

Murray Street Launchpad Grant Program Expression of Interest (EOI)

Frequently Asked Questions (FAQs)

Background

The Murray Street Launchpad is intended to provide a visible, accessible and practical entry point for health and biomedical innovators, entrepreneurs, founders, startups, researchers, clinicians, industry partners and investors seeking to progress ideas from early concept through to proof of concept and initial investment readiness. The Launchpad will operate from 128 – 132 Murray Street in the Perth central business district and is intended to complement existing health and biomedical innovation, research translation and commercialisation activity across Western Australia.

How to use these Frequently Asked Questions

These Frequently Asked Questions (FAQs) are provided to assist prospective applicants in understanding the Murray Street Launchpad (Launchpad) Grant Program Expression of Interest (EOI) application process, the proposed facility and the Department of Health's (the Department) intended outcomes.

The FAQs are structured into four parts:

- Part A – Process Questions: Outlines information relating to the EOI application process, evaluation approach, governance and execution of a funding agreement pathway.
- Part B – Facility and Building Questions: Provides information relating to the proposed Launchpad premises, accommodation, infrastructure and facility activation and management.
- Part C – Delivery of Outcomes and Commercial Questions: Provides guidance on the Department's expectations regarding delivery of the Launchpad outcomes, ecosystem activation, commercial arrangements and performance outcomes.
- Part D – Launchpad Vision and Policy Intent: Provides additional context on the purpose of the Launchpad and the outcomes the Department is seeking to support.

Applicants are encouraged to review all four sections, as information relevant to the proposed delivery model, commercial approach and intended outcomes may be addressed throughout the document.

These FAQs are intended to supplement, but not replace, the primary EOI documentation “Murray Street Launchpad Grant Program Expression of Interest Guidelines”. If there is any inconsistency between the Guidelines, response template or FAQs concerning the EOI process, the Guidelines prevail.

Applicants should not assume that a question appearing within a particular section is only relevant to that topic area. The Department expects applicants to consider the EOI holistically, including the relationship between the facility, operating model, proposed activities and outcomes, ecosystem outcomes, governance arrangements and commercial approach.

Part A – Process Questions

A1. Why is the Department using an Expression of Interest process?

The Department is seeking to identify the organisation, partnership or consortium, best placed to deliver the intended outcomes of the Murray Street Launchpad through a grant funded initiative. The EOI process will assist the Department in selecting a preferred funding recipient with whom funding arrangements may be negotiated, subject to approvals and agreement on outcomes, governance and performance requirements.

A2. Will there be a second stage?

Not necessarily. The Department may identify a preferred funding recipient following evaluation of EOI responses and enter negotiations regarding funding arrangements, outcomes, performance measures, governance requirements and facility access arrangements. The Department reserves the right to undertake further market engagement if considered necessary.

A3. What level of detail is expected in responses?

Applicants should provide sufficient information for the Department to assess capability, delivery approach, governance arrangements, key personnel, commercial assumptions and value for money. Detailed implementation planning can be refined during negotiations with a preferred funding recipient.

A4. Can consortia submit a response?

Yes. Consortium responses are permitted and encouraged where multiple organisations collectively provide the capability and expertise required to deliver the Launchpad objectives.

A5. Can organisations participate in more than one consortium?

Yes, provided any actual, potential or perceived conflicts of interest are disclosed.

A6. Will interviews or presentations be held?

The Department may undertake interviews, workshops, presentations or clarification meetings with some or all applicants as part of the assessment process.

A7. How will value for money be assessed?

Value for money will not be assessed solely on cost. The Department may consider the extent to which proposals demonstrate delivery of the Launchpad's intended outcomes, public benefit, organisational capability, ecosystem impact, financial sustainability, risk management, partnerships, governance arrangements and the ability to leverage additional resources and investment.

A8. What due diligence may be undertaken?

The Department may undertake referee checks, financial assessments, governance reviews, insurance checks, probity reviews and other due diligence activities considered necessary.

A9. Will unsuccessful applicants receive feedback?

The Department intends to provide feedback where appropriate, subject to confidentiality and probity requirements.

A10. Can applicants propose alternative delivery models?

Yes. The Department is interested in innovative and sustainable approaches that achieve the Launchpad objectives. Alternative delivery models are encouraged, provided they are clearly explained and supported.

A11. Is the Department seeking a landlord, facility manager, incubator operator or program manager?

The Department is seeking a funding recipient capable of establishing, activating and managing the Launchpad to achieve the intended ecosystem outcomes. Applicants may propose a single organisation, consortium or partner led delivery model, provided there is clear accountability for delivery.

A12. Does submission of an EOI create any entitlement to execution of a funding agreement?

No. Submission of an EOI does not create any entitlement to execution of a funding agreement, negotiation or reimbursement of costs.

A13. Who will assess responses?

EOI responses will be assessed by the Department using the published assessment criteria. The Department may involve appropriately qualified internal and external subject matter experts in the assessment process, due diligence activities and applicant clarifications where considered necessary. All participants in the assessment process will be required to declare and appropriately manage any actual, potential or perceived conflicts of interest.

A14. Is the Department procuring services?

No. The Department is seeking proposals from organisations capable of delivering outcomes that support the health and biomedical innovation ecosystem. Funding will be provided through a grant arrangement to support achievement of agreed outcomes rather than the purchase of a prescribed service.

Part B – Facility and Building Questions

B1. What facility is being offered through the Launchpad?

The Launchpad will occupy approximately 1,800 square metres of gross floor area (GFA) within the Murray Street site in Perth CBD. Applicants should refer to the EOI documentation and any supporting property information provided.

B2. Will the funding recipient be required to fit out the facility?

The Department expects to provide completed base building works, furniture, fixtures and standard building services sufficient to enable occupation. Applicants should identify the infrastructure, systems, services, equipment and staffing they propose to provide through the Grant to support operation of the Launchpad and delivery of the intended outcomes.

B3. Who will own furniture, equipment and specialist infrastructure?

Final arrangements will be determined through negotiations. However, the Department's expectation is that ownership of assets, equipment, furniture, fixtures and other items directly funded by the Department will remain with the Department unless otherwise agreed. Applicants should clearly identify any assumptions regarding ownership, replacement, maintenance and lifecycle management.

B4. Will the funding recipient have exclusive access to the facility?

The Department expects the funding recipient to manage and activate the facility for the intended purposes of the Launchpad. The Department also expects to retain reasonable access to the premises and selected facilities. Specific occupancy and access arrangements will be confirmed during funding agreement negotiations.

B5. Will event, collaboration and meeting spaces be included?

The Launchpad is intended to function as a collaborative innovation environment. Applicants should outline how they would utilise available spaces to support community building and ecosystem activities.

B6. Is the funding recipient responsible for facility management?

Applicants should assume responsibility for day-to-day operating costs associated with occupation and operation of the Launchpad, except where otherwise agreed with the Department.

B7. Will users be charged to access the facility?

Applicants may propose revenue models, membership models, user charges or other approaches where appropriate. The rationale and anticipated impacts should be clearly described.

B8. Can parts of the facility be sub-licensed, leased or allocated to partners?

Applicants should identify any proposed occupancy arrangements and explain how those arrangements contribute to Launchpad outcomes.

B9. Will the Department provide technology infrastructure?

The Department will provide certain base building infrastructure. Applicants should identify any additional technology, systems or digital platforms required to deliver their model.

B10. Is there a required operating commencement date?

The Department anticipates that mobilisation and commencement planning will begin following execution of the funding agreement. Final commencement arrangements will be subject to required approvals, successful funding agreement negotiations, facility readiness and the agreed mobilisation plan.

Part C – Delivery of Outcomes and Commercial Questions

C1. What outcomes and activities is the funding recipient expected to deliver?

The funding recipient is expected to deliver the Launchpad outcomes through programs, partnerships, events, stakeholder engagement and ecosystem building activities that support health and biomedical innovation and commercialisation outcomes.

C2. Is the funding recipient expected to deliver incubator or accelerator programs?

The Department is interested in proposals that support innovation development and commercialisation. Applicants may propose incubator, accelerator, mentoring, investor engagement or other support programs where relevant.

C3. Is the funding recipient expected to attract external funding?

Applicants should describe their approach to financial sustainability, partnership development and leveraging external investment where appropriate.

C4. Who are the priority users of the Launchpad?

The Launchpad is intended to support participants across the Western Australian health and biomedical innovation ecosystem. Current FHRI Fund grant recipients are expected to have access to the Launchpad and relevant activities at no cost. However, applicants may identify any specialist activities, services or facility uses for which they consider a nominal charge appropriate, but any proposed charge must be clearly identified and justified and will be subject to Department approval. Applicants should also explain how access for FHRI Fund grant recipients would operate alongside broader participation by entrepreneurs, startups, researchers, clinicians, industry partners, investors and other ecosystem participants.

C5. What performance measures are likely to apply?

Performance measures may include utilisation, stakeholder engagement, ecosystem participation, program delivery, commercialisation activity, partnerships, reporting and achievement of agreed outcomes. Final measures will be negotiated with the preferred funding recipient.

C6. How long is the proposed funding period?

The Department currently anticipates supporting delivery of the Launchpad outcomes through Government funding for an initial period of approximately five years, subject to approvals and final agreement negotiations. Applicants should demonstrate how their proposed model would evolve towards long term sustainability beyond this period. While funding is not currently anticipated beyond the initial term, the Department may consider longer term operating, occupancy or

management arrangements where supported by a sustainable business model and mutual agreement between the parties.

C7. What form of agreement will be used?

The Department anticipates entering into a funding agreement with the selected funding recipient. Additional arrangements relating to occupancy, facility access, licensing or asset use may also be required depending on the proposed delivery model.

C8. Will funding be provided?

Yes. The Department intends to provide grant funding to support delivery of the Launchpad's intended outcomes, subject to approvals and agreement on final funding arrangements. Applicants should clearly identify any assumptions regarding revenue generation, co-investment, cost recovery and long-term sustainability.

C9. Can applicants propose different commercial structures?

Yes. The Department encourages applicants to propose innovative and sustainable approaches for achieving the intended outcomes of the Launchpad. Alternative governance, partnership, operating and funding models may be proposed where they demonstrate alignment with Launchpad objectives.

C10. Does the Department expect the Launchpad to be financially self-sustaining from commencement?

No. The Department expects Government funding to support establishment and delivery of the Launchpad outcomes during the initial term. However, applicants should demonstrate how their proposed model would evolve towards sustainability toward the end of the initial funding period, reducing reliance on Government funding over time.

Applicants should outline the revenue streams, partnerships, investment opportunities and other mechanisms they would use to support ongoing delivery of the Launchpad outcomes beyond the initial funding period.

C11. Will partnerships with universities, medical research institutes, health services, industry and investors be important?

Yes. The Department expects applicants to demonstrate how they will build and leverage partnerships across the health and biomedical innovation ecosystem.

C12. What happens after a preferred funding recipient is identified?

The Department may enter negotiations with the preferred funding recipient regarding funding arrangements, agreed outcomes, milestones, performance measures, governance requirements, reporting obligations and facility access arrangements before any funding agreement is executed.

C13. Is the Department seeking co-investment or in-kind contributions?

The Department strongly encourages proposals that demonstrate co-investment, in-kind contributions or other forms of value add that enhance the impact, sustainability and reach of the Launchpad. This may include financial contributions, personnel, specialist expertise, mentoring networks, equipment, programming, partnerships, sponsorship or access to facilities and services. Applicants should clearly describe any proposed contributions and how they would support achievement of the Launchpad objectives.

C14. How will co-investment and in-kind contributions be considered?

The Department recognises that government funding may be complemented by contributions from funding recipients and partners. While applicants are not required to provide matching funding, proposals that demonstrate the ability to leverage additional resources, capability, networks or investment may strengthen the overall value proposition. Applicants should clearly distinguish between Department funded activities and contributions provided from other sources.

C15. Is the Department seeking a funding recipient that delivers services directly or one that coordinates delivery through partners?

The Department is open to a range of delivery models. Applicants may propose direct delivery, delivery through consortium arrangements, delivery through subcontracted specialist providers, or a hybrid approach. Applicants should clearly identify roles, responsibilities, governance arrangements and accountability for outcomes.

Part D – Launchpad Vision and Policy Intent

D1. Why is Government investing in the Murray Street Launchpad?

The Launchpad forms part of the State's broader efforts to strengthen Western Australia's health and biomedical innovation ecosystem by supporting entrepreneurship, collaboration, translation and commercialisation activities. Government funding is intended to generate broader public benefit and ecosystem development outcomes that extend beyond operation of the physical facility.

D2. What problem is the Launchpad intended to address?

The Department recognises that innovators, researchers, startups and emerging companies can face barriers in accessing networks, expertise, mentoring, investment opportunities and suitable collaboration environments. The Launchpad is intended to help address these challenges by creating a focal point for innovation activity.

D3. What does success look like for the Launchpad?

Success will extend beyond occupancy or utilisation measures. The Department is interested in outcomes such as ecosystem engagement, collaboration, innovation capability, commercialisation activity, talent development, partnerships and contribution to Western Australia's health and biomedical sector.

D4. Is the Department seeking a facility manager or an ecosystem delivery partner?

The Department is seeking an organisation capable of stewarding, activating and growing the Launchpad as a strategic innovation asset. While day-to-day facility management will be necessary, applicants should demonstrate how they will deliver ecosystem outcomes, attract participants, build partnerships, support innovation and commercialisation activities, and contribute to growth of WA's health and biomedical innovation ecosystem.

D5. Is the Launchpad intended to support only biomedical startups?

The Launchpad is intended to support health and biomedical innovation in Western Australia. It is expected to support a broad range of participants, including individuals, researchers, clinicians, founders, startups, small and medium enterprises and other innovators developing health, medical

technology, digital health, diagnostic, therapeutic or related biomedical innovations. The Department is not seeking a general innovation hub.

D6. How does the Launchpad relate to the wider innovation ecosystem?

The Launchpad is intended to complement and strengthen existing innovation and commercialisation activities across Western Australia. Applicants should explain how their proposed model will integrate with, support and add value to existing ecosystem initiatives.

D7. Will the funding recipient be expected to act independently?

The funding recipient will be expected to work collaboratively with government and ecosystem stakeholders while maintaining appropriate governance arrangements and operational independence. Applicants should describe how they would balance these responsibilities.

D8. What characteristics would the Department expect to see in a high performing Launchpad?

While no single model is prescribed, the Department would generally expect a successful Launchpad to demonstrate:

- Strong utilisation and engagement from target users.
- Active programming and community building activities.
- Meaningful collaboration across sectors and organisations.
- Support for entrepreneurship, innovation and commercialisation.
- Financial and operational sustainability.
- Positive stakeholder experience and satisfaction.
- Demonstrable contribution to broader ecosystem outcomes.



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