



Victoria's On-Farm Internet of Things Trial

Applicant Guidelines - funding round one

agriculture.vic.gov.au/digitalag

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1 Glossary

Term	Definition
Applicant	An eligible primary producer (farmer) or eligible farm business that applies to the department for funding to take part in the On-Farm IoT Trial.
Apps & Devices	Any Internet of Things software applications (apps) and/or devices that are related to the dairy, grains, sheep or horticulture agricultural industries.
Catalogue of Apps & Devices or catalogue	A catalogue of Apps & Devices available for Participating Farmers to trial as part of the On-Farm IoT Trial grant funding program. The catalogue will include details of the capability of each of the Apps & Devices, Supplier details, and which Apps & Devices are offered by each Supplier.
Farm IoT Plan	The Farm IoT Plan will be developed as part of the application for funding process. It will consider the business needs of the Applicant and which technologies from the Catalogue of Apps & Devices will be suitable to trial on their farm. The Farm IoT Plan will be developed by Applicants with support from the department.
Grant	Government assistance in the form of funding. Under the On-Farm IoT Trial, the grant can be used by Participating Farmers to subsidise the cost of acquiring eligible Apps & Devices from the Catalogue of Apps & Devices.
Internet of Things or IoT	Any 'thing' that has a sensor attached to or embedded within it, to enable the measurement and transmission of data relating to that 'thing' over a communications network.
On-Farm IoT Trial	A trial to test the benefits of on-farm IoT technologies by assessing the contribution that IoT makes to farm performance within dairy, grains, sheep and horticulture industries, as further described in these Applicant Guidelines.
Participating Farmer	An Applicant that has successfully applied to the department for grant funding to acquire eligible Apps & Devices as part of the On-Farm IoT Trial.
Supplier	An eligible organisation that has been pre-selected by the department as being qualified to supply Apps & Devices under the On-Farm IoT Trial.

2 Introduction

2.1 About Victoria's On-Farm IoT Trial

In October 2018, the Victorian Government launched the Digital Agriculture Strategy (the strategy). The strategy highlights the government's commitment to driving the uptake of digital technology in agriculture. It acknowledges the opportunities that digital technology holds for both producers and consumers and sets out a plan to support Victorian farmers to benefit from digitisation in agriculture.

The centrepiece of the strategy is a \$27 million commitment to support adoption of digital technologies on-farm. This includes \$12 million to fund Victoria's On-Farm IoT Trial.

IoT enables everyday devices to use the internet to connect to, and interact with, each other. Devices are embedded with a sensor that allows

the measurement and transmission of data. In agriculture this can include, for example, troughs that monitor water level and flow, soil probes to measure moisture levels, and monitors that track animal movement and body temperature.

The On-Farm IoT Trial will support Victorian farms to be digitally enabled to improve the productivity, competitiveness and sustainability of Victoria's agriculture sector. Under the On-Farm IoT Trial, the Department of Jobs, Precincts and Regions (the department) will contribute to the costs of acquiring IoT technology to implement on farms. The department will partner with farmers to establish up to 600 IoT-enabled farms over the two-year trial period, across four farm types and regions.

Where will the trial take place?



2.2 Purpose of the trial

The On-Farm IoT Trial will test the benefits of IoT technologies on Victorian farms by assessing the contribution that IoT makes to farm performance within dairy, grains, sheep and horticulture industries.

The On-Farm IoT Trial will support on-farm adoption of IoT by addressing barriers to uptake, including:

- **lack of connectivity.** The department will support connectivity providers to deliver IoT connectivity to each of the On-Farm IoT Trial regions
- **digital literacy.** The department will employ an Industry Technology Coordinator with expertise in farm management and digital technology in each of the On-Farm IoT Trial regions. Coordinators will coach and support Applicants and Participating Farmers, including through the development of a Farm IoT Plan and selection of Apps & Devices to trial on-farm
- **capital to invest in on-farm IoT technologies.** The department will contribute to the cost of acquiring Apps & Devices for Participating Farmers.

The department will evaluate the contribution of IoT to farm performance over the course of the On-Farm IoT Trial. It will also implement selected Apps & Devices on Agriculture Victoria Research SmartFarms to further test and benchmark IoT technologies.

2.3 Outcomes of the trial

Outcomes of the On-Farm IoT Trial will be made available to Participating Farmers and other Victorian farmers, and will:

- help inform Victorian farmers' decisions to adopt IoT technology on-farm
- help inform the Victorian Government's future decisions about the feasibility of a broader roll-out of one or more of the trial components, as well as other digital agriculture investments
- contribute to developing and testing data governance principles to improve farmer confidence in how IoT data is collected, stored, shared and used.

2.4 How the trial will work

The On-Farm IoT Trial will be carried out in multiple funding rounds. The first round is a pilot round, during which the department will seek to enrol 100 farms (25 farms from each trial region). In subsequent rounds, the On-Farm IoT Trial will be expanded to include up to a further 500 farms.

Depending on outcomes of the pilot round, these Applicant Guidelines may be subject to change for the expanded On-Farm IoT Trial. The Catalogue of Apps & Devices and range of IoT technologies offered within the catalogue may also be subject to change over the course of the On-Farm IoT Trial.

The department reserves the right to amend the Applicant Guidelines and Catalogue of Apps & Devices as required and in its sole and absolute discretion.



3 Purpose of the Applicant Guidelines

These Applicant Guidelines explain who can participate in the On-Farm IoT Trial and the process for applying for a grant.

4. What will be supported under the trial?

Participating Farmers will be eligible to receive grant funding toward the cost of acquiring Apps & Devices selected from the Catalogue of Apps & Devices.

The catalogue has been developed by the department and contains a range of IoT technologies that have been deemed suitable for the On-Farm IoT Trial.

Apps & Devices will be selected from the catalogue by the Applicant in consultation with the Industry Technology Coordinator and must be identified in the Applicant's Farm IoT Plan.



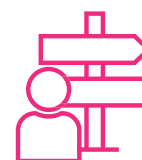
Connectivity

IoT network connectivity delivered to the trial regions



Catalogue of Apps & Devices

A range of IoT solutions to test under the trial, supported by grant funding



Industry Technology Coordinators

Specialised support to help you choose IoT solutions for your farm

5 Eligibility

5.1 Who is eligible to take part in the trial?

The department is seeking a range of Applicants with different levels of technology uptake and different levels of digital technology experience and access to support. Farmers already using IoT technology on-farm are also encouraged to apply.

To be eligible to participate in the On-Farm IoT Trial, farms must:

- be a commercial farm¹ that is either a:
 - dairy cattle farm in the Maffra trial region
 - horticulture farm in the Tatura trial region
 - broadacre cropping farm in the Birchip trial region **or**
 - sheep farm² in the Serpentine trial region
- be a business with an Australian Business Number (ABN)
- be a legal entity³
- meet all industrial relations obligations as an employer in accordance with the National Employment Standards
- have a broadband internet connection (for example, 4G network, NBN, ADSL)
- agree to participate in future evaluation activities.

The Maffra, Tatura, Birchip and Serpentine trial regions will be determined by the coverage range of IoT network connectivity provided under the On-Farm IoT Trial (see section 7.2: *How will EOIs be assessed?*)

In addition to meeting the above criteria, farmers wishing to participate in the On-Farm IoT Trial must agree to:

- complete a Farm IoT Plan for their business, with support from an Industry Technology Coordinator
- select at least one IoT solution to trial on their farm for at least two (2) years
- contribute to the cost of the Apps & Devices to be trialled
- share data generated by the Apps & Devices with the department during the On-Farm IoT Trial
- enter into a Grant Agreement with the department
- participate as an On-Farm IoT Trial case study, or in On-Farm IoT Trial demonstration events.

5.2 Who is not eligible?

The following entities are not eligible to participate in the On-Farm IoT Trial:

- off-farm food processors, packing or cold storage facilities
- Commonwealth, State or Local Government agencies or bodies
- publicly funded research institutions
- industry associations
- not-for-profit organisations
- community-based organisations.

If you are unsure about your eligibility or have a question about the application process, please contact the department at ag.iot@djpr.vic.gov.au.

¹ To be considered a commercial farm business, farm turnover must exceed \$50,000 per annum under normal business conditions (a year in which average yields/productivity is achieved and with no adverse climatic conditions such as drought).

² Sheep farms must be either a mixed enterprise with at least 100 head of sheep, or a specialised sheep (meat/wool) producer.

³ The legal entity may be a corporation or an individual/s (including on behalf of a partnership) that has legal standing in the eyes of the law. The legal entity may be a trustee on behalf of a trust. A legal entity has legal capacity to enter into agreements, assume obligations, incur and pay debts and sue and be sued in its own right.

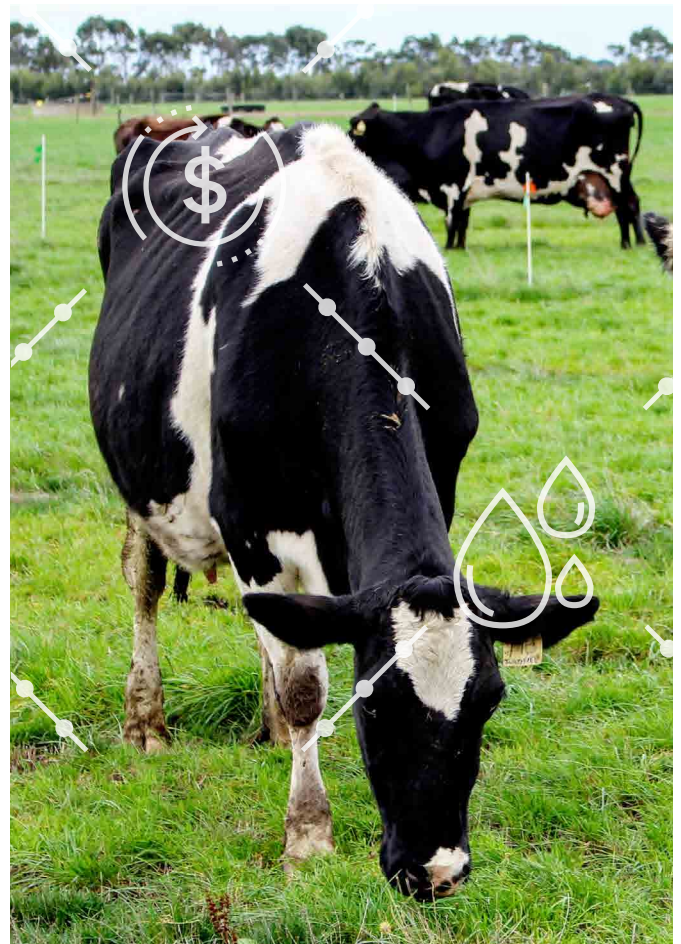
6 How can I apply to take part in the trial?

- 1 Read these Applicant Guidelines carefully to establish your eligibility.
- 2 Complete an online Expression of Interest (EOI) form (see section 7.1: *What documentation is needed to submit an EOI?*)
- 3 If your EOI is successful, you will be contacted by an Industry Technology Coordinator and invited to develop a **Farm IoT Plan**.
- 4 Develop your **Farm IoT Plan** with the support of an Industry Technology Coordinator.
- 5 Submit your online **Application for Funding**, including the Farm IoT Plan, to apply for funding to trial IoT solutions on your farm (see section 8.1: *What documentation is needed to apply for a grant?*)
- 6 Your Application for Funding will be assessed and, if successful, you will be required to execute a Grant Agreement with the department and be enrolled in the On-Farm IoT Trial as a **Participating Farmer**.

Please note that a successful outcome of the EOI process and an invitation to submit an Application for Funding does not guarantee a successful outcome of an Application for Funding.

The EOI and/or Application for Funding must be submitted before the closure dates for receipt, which will be published on the On-Farm IoT Trial webpage (agriculture.vic.gov.au/digitalag).

Approval of an EOI and/or an Application for Funding is in the sole and absolute discretion of the department and the department's decision will be final.



How to take part



1. Express your interest

Submit an online Expression of Interest to apply to take part



2. Develop your Farm IoT Plan

Select IoT solutions from the Catalogue of Apps & Devices to match your farm needs, with help from an Industry Technology Coordinator



3. Apply for a grant

Submit your Farm IoT Plan online to apply for a grant



4. Get your Apps & Devices

If your application for funding is successful, purchase the Apps & Devices from your Farm IoT Plan



5. Request grant payment

Submit proof of payment for Apps & Devices to receive your grant



6. Test IoT on-farm

Partner with Agriculture Victoria to assess how IoT performs on your farm



7. Share data

Partner with Agriculture Victoria to explore how data sharing can increase the value of IoT



8. Contribute to trial outcomes

Take part in evaluations and farm case studies to share lessons and outcomes from the trial

7 Expressions of Interest (EOIs)

7.1 What documentation is needed to submit an EOI?

Applicants will need to provide their ABN to submit an EOI.

The EOI form can be accessed at agriculture.vic.gov.au/digitalag.

If the Applicant is a trustee on behalf of a trust, they will also be required to print and sign a Trustee Declaration Form and submit it as part of their EOI. The Trustee Declaration Form can be accessed online through the EOI application process.

The department may request additional supporting documentation from Applicants to determine their eligibility to participate in the On-Farm IoT Trial.

7.2 How will EOIs be assessed?

EOIs will be first assessed against the eligibility requirements set out in section 5 of the Applicant Guidelines.

The department will consider the Applicant's level of engagement with digital technologies and will seek to enrol a range of Applicants with different levels of technology uptake and different levels of experience with digital technology to round one.

The location of the Applicant's farm property will be assessed to determine if it is within a trial region and whether it is feasible to achieve adequate network coverage to the property under the connectivity being delivered as part of the On-Farm IoT Trial.

Only farm properties for which IoT network connectivity can be established will be considered for enrolment in the On-Farm IoT Trial. This determination will be made in the sole and absolute discretion of the department and the department's decision will be final.

The department will endeavour to notify all Applicants of the outcome of the EOI process within four (4) weeks of the EOI closure date.

The department may retain EOIs from eligible Applicants who are unsuccessful to round one for the purposes of inviting them to apply to subsequent funding rounds.



8 Applications for Funding

8.1 What documentation is needed to apply for a grant?

Applications will only be received at the invitation of the department on completion of the EOI process.

Applicants will need to complete a Farm IoT Plan with the support of an Industry Technology Coordinator. As part of the Farm IoT Plan, Applicants will be asked to select which Apps & Devices from the catalogue they would like to test on-farm under the On-Farm IoT Trial. The total cost of the Apps & Devices will be calculated in the Farm IoT Plan (see section 9.1: *Grant funding conditions*).

The Farm IoT Plan document is completed online as part of the Application for Funding form. The Industry Technology Coordinator for the trial region will undertake a review of the Farm IoT Plan and may contact the Applicant to provide additional information to assist with the review.

Once an Application for Funding has been submitted, the Applicant may be contacted by the department to provide additional supporting documentation to assist with the assessment process.

8.2 How will Applications for Funding be assessed?

Applications will be assessed by the department to ensure:

- a Farm IoT Plan has been completed by the Applicant and reviewed by the Industry Technology Coordinator
- the Applicant has agreed to the requirements of participation set out in section 5 of the Applicant Guidelines.

The department will endeavour to notify all Applicants of the outcome of the application within six (6) weeks of the closure date.

The department will undertake due diligence checks in relation to each Applicant and an Applicant may be deemed ineligible based on any adverse findings against the business, a director or a partner of the business.

8.3 What happens after my Application for Funding is approved?

You will receive notification that you will be offered grant funding to support the purchase of selected Apps & Devices. You will be required to accept this offer by entering into a Grant Agreement with the department.

8.4 What if my Application for Funding is unsuccessful?

You will be notified that your application was unsuccessful, and feedback can be provided upon request.

If your Application for Funding is unsuccessful, you may be eligible to apply for funding in a subsequent round of the On-Farm IoT Trial. In some cases, applications may be kept on record for future consideration.



9 Grants

9.1 Grant funding conditions

Successful Applicants will be required to enter into a Grant Agreement to enrol in the On-Farm IoT Trial and to receive grant funding.

Only one grant per eligible farm business may be awarded under the On-Farm IoT Trial and that farm business will **not** be eligible for funding in a subsequent round⁴.

Applicants with more than one eligible farm business (operating under separate ABNs) may be eligible to apply for more than one grant.

Grant funding must be used by the Participating Farmer to contribute to the cost of Apps & Devices selected to test on-farm, as calculated in the Farm IoT Plan.

Grants will fund **up to two thirds** of the cost of Apps & Devices excluding GST. Participating Farmers must meet the minimum monetary contribution of \$1 for every \$2 grant funding offered. In-kind contributions, such as labour, will not be considered in the co-contribution amount.

The total grant amount offered will depend on the type and number of Apps & Devices included in the Farm IoT Plan. The **maximum grant amount** that will be awarded to any one eligible farm business is **\$30,000** (excluding GST).

The department reserves the right to amend these funding conditions at any time, in its sole and absolute discretion, and without notice.

9.2 Eligible expenditure

Grant funding can only be used to contribute towards the cost of acquiring Apps & Devices selected from the Catalogue of Apps & Devices, as identified in the Farm IoT Plan and excluding GST. Participating Farmers are responsible for all other costs and expenditure.

As the grant is a reimbursement for purchased equipment, it will not attract GST. If the Participating Farmer is registered for GST purposes, they can claim an input tax credit for the GST paid for the purchase of the equipment. This means the sum payable by the department to the Participating Farmer will be exclusive of any GST paid by the Participating Farmer to acquire the Apps & Devices.

Grant funding is not to be applied retrospectively and so cannot be used for Apps & Devices acquired prior to a Participating Farmer executing a Grant Agreement with the department and being enrolled in the On-Farm IoT Trial.



⁴ The department may at its sole and absolute discretion consider eligibility of a farm business to a second funding round on a case-by-case basis.

9.3 Grant payment

Participating Farmers are required to pay the full cost at the point of acquiring the Apps & Devices. The department will then reimburse the Participating Farmer in a single payment⁵ **up to the maximum grant amount** approved in the Grant Agreement.

The department will only pay up to the maximum of two thirds of the final cost of the Apps & Devices (excluding GST) as set out in the Farm IoT Plan. If the actual cost of the Apps & Devices is more than what is set out in the Farm IoT Plan, the Participating Farmer will be responsible for this additional cost.

If the actual cost of the Apps & Devices is less than what is set out in the Farm IoT Plan, the funding provided by the department will be reduced so that the funding provided is equal to two thirds of the actual cost of the Apps & Devices (excluding GST).

Payment of the grant will be made by the department to the Participating Farmer in accordance with the Grant Agreement which will include a requirement for the Participating Farmer to submit:

- evidence that all Apps & Devices identified in the Farm IoT Plan have been paid for in full by the Participating Farmer (in the form of receipts issued by the Supplier/s for all Apps & Devices acquired from the catalogue)
- a tax invoice issued by the Participating Farmer to the department, for the total grant amount to be paid by the department
- a statutory declaration, to be completed **after** the acquisition of Apps & Devices, in the form set out in the Grant Agreement.

Payment will be made via electronic funds transfer to a nominated bank account. Payment may take up to four (4) weeks to process from the time of receipt by the department of the documents listed above.

The acquisition of the Apps & Devices must take place **within three months** of the date of the Grant Agreement. The department reserves the right to withdraw the offer of grant funding if the acquisition of Apps & Devices has not occurred in this time.

⁵ The department may at its sole and absolute discretion consider split payments on a case-by-case basis.

10. Data sharing

As a condition of funding, Participating Farmers are required to authorise Suppliers to give the department access to data generated by the Apps & Devices funded through the On-Farm IoT Trial.

Data from Apps & Devices will be stored within a secure data repository (a Data Lake) managed by the department.

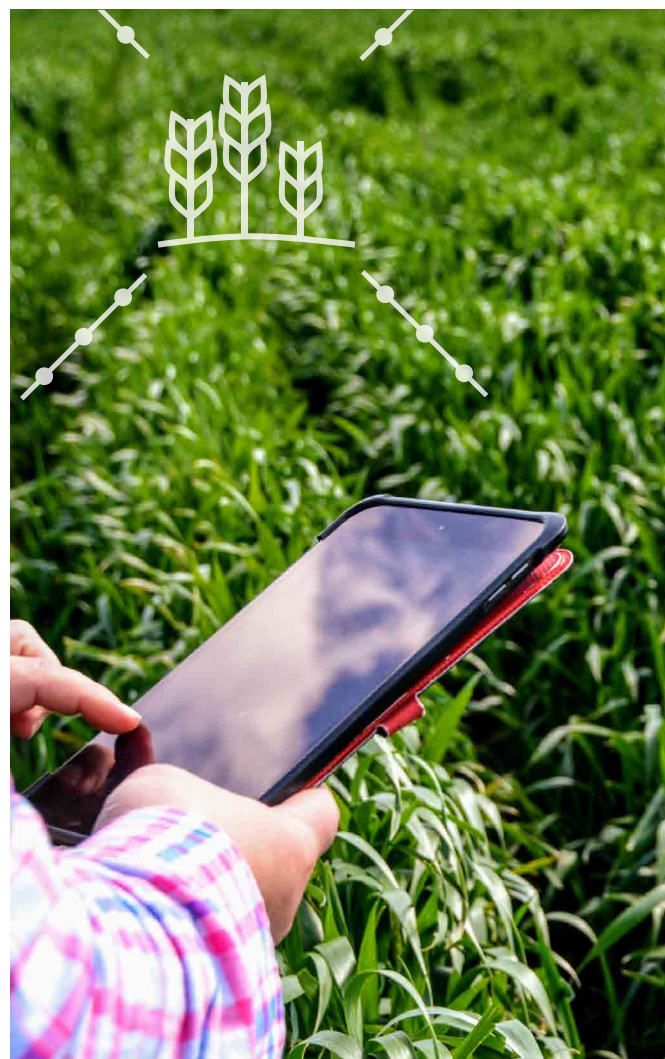
The department will analyse the nature, volume and velocity of data entering the Data Lake and use this information to build **data use cases**. These will be shared with Participating Farmers over the course of the On-Farm IoT Trial.

The data use cases are intended to support the On-Farm IoT Trial outcome of improving farmer confidence in how IoT data is collected, stored, shared and used. They are hypothetical cases to illustrate the potential of the Data Lake as a shared data resource. The data use cases will demonstrate how future use of the shared data resource might bring additional value for Participating Farmers as well as broader industry benefits beyond the life of the On-Farm IoT Trial.

Data stored in the Data Lake will be aggregated and anonymised for the purposes of making it available to Participating Farmers as well as to appropriate third parties (for example, researchers or industry groups) for the purposes of spurring research and innovation.

How data stored in the Data Lake is made available, under what conditions, and how it will be managed and stored beyond the life of the On-Farm IoT Trial will be determined by the department however the department will consult with Participating Farmers in relation to this.

Suppliers to the Catalogue of Apps & Devices set their own terms and conditions for access and use of data generated by their products. Participating Farmers should ensure they read and understand any Supplier terms and conditions prior to purchasing Apps & Devices under the On-Farm IoT Trial.



11. Post-trial evaluation

As per the eligibility criteria in section 5 of these Applicant Guidelines, Participating Farmers will be required to take part in the department's post-trial performance monitoring and evaluation activities.

Evaluation may be required for up to three (3) years following the end date of the On-Farm IoT Trial and is a non-negotiable requirement for all Participating Farmers. Non-compliance could affect future applications to the department's programs.

Outcomes of the On-Farm IoT Trial may be used in evaluation reviews and departmental marketing collateral.

12. Publicity

Participating Farmers must agree to cooperate with the department in the promotion of the On-Farm IoT Trial. This may include involvement in media releases, case studies or promotional events and activities.

The department may request Participating Farmers to fact-check any text and seek approval to use any owned imagery associated with the activity prior to the publication of any such promotional materials.

Participating Farmers must not make any public announcement or issue any press release regarding the receipt of a grant without prior approval of the department.

13. Confidentiality

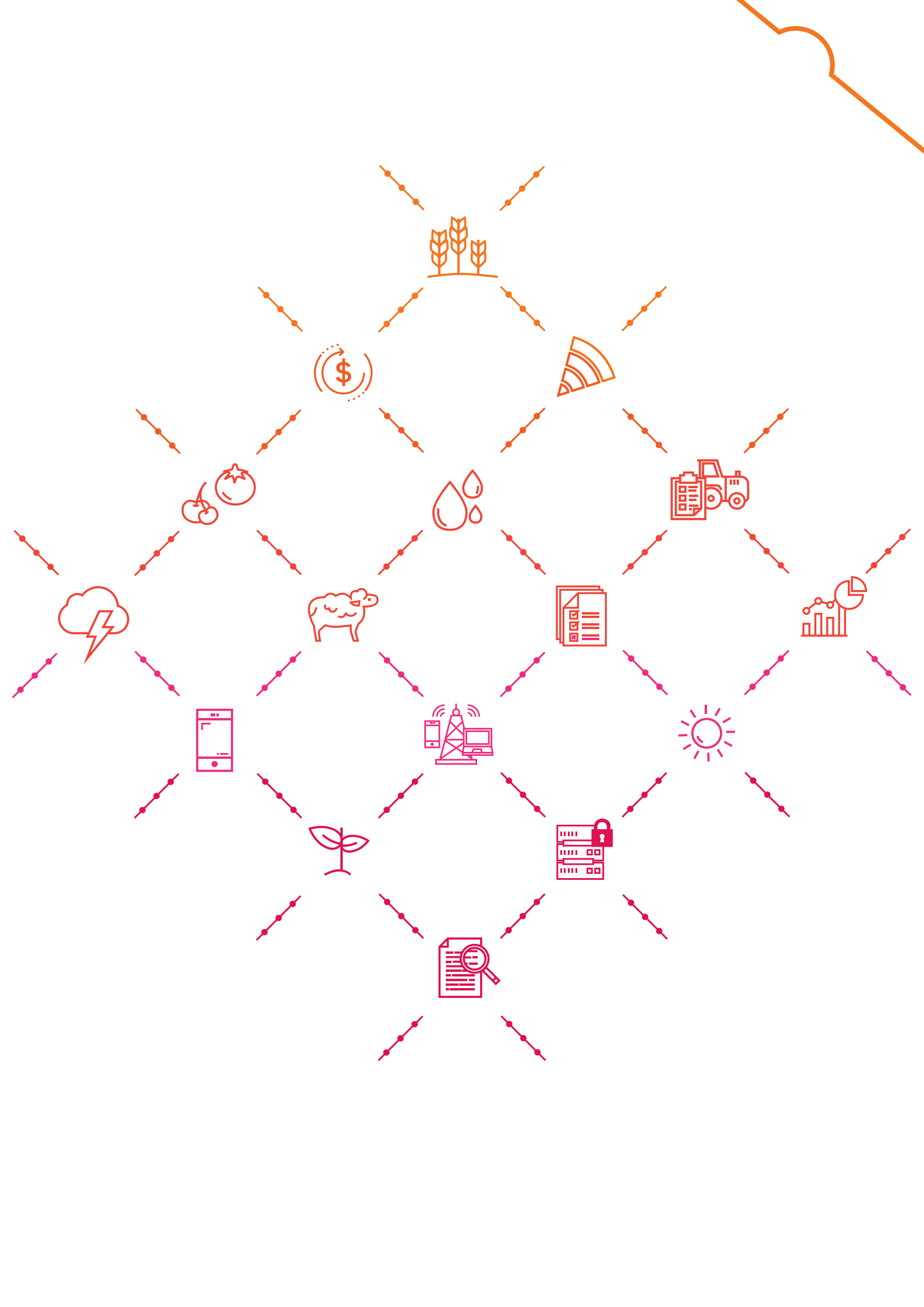
Any personal information provided by the Applicant will be collected by the department for the purposes of administration of the grant program. This information may be provided to other Victorian Government bodies for the purposes of assessing applications.

If confidential personal information about third parties is included in an application, Applicants are required to ensure that these third parties are aware of the contents of this confidentiality statement.

Personal information gathered through the On-Farm IoT Trial may be compiled, aggregated and anonymised by the department for grant program evaluation and research purposes.

Any personal information collected, held, managed, used, disclosed or transferred will be held in accordance with the provisions of the *Privacy and Data Protection Act 2014* (VIC) and other applicable laws.

The department is committed to protecting the privacy of personal information. The department's privacy policy can be found online at www.djpr.vic.gov.au. Enquiries about access to information should be directed to the department's privacy unit by email privacy@ecodev.vic.gov.au.





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