

Making your ideas happen



CallaghanInnovation

BUSINESS TECHNOLOGY SUCCESS

Contact us:

0800 422 552

 @callaghannz

callaghaninnovation.govt.nz

Making your ideas happen

The heart of innovation is not building the road that you use today, but understanding where you want to go tomorrow and building a road to get there.



With us your business can:

ACCELERATE your product and service development.

GAIN market advantage through leading-edge ideas and products.

INCREASE your return on investment in research and development (R&D).

Innovation sets your business apart. It can lead to new products and services, and smarter more efficient ways of doing things.

Callaghan Innovation is a government agency created to help improve your chances of turning research and development into market success. We have a range of services to make your road to success easier, faster and less risky.

We work with businesses of all sizes, who share the ambition of challenging what is possible. It goes to the heart of what we are about.

Rukuhia te wāhi ngaro, hei maunga tātai whetū Explore the unknown, pursue excellence.

"Callaghan Innovation's support has meant we have been able to pioneer technologies faster, allowing Movio to get our innovation to market quickly".

William Palmer, Movio, CEO.



What stage of business are you at?

Call 0800 CALLAGHAN (422 552) for help with:

You have an innovative business idea

Finding support for your idea through business incubators and accelerators

Finding facilities and pilot plants to undertake your product development

Getting connected with business and technology experts to launch your idea

You've started a business to develop your idea

Finding research and development expertise to solve technology problems

Connecting to the right partners for manufacturing and delivery

Reducing your research and development risk with some initial funding

Protecting your intellectual property and future earnings

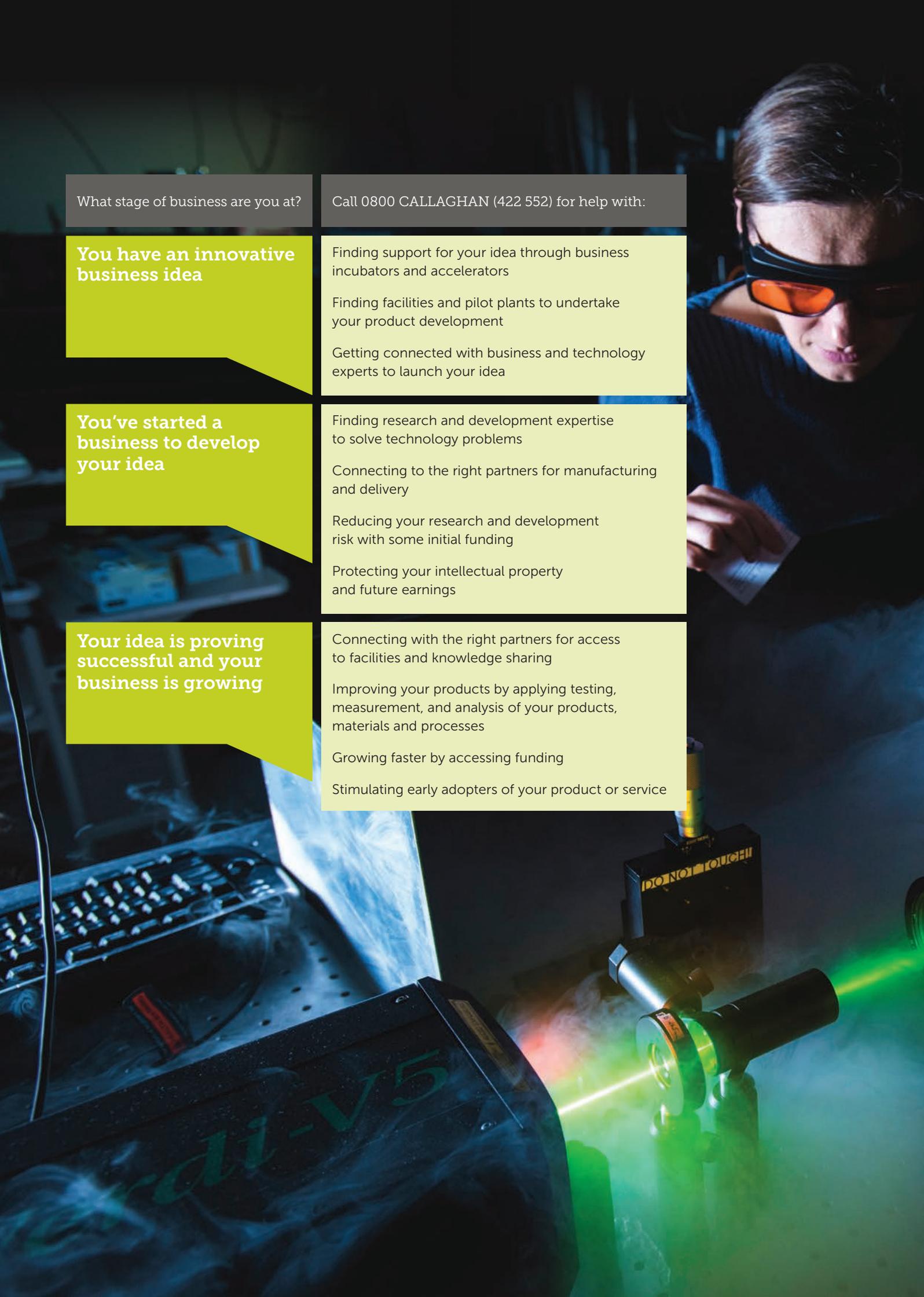
Your idea is proving successful and your business is growing

Connecting with the right partners for access to facilities and knowledge sharing

Improving your products by applying testing, measurement, and analysis of your products, materials and processes

Growing faster by accessing funding

Stimulating early adopters of your product or service



What stage of business are you at?

Call 0800 CALLAGHAN (422 552) for help with:

You're an established business

Improving your products by introducing new technologies or adapting existing technologies

Planning for new products and services

Increasing your capacity through leasing facilities

Managing changing technology and competition

Improving productivity and reducing waste through our Innovation Skills programmes

Building your R&D capability (at a lower cost) by accessing skilled students and project funding

Solving common innovation and technology problems by collaborating with other organisations

You're investing in research and development to stay at the cutting edge of business

Reducing R&D costs by being part of collaborative projects and accessing project funding

Improving your organisation's innovation capability

Finding fresh inspiration from our Innovation Experts Series workshops and by accessing student talent

Getting advice on your own ground breaking research

Increase your R&D capability by having our expert scientific and engineering people work at your place on secondment

"Callaghan Innovation is playing an integral part in launching the next stage of our company's growth"

Greg Jarvis, CEO, Bluelab Corporation

Our services

Technology and Product Development
to help you improve products or develop new ones

R&D Grants
to add scale to your R&D investment for greater impact

Access to Experts
to help you to make the right connections to solve technology and business problems

Innovation Skills
training, programmes and workshops to help your business innovate successfully

Business Collaborations
to promote knowledge sharing around technology and innovation

TECHNOLOGY AND PRODUCT DEVELOPMENT

There are many different paths to take an idea from concept to commercial reality. We have experienced advisors to help your business navigate each step and specialist scientists and engineers to deliver tailored research and development solutions.

Whether it's lowering the cost of production or managing changing technologies – we help you improve products or develop new ones.

We provide end-to-end support for you by helping:

- Identify the steps needed to commercialise your idea.
- Develop components, products, processes and technology from proof of concept through to production.
- Apply and adapt existing technology, or undertake ground-breaking research.
- Perform specialised analysis of products, materials, processes and calibration systems.
- Give you access to world-class R&D equipment, facilities, workshops, pilot plants and labs
- Locate our experts at your place to assist with your R&D.

ACCESS TO EXPERTS

We identify the expertise you need and use our unparalleled connections to act as innovation brokers, giving you access to the right advisor, partner, mentor or technology provider.

Our national and international networks include:

- › Global Expert – our database of the national and international innovation and R&D expertise available from business networks, universities, and scientific institutes.
- › Technology networks – our own team with deep knowledge of national and international scientific and research expertise.
- › Like-minded businesses – interested in partnerships which lead to manufacturing and delivery collaborations, access to facilities, and knowledge sharing.
- › Partnerships that include New Zealand Trade and Enterprise, regional economic development agencies and the venture capital community.
- › Incubators and Accelerators that support start-up businesses with a range of services and funding.

INNOVATION SKILLS

We offer a range of programmes, training and workshops to help your business improve its performance, eliminate inefficient processes and activities, and increase customer satisfaction.

The programmes we offer include:

- > **ImProve** to benchmark your innovation management capabilities against international cohorts.
- > **Innovation IP** to develop a pragmatic and commercial approach to intellectual property (IP) and how to protect it.
- > **Better by Lean** to review your business processes and management systems in order to improve productivity and reduce waste.
- > **High Performance Working Initiative (HPWI)** to help your business achieve higher productivity through effective employee engagement and improved workplace practices.
- > **Innovation Experts Series** to provide you access to the world's leading innovation practitioners and brains through specialised workshops.



BUSINESS COLLABORATIONS

We work with hundreds of innovative New Zealand businesses. We can help you to engage with potential partners on technology issues and opportunities, and form mutually beneficial collaborations.

We help you work with like-minded businesses through:

- Cooperative innovation projects and joint ventures in targeted technology areas for businesses, industry associations and research organisations.
- Facilitation of missions, workshops, and discussions with international technology seeking delegations.
- Partnerships to help solve common innovation and technology problems.
- Engagement with clusters of Māori businesses with a desire to innovate or create shared opportunities.



R&D GRANTS

We offer a range of R&D grants. This funding can add scale to your business's R&D investment for greater impact. We have a range of grants to meet business needs – whether you are a young start-up or an established R&D performer.

Our R&D grants include:

- > **Getting Started Grants** for businesses entering the innovation system.
- > **Project Grants** for businesses new to R&D.
- > **Growth Grants** for the more experienced R&D performer.
- > **Student Grants** which provide access to undergraduate and postgraduate students to assist in your R&D projects.



CASE STUDY

COMPAC SORTING EQUIPMENT

The business

Compac Sorting Equipment designs, manufactures and services high-tech equipment for packhouses to sort, grade and pack fresh fruits and vegetables.

Success through technology

Compac's world-leading machinery, software and training has driven 16 percent compound annual growth over the past 10 years and made them the second-equal largest business in the world by market share for fruit sorting machines. Compac is also helping New Zealand fruit and vegetable exporters by improving their accuracy and efficiency.

- Callaghan Innovation's researchers have worked on imaging to help grade fruit.
- Helped ensure sorters meet European safety standards by testing and verifying lights used to photograph fruit.
- Compac received many grants that have helped the company to carry out R&D itself or outsource it, and to employ students to do research.

"Callaghan Innovation's support was critical to developing the technology that runs these machines. It's helped us grow faster and take on more staff to expand our product development."

Nigel Beach, R&D Manager



CASE STUDY

KIWA DIGITAL

The business

Kiwa Digital is one of the world's foremost production houses for digital, experiential books. Their e-books integrate content with dramatic narration, illustration, animation, translation and interactivity to create a multi-sensory experience that is proven to increase enjoyment, engagement and understanding.

Kiwa Digital is also a leader in dialogue replacement software for the international film and TV market.

Success through technology

Kiwa Digital owns proprietary technology that synchronises text to audio, word-by-word. The underlying technology is used for dialogue replacement, including foreign language dialogue in television and film productions to other languages, with substantial cost and time savings. Voice-Q® is used in studios worldwide and Kiwa Digital recently struck a lucrative deal with a Chinese television company whose clients include Sesame Workshop, Penguin and Hinkler Books.

"The support from Callaghan Innovation has been transformational for our business."

Steven Renata,
Global Business Director.

- Kiwa Digital received a R&D Project Grant that will enable them to scale their technology for international growth.
- Our business experts helped Kiwa Digital create a R&D roadmap which transformed their business.
- Kiwa Digital also used Innovation IP to help them develop an IP strategy that aligns with their business strategy.



CASE STUDY

**“We are a great
example of what
government support
can achieve”**

Rachel Lacy, CEO.

DRIKOLOR®

The business

drikolor® has developed a range of innovative technologies to deliver colour to paint and other materials by adding dry, granulated pigments. These are ready to use, easy to transport and store, and can be used by anyone.

Success through technology

drikolor® is trialling the technology through a billion dollar New Zealand paint retailer, has an exclusive distribution contract for their Toka™ concrete colourants and is expanding into China and the US.

- Our scientists and engineers helped invent and develop prototype products.
- Hosted drikolor® at our Gracefield precinct, allowing them to set up product and manufacture at a market testing scale.
- Provided business R&D grants supporting product development and a student research assistant.
- Global Expert service found a number of experts who could oversee the sourcing and installation of the best plant equipment for the company.



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