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New supply chain development program launched to boost WA's low emissions technology SMEs

- *LETs Pitch WA* program aims to support growth of SMEs in WA low emissions technology sector
- All shortlisted applicants will receive tailored business and pitching mentoring and support
- Applicants will then pitch their tech to judging panel of investors, VC and industry experts
- Winners will also form part of 'Team WA' delegation at the prestigious ONS 2022 expo in Norway

Western Australian SMEs working in the increasingly crucial low emissions technology (LET) sector have the chance to see their business boom thanks to *LETs Pitch WA*, a new program launched today.

[LETs Pitch WA](#) is a supply chain development program designed to support the growth of low emissions technologies by providing small to medium enterprises (SMEs) with the chance to take advantage of bespoke growth opportunities and vital pathways to domestic and international markets.

Launched by [NERA \(National Energy Resources Australia\)](#) — an independent, federally funded not-for-profit working to decarbonise Australia's energy industry — in partnership with the Western Australian Government, *LETs Pitch WA* will identify, support and raise the profile of WA-based LET solutions that can help develop WA's low carbon future.

Miranda Taylor, NERA CEO, says achieving net zero by 2050 requires radical transformation of the energy sector, and expediting low emissions technology development will be integral to Western Australia's — and indeed Australia's — decarbonisation.

"For decades the energy sector has powered WA's economic growth. And now as a nation we have the potential to become a leading source of low emissions energy, technology and expertise. If we can drive a transition to cheap, reliable, clean energy, we can grow new manufacturing industries powered by renewable resources.

"By supporting low emissions technology development in WA, the state can both help to expedite the decarbonisation of its primary industries and, importantly, grow new, globally competitive technology supply chains that can service local and international markets.

"In creating *LETs Pitch WA*, NERA is driving collaboration and innovation to enable the decarbonisation and diversification of Australia's energy sector and in turn helping to grow WA LETs businesses to deliver technology solutions both locally and to the world.

Expressions of interest* are sought from WA-based SMEs with solutions in energy efficiency, hydrogen and hydrogen-based fuels, low emissions electricity, electrification and fuel switching, non-energy emissions, and Carbon Capture and Storage (CCS) or Carbon Capture, Utilisation and Storage (CCUS).

Following the EOI process, shortlisted SMEs will be given tailored mentoring through a customised pitch readiness program that will help them to clarify their value proposition, develop a business canvas and business capability, as well as other support to increase the likelihood of future success.



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With this preparation, the SMEs will then pitch their technology to a judging panel comprising “blue-chip” investors, venture capitals and industry experts, with the winners offered the chance to travel to the highly prestigious [ONS 2022](#) exhibition and conference in Norway as part of the “Team WA” delegation, providing access to a huge and influential international audience.†

Ends

Notes:

* More information on the *LETs Pitch WA* program and the EOI process can be found [here](#).

† Each company will be provided one full week conference pass to ONS 2022 including: admission to the exhibition that consists of nine exhibition halls; technical sessions, centre court; net zero markets; and scale-ups forum the entire week (value \$2,500). NERA will subsidise each company to participate in the program. This stipend is intended to cover travel, accommodation, meals and other expenses associated with the tour (value \$10,000). Also, as members of Team WA at ONS, winners will participate in a curated program connecting them with industry leaders and major innovation centres.

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About NERA:

NERA (National Energy Resources Australia) is a federally funded not-for-profit organisation that works with partners in government, research, science and industry to help decarbonise Australia’s energy sector. NERA is focussed on leveraging low emissions and digital technologies to support Australia’s energy transition at the same time as growing innovative SMEs and supply chains. NERA works with energy sector partners to improve Australia’s performance in the commercialisation of innovation and the scale-up of technologies and to help Australian industry to diversify and decarbonise.