



# EXPRESSION OF INTEREST IN SUPPLYING EQUIPMENT FOR THE ON FARM CONNECTIVITY PROGRAM

## Frequently Asked Questions

*As at 23 June 2023*

This document will be updated to include new questions asked about the Expression of Interest process and the Program.

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### **Q1: Can I submit an Expression of Interest (EOI) if I am a Primary Producer?**

**A:** The EOI process is for businesses that sell connectivity equipment relevant to primary producer's activities. Eligible businesses will be added to a List of Eligible Equipment Suppliers and can claim a rebate for the sale of eligible equipment to eligible primary producers. The List of Eligible Equipment sets out the connectivity equipment eligible for the Program, and will be included in the Program Guidelines and on the Department of Infrastructure, Transport, Regional Communications and the Arts' website.

The Program will open for applications for a rebate on the sale of eligible equipment in the third quarter of 2023. The draft Guidelines are expected to be released for public consultation in July 2023.

### **Q2: Does my business need to submit an EOI to access the rebate for eligible equipment?**

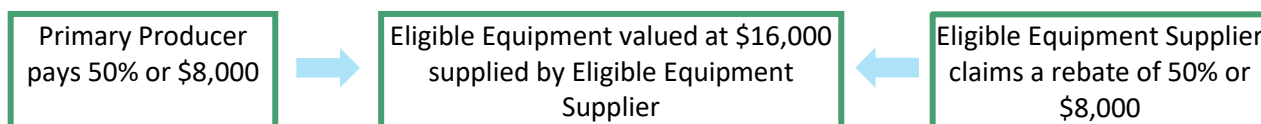
**A:** Businesses supplying eligible equipment must submit an EOI and meet the eligibility criteria to be included on the List of Eligible Suppliers of Equipment. Primary Producers must purchase eligible equipment from businesses on the List of Eligible Suppliers of Equipment to access the rebate of 50% of the cost of eligible equipment. The value of the rebate is between \$3,000 and \$30,000 (GST exclusive).

### Q3: My business sells equipment that is not included on the indicative List of Eligible Equipment. Does this mean I am not eligible for the rebate?

**A:** The indicative List of Eligible Equipment is intended to guide organisations when considering whether to submit an Expression of Interest, it is not prescriptive and does not implicitly disqualify relevant equipment not otherwise listed. A more descriptive List of Eligible Equipment will be published on the Department's website in the coming weeks. It will also be included in the Program Guidelines.

### Q4: Is the rebate for the full purchase price of eligible equipment?

**A:** The Program will provide a rebate of 50% of the cost of eligible equipment, including some training costs, of between \$3,000 and \$30,000 (GST excl). The rebate will be paid to the Eligible Equipment Supplier, with the Primary Producer purchasing the equipment and paying the balance of the cost to the Eligible Equipment Supplier. This is demonstrated in the following example:



### Q5: The cost of supplying equipment may vary, for example due to supply chain issues or transport to very remote regions. Will the Program accommodate changes to the sale price?

**A:** The Australian Government seeks to ensure that Eligible Suppliers of Equipment use the rebate to extend connectivity on the farm, improving its productivity, safety and business operations. Organisations are expected to sell equipment at the price in place when they sign the letter of confirmation to participate in the Program. A 20% buffer (of the cost of equipment and training) will accommodate reasonable additional costs, such as for transport to remote areas, travel for technicians to install equipment or provide training or unexpected changes to the exchange rate which impact the price of items manufactured overseas.

### Q6. Are insurance and maintenance costs eligible for the rebate?

**A:** Insurance, operation and maintenance costs are not eligible for the rebate.

### Q7: Will the price list attached to my EOI submission be shared with other suppliers or primary producers?

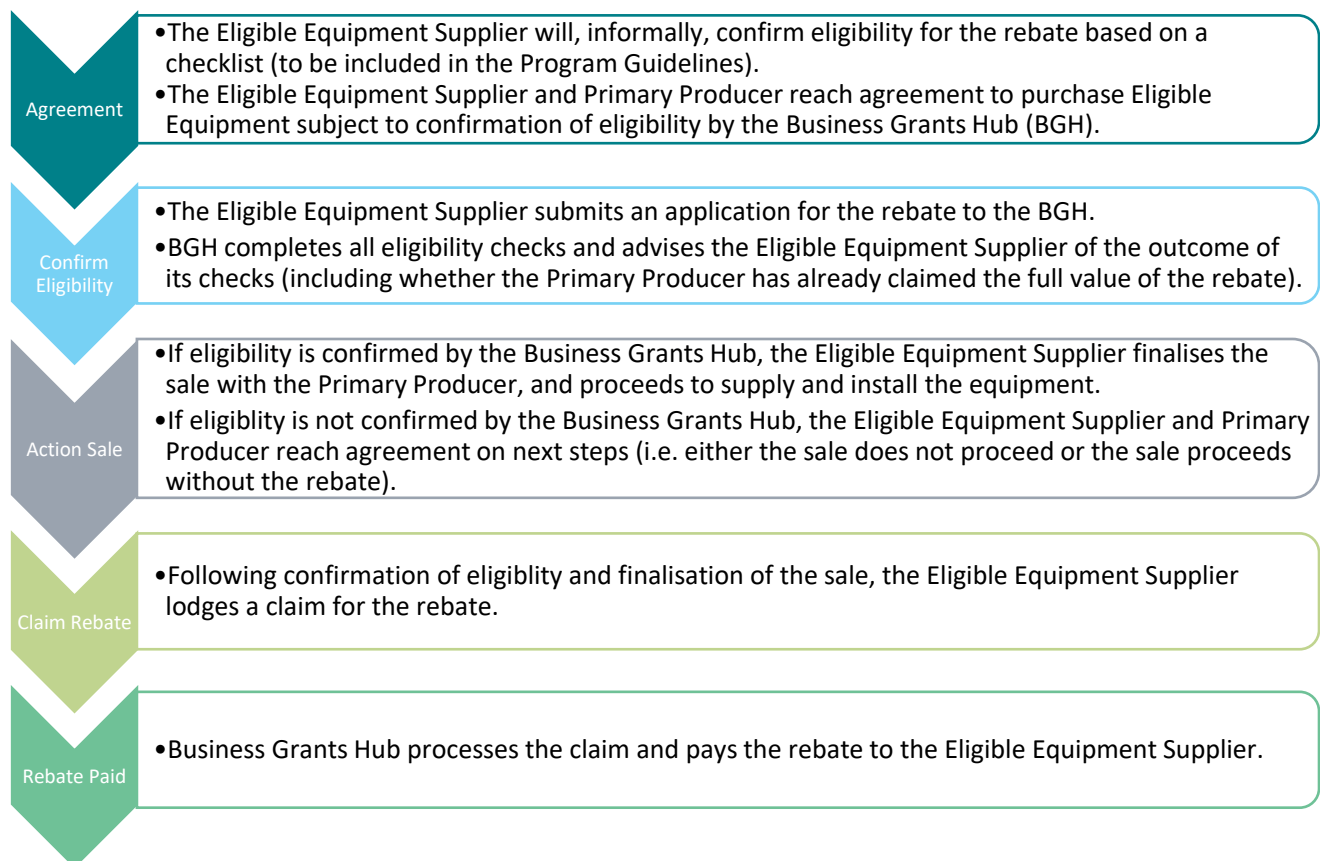
**A:** The Department of Infrastructure, Transport, Regional Development, Communications and the Arts will treat all information provided in a business' EOI as commercial-in-confidence.

The published List of Eligible Equipment Suppliers will contain only the businesses' name, contact number and email address, and link to their webpage.

## Q8. Can primary producers access equipment from more than one supplier and claim the rebate?

**A:** Primary producers may source eligible equipment from a number of Eligible Equipment Suppliers up to the maximum value of the rebate. The eligibility of each sale must be individually confirmed by the Business Grants Hub, which will track the total the value of the rebate claimed by the Primary Producer.

The following demonstrates the process to confirm eligibility and payment of the rebate:



## Q9. My business provides data and network services relevant to on-farm connectivity solutions. Can I submit an EOI and claim a rebate for my services?

**A:** A business' eligibility will be assessed against the eligibility criteria in the Expression of Interest document.

The Program supports up to 12 months of subscription costs associated with IoT networks and data dashboards, to a maximum of 10% of the total value of the rebate. A primary producer must have purchased physical hardware through the Program to access support for accompanying network and/or software costs.

A Primary Producer can work with a number of businesses on the List of Eligible Equipment Suppliers to build a network of IoT devices, and claim a rebate up to the maximum of \$30,000 (refer Q8 above).

**Q10. The equipment sold by my business requires installation by a technician - are these costs eligible for the Program?**

**A:** The Program provides for reasonable additional costs associated with the sale of equipment, such as installation, for transport to remote areas or travel for technicians to install equipment or provide training.

In addition to the cost of purchasing and installing equipment, the costs of initial training on the use of equipment (to a maximum of 10 per cent of the total cost) and one-off subscription costs for data visualisation and dashboard services (for a single year, to a maximum of 10 per cent of the total cost) can also be claimed.