

# HARVEST 2.0

AGTECH ACCELERATOR PROGRAMS



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# GROWING THE AGRICULTURAL INDUSTRY THROUGH INNOVATION AND COLLABORATION

*The Western Australian agricultural sector is set to double its current contribution to the state's economy of \$8.6 billion over the next 12 years.*

This huge growth in the WA Ag sector will undoubtedly be supported by a trifector of generational knowledge of farming, a burgeoning tech start-up sector and leading university research.

AgriStart connects innovators, farmers and researchers by delivering holistic programs that nurture effective collaborations, provide opportunities for mentorship, market development and investor readiness. We help create business development strategies and the frameworks to turn high potential ventures into high yielding businesses.

The AgriStart HARVEST AgTech Accelerator program was successfully launched in early 2018, with 8 diverse and innovative Western Australian businesses successfully completing the program.

The program provided incredible opportunities for local agtech businesses and facilitated new collaborations, product trials, new clients and distributors, or potential investment opportunities for all companies.

Round 1 participants accelerated their investor readiness, and those that were open to new capital injection have been given direct introductions to investment groups from Perth Angels plus Venture Capital firms from WA, interstate and Asia.

Due to the large number of quality applications, the program will run again in 2018 and Round 2 will also include an intensive residential Agri-Innovation accelerator for regional participants.



*Round 1 Alumni at the Pitch Day showcase*



Check out our HARVEST video!  
<https://youtu.be/E5dWKAVYaeg>

# HARVEST 2.0

The HARVEST Accelerator programs target late-stage start-ups and SMEs looking to scale their business, attract investment, develop new networks and partnerships or explore new export markets. Participants will be mentored by expert growth facilitators who have high level expertise in corporate innovation, entrepreneurial thinking, agriculture and research connections.

## **HARVEST Agtech Accelerator Program:**

***Perth, September - November 2018***

The HARVEST Agtech Accelerator will be held over 12 weeks from the 13th September to 29th November 2018 (1 day per week commitment required). The program includes expert presenters for each topic, interactive workshops, panel sessions, networking events and also features two field trips.

Topics include:



### **Positioning for Growth**

- Business Model & Value Proposition for Growth
- Strategic Expansion Planning, 'Meet the growers'



### **New Technology for AG**

- Field trip 1: Industry Technology Site Visits
- Tech Opportunities and Grower Business Case



### **Export Strategies & Agri Partners**

- AgriSector Corporate Mentoring
- Export Pathways



### **Increasing Income**

- Positioning, Digital Marketing & Branding
- Investment Readiness



### **Showcase/Demo**

- Pitch Coaching & Media Training
- Field Trip 2: Intensive Ag and Broadacre farm visits
- Pitch Prep and Review
- Showcase pitch/demo event

## **HARVEST Residential Intensive Program:**

***Muresk Institute, 17th - 21st September 2018***

The HARVEST residential intensive program will be delivered at the Muresk Institute between 17th -21st September 2018. Topics covered will be similar to above, with all meals and accommodation provided for successful applicants. Each day will feature expert presenters, panel discussions, interactive workshops, individual reflection time, networking activities and field trips or tech demos. Regional based companies will be given priority for this program.





# READY TO ACCELERATE YOUR BUSINESS?

*"We are really excited about HARVEST and the ability for us to provide people in this post startup stage a real boost to their business which is fundamentally allowing farmers to take advantage of modern technology to farm better and to farm smarter."*

**- Hon Alannah MacTiernan, Minister for Regional Development and Agriculture and Food**

The goal of HARVEST is to support companies to scale and explore new export opportunities, while facilitating connections across the agriculture sector. We welcome expressions of interest from applicants working on innovations that have applications in any part of the diverse agricultural sector, including broadacre cropping, meat and dairy, horticulture, viticulture, forestry and biosecurity.

The HARVEST Accelerator programs are ideal for businesses that are:

- Based in Western Australia and looking to expand
- Working on innovations to help solve problems in agriculture
- Willing to commit a minimum of one staff member to the program
- Looking for new partnerships, investment opportunities or market access

## How to Apply

Applications now open. Visit [www.agristart.com.au/harvest-accelerator-program](http://www.agristart.com.au/harvest-accelerator-program)

To discuss the programs and express your interest in participating, please contact Tash Ayers via email: [tash@agristart.com.au](mailto:tash@agristart.com.au) or phone: 0418 913 379.

## HARVEST ALUMNI: SCIENTIFIC AEROSPACE



Scientific AeroSpace were participants for Round 1 of the HARVEST AgTech Accelerator program in early 2018 and winners of the Triangle Capital Innovation Export Award at the HARVEST pitch event.

*"Scientific Aerospace benefited from participating in HARVEST by gaining some great introductions to farmers who are interested in trialling new technologies – these became our reference customers to trial our technology and this helped us decide what was a good scalable business."*

**Joshua Portlock, Scientific Aerospace Chief Technology Officer.**