

Demand Management Trials Program FAQs 26 November 2018

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1. Is the Trials Program only about ‘demand management’?

No, the Trials Program can support trials in the areas of demand response, demand aggregation and integrating distributed generation assets into the grid. For the purposes of this Program, these areas are referred to collectively as “demand management”.

2. How many trials will be funded?

There is no specific number of projects that will be funded through this process. Proposals that demonstrate the most merit will be awarded funding within the total budget of \$11 million allocated to this Program. The actual number of trials will depend on the amount of grant funding awarded to those projects.

3. Does my proposal need to address all objectives outlined in the Guidelines?

No. Proposals need to address at least one of the four key objective areas outlined in the Program Guidelines to be eligible for consideration. A proposal may address more than one objective area, but this is not a requirement for eligibility.

4. Can I submit more than one application?

Yes. There is no limit on the number of applications that an organisation may submit.

5. Can I submit more than one trial proposal within the same application?

Yes. It is up to applicants to decide how they wish to submit trial proposals for consideration, and whether these are submitted individually or as a package. Applicants should be aware

that, where more than one trial proposal is contained in a single application, an offer for grant funding may be in respect of only a portion of the overall application.

6. [Can the same organisation be awarded more than one grant?](#)

Yes. All applications will be assessed on their merit and there is no restriction on more than one application from the same organisation being awarded funding.

7. [How complete does my application need to be?](#)

This is a single-stage process and applications should be as complete and detailed as possible. Note that the evaluation process will consider overall readiness of the proposal as an aspect of the trial design criterion.

The Department accepts that, in some instances, there may be aspects that are not able to be completed in the timeframe. In those cases, applicants are encouraged to provide as much information as possible about how they intend to develop those details.

A proposal that shows strong potential or merit but that requires further development may be considered for funding. In that case, a condition of funding would be the detailed development of the proposal to the satisfaction of the Minister.

8. [Do I need to form a partnership or consortium to apply for a grant?](#)

No. Applicants may be single entities or consortia. It is not an eligibility requirement of the Program to form a partnership or consortium to be considered for funding. Trial proposals are welcome from applicants, whether individually or jointly with other organisations.

9. [What if my business is a start-up company – can my business apply?](#)

Yes. Any organisation which meets the applicant eligibility criteria set out in the Program Guidelines can apply. The Department recognises that it may be difficult to demonstrate certain aspects, such as track record and/or financial statements for the previous three years. In this case, the applicant should provide as much information as it is able to.

10. [Do I need to have customers signed up to participate in my trial when I apply?](#)

It is not a requirement to have recruited customers who would participate in your trial at the time you submit your application.

If you do not have customers when submitting your application, your proposal should identify the customers you intend to target and provide as much detail as possible about the proposed customer type and number. You should include information about your strategy for engaging with and recruiting customers to meet your trial requirements, including timing. Successful proponents will be given a defined period in their funding agreement to complete their trial.

11. [What information needs to be included in a knowledge sharing plan?](#)

It is up to the applicant to consider the most appropriate ways of disseminating the knowledge that will be generated by the project. The knowledge sharing plan should be commensurate with the scale of the project and the funding request, and could address aspects such as activities or deliverables, when and how these will be produced and communicated, the intended audience(s), and budget.

12. Will my organisation be required to share its intellectual property?

No. The Department acknowledges applicants' intellectual property rights. The knowledge sharing requirement does not extend to or compromise commercially-sensitive information or intellectual property rights.

13. What size of project do you expect?

There is no expected or required project size – each project may vary, according to the design requirements of the trial and how advanced the solution is, and an organisation's capacity to conduct the trial. The trial should aim to have sufficient size to demonstrate the concept, be able to measure and verify performance, and provide meaningful results that would be indicative or representative of wider deployment or application in a post-trial environment. Trials of relatively modest scale may be accepted if they are assessed as likely to be able to achieve their objective(s).

14. If an application is successful, when does the trial need to take place?

There is no defined timeframe within which a trial must commence or by which time the trial must be concluded. Trials may have different lead times prior to commencement, and for trial duration. Applicants are encouraged to identify timing aspects such as overall readiness, any pre-commencement requirements (eg approvals), and planned duration as part of the proposal's implementation plan. Successful applicants will be given a defined period in their funding agreement in which to complete their trial.

15. What is the relationship between the Trials and the Home Battery Scheme?

The Home Battery Scheme commenced in October 2018 and will help pay for the installation of a home battery system for 40,000 South Australian households. Home batteries subsidised under the Scheme may be made available for participation in a trial, subject to the approval of the South Australian Government.

More information about the Home Battery Scheme, including minimum technical specifications for eligible battery systems, is available at www.homebatteryscheme.sa.gov.au.

16. What is the Industry Participation Policy and how does it apply to this Program?

The Industry Participation Policy (IPP) aims to ensure South Australian businesses are given full, fair and reasonable opportunity to be considered for contracts being undertaken in South Australia resulting from Government expenditure.

Applicants are encouraged to consider and communicate in their application how their trial will contribute to generating economic activity, work, investment and innovation in the South Australian economy.

An IPP Plan is required for grants over \$2.5 million (GST inclusive). Applicants who seek a grant over \$2.5 million are encouraged to contact the Office of the Industry Advocate for further information about the IPP and assistance with IPP Plan preparation: www.industryandskills.sa.gov.au/industry/south-australian-industry-participation-policy