

# Funding Quick Reference

*At-a-glance funding options*

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# Funding Opportunities - Quick Reference

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For: Allivate | Founder: Jane Korneyko | Date: October 27, 2025

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## ■ CRITICAL DATES (Next 6 Months)

### December 2025

- Dec 8-12: West Tech Fest (Perth) ■ ATTEND - Book now!
- Last major 2025 event
- Investor networking
- Pitch sessions
- Perfect timing after MVP launch

### January 2026

- Launch Pilot - Recruit 5-10 startups
- Apply: NSW MVP Ventures (\$25K-\$200K)
- Apply: Startmate Accelerator (if apps open)
- Reach out: Pre-seed VCs (AfterWork, Flying Fox, Tidal)

### February 2026

- Track Pilot Metrics - Completion rate, NPS, testimonials
- Schedule VC Meetings for March

### March 2026

- March 17-19: SOUTHSTART (Adelaide) ■ #1 PRIORITY
- Australia's top startup event
- Apply to pitch competition

- Post-pilot timing = perfect proof
- Major investor attendance

## April 2026

- Sunrise Festival (Sydney) ■ TOP VC EVENT
- Blackbird Ventures hosts
- Airtree, other top VCs attend
- Pitch if selected

## May 2026

- Apply: Fearless Innovator Grant (SA, \$60K/\$20K)
  - Apply: QLD Female Founders programs
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# ■ TOP 5 FUNDING OPPORTUNITIES

## 1. NSW MVP Ventures Grant ■ IMMEDIATE PRIORITY

- Amount: \$25,000 - \$200,000
- When: Apply Q1 2026 (Jan-Feb)
- Why: Early-stage focused, right timing
- Prep: Have pilot results ready

## 2. Startmate Accelerator ■ TOP ACCELERATOR

- Amount: Equity investment + support
- When: Applications likely open Q4 2025 / Q1 2026
- Why: Best Australian accelerator, VC connections
- Prep: Strong application, pilot traction

## 3. Pre-Seed VC Round

- Amount: \$250K - \$500K target
- When: Q1-Q2 2026
- Target VCs:
  - AfterWork Ventures
  - Flying Fox Ventures
  - Tidal Ventures

- Kosmos Ventures
- Prep: Pilot results, pitch deck, financial model

## 4. Entrepreneur's Programme

- Amount: Up to \$1 million (50% matched)
- When: Rolling applications, apply Q1 2026
- Why: Large grant, commercialisation focus
- Prep: Strong application showing innovation

## 5. QLD Female Founders Co-Investment

- Amount: \$50K - \$200K (1:3 match)
  - When: When securing VC investment
  - Why: Matches VC funding, female founder program
  - Requirement: Must have investor-led round
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# ■ TOP 5 VC TARGETS (Series A - Mid 2026)

## 1. EVP (Equity Venture Partners) ■ B2B SAAS SPECIALIST

- Sweet Spot: \$0.5M - \$5M, Early Series A
- Focus: Australian B2B SaaS (PERFECT FIT)
- When: Target Q2-Q3 2026

## 2. Airtree Ventures ■ TOP TIER

- Fund Size: \$275M
- Stage: Seed to Series B
- Focus: AU/NZ tech startups
- When: Build relationship Q1-Q2, approach Q3 2026

### **3. Blackbird Ventures ■ ECOSYSTEM LEADER**

- Size: Largest Australian VC
- Connection: Hosts Sunrise Festival
- When: Meet at Sunrise April 2026, follow up Q2-Q3

### **4. Square Peg Capital**

- Focus: Tech including SaaS, AU/SEA
- When: Target Q3 2026 with strong metrics

### **5. AfterWork Ventures (Pre-Seed/Seed)**

- Stage: Pre-seed and seed
  - When: Immediate (Q1 2026)
  - Why: Bridge funding before Series A
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## **■ EVENT CALENDAR 2025-2026**

Date	Event	Location	Priority	Action
Dec 8-12, 2025	West Tech Fest	Perth	HIGH	BOOK NOW
Mar 17-19, 2026	SOUTHSTART	Adelaide	CRITICAL	Apply to pitch
Apr 2026 (TBA)	Sunrise Festival	Sydney	CRITICAL	Monitor dates
Monthly 2026	Startup Grind	Sydney/Melb	MEDIUM	Regular attendance
Oct 2026 (TBA)	SXSW Sydney	Sydney	MEDIUM	Monitor dates

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## ■ IMMEDIATE ACTION CHECKLIST (Next 2 Weeks)

### By November 10, 2025:

- [ ] Register for West Tech Fest (Dec 8-12)
- [ ] List 10 pilot participants to recruit in January
- [ ] Draft NSW MVP Ventures application (save for January)
- [ ] Create investor pitch deck v1 (8-10 slides)
- [ ] Build financial model (3 years, monthly detail year 1)

### By November 24, 2025:

- [ ] Beta test with 3 users (Alex + 2)
- [ ] Create pilot materials:
  - Recruitment email
  - Onboarding doc
  - Feedback survey
- [ ] Research grant requirements:
  - NSW MVP Ventures eligibility
  - Entrepreneur's Programme criteria
  - Startmate application requirements

### By December 8, 2025:

- [ ] Finalize MVP for launch
  - [ ] Attend West Tech Fest:
    - Book 5+ investor 1-on-1s
    - Attend all pitch sessions
    - Collect 20+ business cards
  - [ ] Confirm 5-10 pilot participants for January
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## ■ QUICK WINS

### Female Founder Advantages

QLD Female Founders Co-Investment - 1:3 match on VC funding  
Westpac UNSW Scholarships - \$20K if accepted to UNSW accelerator  
SA Fearless Innovator - \$60K or \$20K grants  
Use "female founder" positioning in all applications

### B2B SaaS Positioning

The Pitch by SmartCompany - \$100K AWS credits  
EVP specialist focus - Perfect fit for Allivate  
Google AI Accelerator - If building AI layer in 2026

### Business Excellence Angle

ABA100 Business Awards - You ARE business excellence  
Entrepreneur's Programme - Commercialising innovation  
Business NSW Awards - Innovation category

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## ■ METRICS TO TRACK (Start Now)

### For Grants:

- Pilot completion rate (target: >80%)
- Net Promoter Score (target: >50)
- Hours saved per user (quantify)
- Implementation success stories

### For VCs:

- Monthly Recurring Revenue (MRR)
- Customer Acquisition Cost (CAC)
- Lifetime Value (LTV)

- LTV:CAC ratio (target: >3x)
  - Month-over-month growth %
  - Churn rate (target: <5%)
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## ■ WARM INTRO STRATEGY

### Path to Top VCs:

Startmate → Blackbird connection  
Sunrise Festival → Airtree, Blackbird, EVP meetings  
SOUTHSTART pitch → Multiple VC intros  
Portfolio founders → Target VC intros

### Build Relationships Before Asking:

- Attend events where VCs speak
  - Comment on their LinkedIn posts
  - Ask for advice (not money) initially
  - Share pilot results when ready
  - Request warm intros from mutual connections
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## ■ FUNDING TIMELINE

### Q4 2025 (Now):

- Complete MVP
- Bootstrap + prepare

### Q1 2026 (Jan-Mar):

- Run pilot
- Apply grants (\$50K-\$200K target)
- Pre-seed outreach

### Q2 2026 (Apr-Jun):

- Close pre-seed/seed (\$250K-\$500K)
- Launch DIY tier
- Attend Sunrise

### Q3-Q4 2026:

- Scale with funding
  - Prepare Series A if growth strong
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## ■ CRITICAL SUCCESS FACTORS

Pilot Must Succeed - Everything depends on Jan-Mar results

Start Grant Apps Early - 3-month lead time typical

Attend Every Major Event - Face time matters

Track Metrics From Day 1 - VCs want data

Build Relationships Now - Fundraising takes 3-6 months

Female Founder = Advantage - Use it strategically

B2B SaaS Playbook - Follow proven metrics

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## ■ KEY RESOURCES

- Full Guide: FUNDINGOPPORTUNITIES2025-2026\_GUIDE.docx
  - Government Grants: <https://business.gov.au/grants-and-programs>
  - NSW Grants: <https://www.nsw.gov.au/business-and-economy/innovation>
  - Airtree Open Source VC: <https://www.airtree.vc/open-source-vc>
  - VC Database: <https://www.openvc.app/country/Australia>
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Remember: You're not just raising money - you're building a fundable company. Pilot success = everything.

Next Update: After West Tech Fest (December 2025)