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Top Ten recommendations for WA State government from StartupWA

These recommendations are based on the following considerations:

- **Alignment** with StartupWA's mission: growing WA as an attractive location, creating the local conditions, enabling the global success, of the ventures of tomorrow
- **Popularity** of the recommendations with the ecosystem, including with reference to published strategies, documents, and based on surveys of the sector
- **Effectiveness** in achieving the WA government's stated aspirations, given the current economic, social and political conditions, and based on successful implementation in comparable jurisdictions

We periodically update our top ten, driven by changes in those considerations.

Details of these recommendations, citation of sources are available on request.

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Reduce barriers across government and focus investment to maximise local benefits

1. **Look forward:** *The narrative about the innovation and startup sector can be narrow and negative.* Instead, communicate positively about the role of innovation and technology: new jobs and industries, increasing affordability and convenience.
2. **Review risk:** *There are deep biases against government investment and procurement of local solutions.* Review the methods, criteria and weighting used in Treasury and Finance, and develop an Innovation Policy defining changes and benefits.
3. **Open engagement:** *We are missing out on budget savings and local procurement opportunities through problematic procurement processes.* Open up government to engagement with innovators even prior to solutions being defined for procurement.
4. **Focus on transformation:** *WA has significant competitive advantages in key industries that are not being leveraged.* Focus funding to secure additional Federal and private investment in spin-off activities e.g. SKA, mining services technology.

Invest in support to make innovation and entrepreneurship easier

5. **Proactive strategy:** *WA's strategy needs to have a big scope, developed with industry, and reach across portfolios and departments. A new Innovation Strategy in partnership with industry, and commitment to regularly evaluate its efficacy.*
6. **Entrepreneurial education:** *Curriculums, TAFEs and loans are not directing youth towards entrepreneurship as an option. Review workforce development plans, curriculums and to ensure entrepreneurship is a viable and attractive option.*
7. **Enabling regulations:** *WA could attract and grow industry clusters through having more open or conducive regulations than comparable jurisdictions. Create regulations supportive of high-growth industries e.g. autonomous vehicles, biotech.*

Direct actions to grow and attract ventures and increase their local benefits

8. **Increase employment:** *WA is relatively unattractive to employ workers in early stage companies. Implement concessional payroll tax rates that encourage employment.*
9. **Encourage co-investment:** *Government can boost venture viability while also de-risking opportunities and making good investments. Co-fund early stage ventures with private investors, through open processes and pre-determined guidelines.*
10. **Targeted attraction:** *WA is at risk of losing talent or failing to attract it, even in industries where we have an established advantage. Develop focused initiatives to reduce barriers to immigration of skilled technology workers, entrepreneurs bringing investment, high-growth companies' Australian offices.*