of 2020</p>
<p>What is the rhythm of reporting expected?</p>	<p>Annually and regular governance committee meetings, where progress is reviewed.</p>
<p>Does the marketing and PR spend expected to be included in the \$5 million?</p>	<p>Marketing and PR costs need to be considered as part of a submission.</p>
<p>The funding structure for Part C is \$500,000 for the 18 months pilot mission and a further \$1 million over two years depending on the success of the pilot, which results in a total of \$1.5 million, is this included in the \$5 million and if so, does it mean that Part B gets only \$3.5 million? Can we get a funding breakdown for Parts B & C</p>	<p>The \$5 million has been allocated to the delivery of key initiatives under the NSW Space Industry Development Strategy. This includes the establishment of both the Hub (approx. \$2.1 million) and the Pilot Space Qualification Mission (approx. \$1.5 million), as well as the establishment of the NSW Node of the SmartSat CRC in the Hub (including the cost of</p>



	their 1 full-time desk) and some key promotional activities undertaken by the NSW Government. The numbers provided above are an estimate of how the funding will be allocated, this may be subject to change depending on the successful delivery model.
Are we expecting the pilot mission to happen before the Hub goes operational?	We expected the Mission to take place within 18 months of the funding being allocated. We anticipate the early phase of the Mission beginning before the Hub is operational.
Is \$500,000 the total for all teams in the mission?	Yes, however we encourage applicants to investigate additional funding opportunities.
Are there guidelines as to how funding for the mission it is to be distributed/used?	<p>The only current requirements are listed under Part C As the facilitator of the pilot mission, the following activities will need to be delivered:</p> <ul style="list-style-type: none">• promotion, implementation and facilitation of the competition• sourcing of corporate and research partners• coordination of industry and researchers to collaborate on the mission• setting and applying demonstration milestones• pre-launch documentation and insurance• selection of the final flight cohort, ensuring all participants have viable commercialisation/business plans in place• pre-launch testing• arrangements for the launch• coordination of on-orbit integration• coordination of six months of on-orbit operation. <p>We expect the NSW Government funding to contribute to the operational costs associated with space qualification, and not just cover costs of the facilitator.</p>



What the success criteria to unlock the other \$1 million	Success criteria will depend on the commercialisation of space technology, not simply a successful launch itself
Please can you clarify “ability to facilitate cost-effective access to space”	The NSW Government is seeking applications that can identify cost-effective opportunities and methods to access space, by drawing on industry relationships and increasing efficiencies through cooperation. We are seeking a delivery partner that can help reduce the difficulties and costs associated with testing technology in space for a start-up or researcher compared to the costs of doing so on their own.
Please can you clarify “estimated funding requirements to successfully deliver a space qualification mission program following the delivery of the pilot” i.e. how long, involving what, what objectives etc?	We are seeking the applicants educated estimate.
What promotional support channels/media etc is the state government able to provide?	The NSW Government will promote initiatives conducted by the successful delivery partner with in-kind support, in the same manner we promote current NSW Government activities. It will not contribute financially to the promotion of any activities or provide dedicated personnel.
Is the Federal government supporting or involved in any way?	The Australian Space Agency has been consulted throughout this process and remains involved. There are further grants available under the Federal Government’s Entrepreneurs Programme. New and Existing Incubators: business.gov.au/grants-and-programs/incubator-support-new-and-existing-incubators Expert in Residence:



	business.gov.au/grants-and-programs/incubator-support-expert-in-residence
Are there job creation targets?	KPIs are explained within the EOI documents online. Specific targets will be negotiated through the Request for Proposal (RFP) process.
When during the development of the hub are rent payments expected to begin?	Rental payments are expected to commence when the Hub takes up residency within the Precinct. The first year's funding will be provided to the delivery partner following contract signature.
Is the likely timing of the RFP known (i.e. how long after the EOI process will it be released) and what timeframes will be provided for the RFP response?	Successful EOI applicants are expected to be notified by mid-April. RFP timeframes will be communicated at that time.
The first paragraph on page 4 notes the intention of the NSW government to enter into a services contract with the Successful Proponent. We assume that the concept is that the Successful Proponent is paid to activate and administer an initiative with the intent that within a given timeframe the initiatives will become self-sustaining, including covering the ongoing costs of the administrator i.e. NSW Government funding stops after a period	Correct
The last paragraph talks about implementation of transition plans. Is development of transition plans part of the RFP process or are these to be developed post award?	Transition plans are to be developed as part of the RFP process
Please could you provide references for the statistics quoted regarding the number of space industry employees and businesses in the state? This is important as knowledge of the size of the sector will determine the possible success of any business plan developed.	Source: Asia Pacific Aerospace Consultants (2017) <i>Briefing Paper to the NSW Government on NSW Space Capabilities and the Review of Australia's Space Industry</i>
Please confirm that the estimated rental cost quoted (mentioned on page 11 in Part B) is approximately \$800 per square metre per year (and not over some other timeframe)?	Correct, the estimated initial rental cost is \$800 per square metre per year. NSW Government modelling has assumed a 5% increase in rental costs per annum.



Please provide some specifics (e.g. examples) of the types of “basic prototyping facilities for hardware” mentioned on page 11 in Part B.	NSW Government is seeking industry input as to what (if any) basic equipment is required or most beneficial at the Hub.
There is discussion around identified sources of revenue including sponsorship arrangements and co-funding contributions. Can co-funding contributions be further explained to understand whether the NSW government is looking at in-kind contribution from the successful applicant?	As part of this EOI, respondents need to identify means of securing the Hub’s sustainability and respondents are encouraged to identify additional sources of revenue. This may include industry sponsors, co-funding opportunities or identified grants/funding from other sources.
Are these Evaluation Criteria listed for this EOI or for the RFP response?	Evaluation criteria listed are for this EOI, and may form part of the RFP
Facilitating a pilot space qualification mission – are there any identified missions (or users) at this stage, because the timelines provided for 12 months and 18 months seem quite aggressive?	No
Discusses availability of a further \$1 million, but it is not clear what this \$1 million is applicable for?	Depending on the outcome of the Mission, a further \$1 million may be offered to run further missions, or to deliver an alternative model for assisting businesses to attain space qualification.
Is there currently, or will there be, any hardware and software infrastructure in place to support mission operation (i.e. TT&C antennas)?	NSW Government is seeking industry input on what support mission operation might be necessary or most beneficial at the Hub.