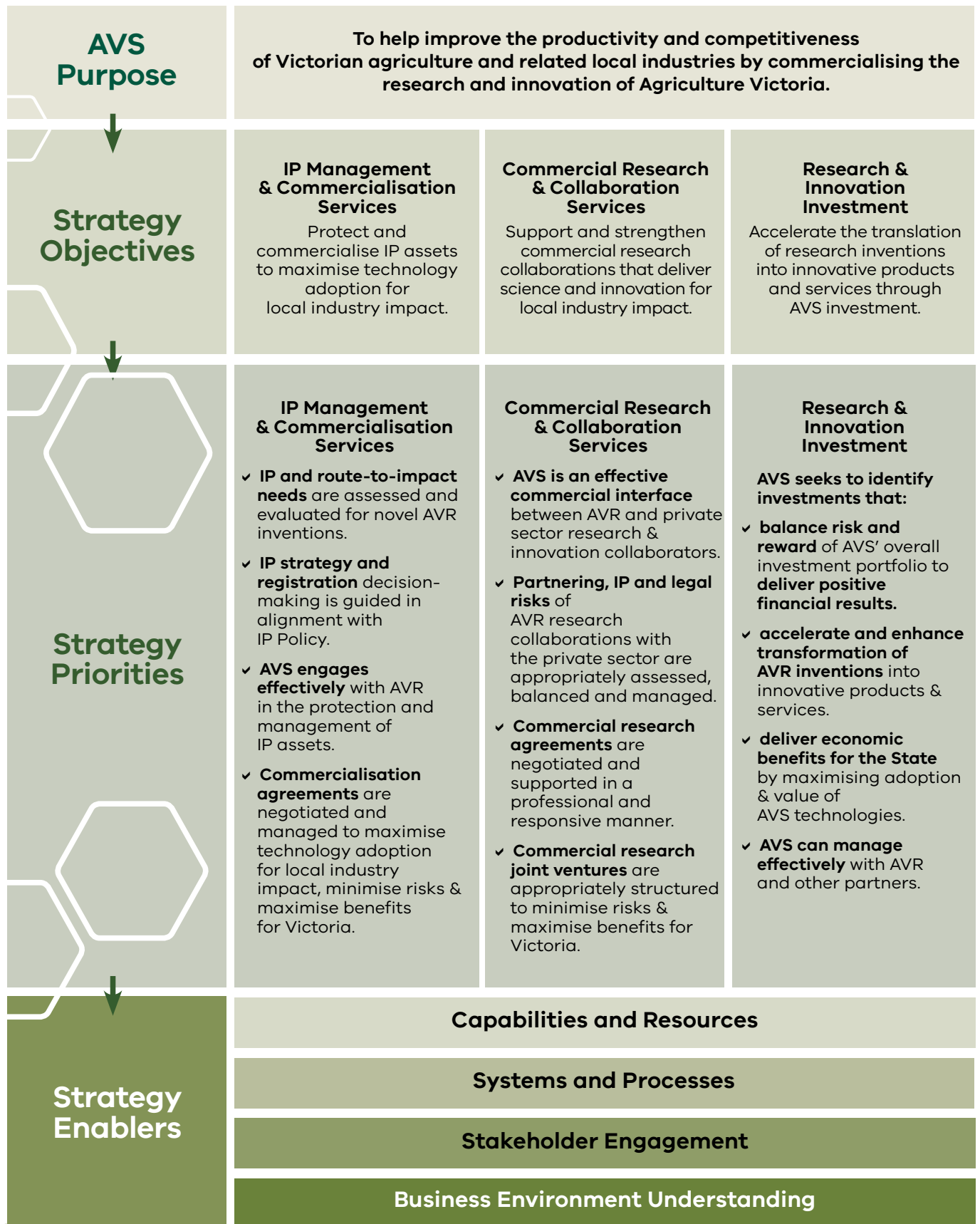


# AVS Strategy on a Page

AVS Corporate Plan (2019 to 2021)



**Agriculture Victoria Services Pty Ltd (AVS)** has delivered over thirty years of service excellence to the Government of Victoria - through the **Agriculture Victoria Research branch (AVR)** of the **Department of Jobs, Precincts and Regions (the Department)**.

The AVS Corporate Plan:

- is a statement of the Company's aligned strategic purpose, value, objectives, drivers, priorities and principles, as agreed between AVS and the Government, stakeholders and staff.
- describes the strategy to be employed by AVS to maintain its high standard of service for the three-year period to 30 June 2021.
- recognises the benefits of the Company's unique entity structure and its role in providing a commercial interface between AVR and the private sector.

## Company Purpose

**AVS' purpose is to help improve the productivity and competitiveness of Victorian agriculture and related local industries, by commercialising the research and innovation of Agriculture Victoria.**

AVS helps the Department's Agriculture Victoria Research branch to determine the most appropriate 'route-to-impact' for its research outputs. Where the economic and local industry productivity outcomes will be greater and more rapid, a commercial route-to-impact pathway is pursued.

The Victorian Government invests in research and innovation for productivity and biosecurity outcomes for Victorian agriculture. In this context, the Department aims to achieve step change improvements in agriculture through innovation for the enduring profitability and productivity of Victorian farmers.

The Government looks to AVS to work with AVR to ensure the benefits of AVR's research are optimised, where appropriate, by commercialisation of its intellectual property assets and scientific capabilities.

## Company Value

**AVS is valued by its stakeholders as the corporate entity that streamlines the interface between AVR and the private sector.**

To this end, AVS was established by the Victorian Government to:

- protect and manage IP assets arising from AVR activities, including commercialisation of technologies for delivering local industry and economic benefits to Victoria.
- provide a legal entity through which commercial research & innovation collaborations are expertly negotiated and supported.
- invest company funds to maximise value capture and accelerate market delivery of AVR research outputs and technology innovations.

In this way, AVS provides a professional, expert and impartial commercial interface with the private sector to enhance and expedite the route-to-impact for the research outputs of AVR, for the benefit of Victorian agriculture and related local industries.

## Governance & Management

**AVS is a private Company incorporated under the provisions of the Corporations Act 2001.**

AVS provides the Department with an independent and dedicated IP and commercialisation structure.

The Government of Victoria beneficially owns 100% of the Company's issued capital with the shareholder being represented through the state Minister for Agriculture. A skills based board of six directors is appointed by the Minister with five directors from the private sector.

The company employs 16 professional and support staff with expertise in technology commercialisation intellectual property and law.

AVS also draws on specialist external service providers where it is most efficient and effective to do so. As a result, AVS has the core capability and critical mass necessary to meet its obligations to Government and the expectations of its stakeholders.

## Operating Principles

**AVS operates in accord with clear IP management, collaboration and investment principles:**

- AVS helps to determine the most appropriate 'route-to-impact' for the research & innovation outputs of AVR. Where the economic and productivity outcomes for the state will be greater and more rapid, a commercial route-to-impact pathway is pursued.
- Where a commercialisation route-to-impact is pursued, the primary objective of AVS is to maximise technology adoption by local industry for the economic benefit of the state. Financial returns are a secondary objective and sought commensurate with fair and reasonable value attribution.
- AVS aims to ensure the registration, prosecution, defense and management of IP assets created by AVR is always in the best economic and societal interests of the state.
- AVS manages all commercialisation, research and innovation collaborations consistent with the objectives of AVR, the Department's IP Management Principles and Victorian Public-Sector Values.
- AVS invests company funds to accelerate the translation of AVR inventions into innovative products and services. Funds are invested in high-potential innovations that are: technically feasible; commercially attractive; and that align with Department IP Management Principles, AVS Strategy Objectives and these Operating Principles.