

# **Information sheet: Exemption from competitive processes for suppliers who have completed Queensland Government innovation challenges**

## **Supporting delivery of the Queensland Procurement Policy 2026**

## Background:

One of the five strategic pillars in the Queensland Procurement Policy 2026 (QPP) is “**Open to new ideas: Encourage innovation and new market-driven approaches to solve challenges faced by government**”.

Open to new ideas aims to move beyond traditional procurement methods into a more collaborative approach, by actively seeking innovative solutions, emerging technologies, and fresh approaches that can offer greater efficiency, cost-effectiveness, and performance improvements.

A key action underpinning the delivery of this strategic pillar is to “**support exemptions from competitive processes for suppliers who have completed Queensland Government innovation challenges**”.

The QPP defines a Queensland Government Innovation Challenge as “**a competitive open market procurement process, possibly incorporating a grant, which invites Queensland small and medium enterprises to submit solutions to problems identified by a Queensland Government agency leading to an opportunity to procure a solution**”. This definition excludes successful innovation challenge suppliers that address corporate and local government challenges, rendering them out of scope for the exemption, even if they used a Queensland Government challenge process.

The QPP includes *Rules* that relate to the use of the innovation competitive process exemption and include:

- Rule 3: When determining the most appropriate procurement strategy and method, agencies **should** consider pursuing innovative supply solutions through, for example Queensland Government innovation challenges, risk-sharing, trials and/or pilots.
- Rule 5: For procurement activities that meet the following specified circumstances, agencies **may** access an exemption from seeking multiple quotes (i.e may use a limited offer method):
  - D. If the procurement of goods and/or services is less than \$500,000 including GST and the procurement is from a supplier who has been successful through a Queensland Government innovation challenge for those goods and/or services in the past three years.

The Queensland Government will measure progress on encouraging innovative solutions in procurement through **increasing the number of suppliers and value of spend using the competitive process exemption each year**. Agencies using the exemption should maintain clear records of each instance to support future whole-of-government reporting requirements as these are established.

## Purpose:

This information sheet assists budget sector agencies and statutory bodies in effectively applying the QPP innovation competitive process exemption supporting the delivering the “Open to new ideas” strategic pillar.

The exemption applies to any Queensland Government innovation challenge process that meets the QPP definition and is not limited to a single program. This information sheet highlights one qualifying program, the Private Sector Pathways (PSP) program led by the Department of the Environment,

Tourism, Science and Innovation, Innovation Division (DETSI Innovation) (**Appendix A**). It serves as a practical example to assist agencies in understanding how the new exemption works in practice.

**Appendix B** lists the suppliers and their goods and/or services who have successfully completed a PSP program challenge and are currently eligible for the exemption.

Agencies that conduct their own innovation challenge processes that meet the QPP definition are also eligible to apply the exemption for their successful suppliers. Details about successful suppliers through other agency-led innovation challenge processes will be added to this information sheet as it becomes available. Agencies interested in having their innovation challenge process and successful suppliers included should contact DETSI Innovation at [partnerships2@detsi.qld.gov.au](mailto:partnerships2@detsi.qld.gov.au).

## Applying the exemption:

Before applying the innovation competitive process exemption, agencies must confirm all of the following conditions are met:

**Qualifying challenge:** the supplier successfully completed a Queensland Government innovation challenge that meets the QPP definition (a competitive open market process, possibly incorporating a grant, which invited Queensland SMEs to submit solutions to a problem identified by a Queensland Government agency).

**Relevant goods and/or services:** the goods and/or services being procured are those for which the supplier was successful through the innovation challenge. The exemption does not extend to other goods and/or services offered by the same supplier.

**Recency:** the challenge was completed within the past three years at the time of procurement.

**Value threshold:** the procurement value is less than \$500,000 including GST.

**Delegate approval:** prior approval from the relevant agency delegate must be obtained before proceeding. Agencies should refer to their own procurement delegation frameworks and policies to confirm the appropriate delegate for the relevant procurement value.

**Value for money:** the agency must assess and document that value for money is achieved (for example, through market research, benchmarking or other relevant cost assessments).

Note: the exemption is an enabling provision – agencies **may** use it where the above conditions are met. It is not mandatory, and agencies retain discretion on whether the exemption is the most appropriate approach for a given procurement.

## For more information:

Budget sector agencies and statutory bodies interested in partnering with DETSI Innovation to run an outcomes-focused challenge can contact us at [partnerships2@detsi.qld.gov.au](mailto:partnerships2@detsi.qld.gov.au). More information about the PSP program is available at <https://advance.qld.gov.au/grants-and-programs/private-sector-pathways-program>.

# Appendix A

## Private Sector Pathways Program

*Delivered by DETSI Innovation*

### Overview

The Private Sector Pathways (PSP) program is designed to address challenges faced by Queensland-based corporates or government agencies by leveraging solutions developed by proven innovative Queensland businesses.

The PSP program aims to:

- create commercial opportunities for innovative Queensland businesses, including small to medium enterprises (SMEs) and startups, by connecting them with corporates and government agencies; and
- provide a risk-managed process for corporates and government agencies to explore and implement solutions to their challenges.

### Benefits

The PSP program delivers the following benefits for both corporates and government agencies and innovative suppliers:

Corporates and Government agencies	Innovative Suppliers
<ul style="list-style-type: none"> <li>• Exposure to latest technological innovation</li> </ul>	<ul style="list-style-type: none"> <li>• Government and commercial procurement opportunities for Queensland innovative SMEs and startups</li> </ul>
<ul style="list-style-type: none"> <li>• Solve corporate and government challenges using local solutions and technology</li> </ul>	<ul style="list-style-type: none"> <li>• Opportunity to pivot products and services to a new sector</li> </ul>
<ul style="list-style-type: none"> <li>• Diversify procurement to a wide range of Queensland innovative businesses</li> </ul>	<ul style="list-style-type: none"> <li>• Opportunity to secure a corporate and government agency as a customer and grow the business including securing new private sector investment</li> </ul>
<ul style="list-style-type: none"> <li>• Deliver improved efficiencies and technologies to business processes</li> </ul>	<ul style="list-style-type: none"> <li>• Retain intellectual property</li> </ul>
<ul style="list-style-type: none"> <li>• Co-fund, de-risk and increase speed of adoption</li> </ul>	<ul style="list-style-type: none"> <li>• Building credibility by having corporates and government as a customer</li> </ul>

## Private Sector Pathway process

The PSP program uses a staged process to effectively manage risk while providing a clear pathway for implementing successfully developed solutions.

Up to \$100,000 in funding is provided per challenge, which is matched by the participating corporate or government agency to pilot innovative solutions. This approach ensures shared investment, encourages collaboration, and supports the development and testing of solutions in a controlled and practical environment.



### 1. Identify

Work with the corporate or government agency to identify challenges and define the scope and parameters. A challenge statement will set out the benefits sought and identified constraints.

### 2. Release

The challenge statement is released to market and an information session held to allow applicants to better understand the challenge.

### 3. Engage

Applications are assessed and the best are invited to present their proposed solutions face-to-face with the evaluation panel.

### 4. Select

An applicant (Queensland SME/startup) with the most feasible innovative solution is selected and final parameters and negotiations are finalised before entering the project stage.

### 5. Fund

The applicant will receive between \$100,000 to \$200,000 to pilot their proposed solution with the corporate or government agency. DETSI Innovation will provide up to half of the funding (\$50,000 - \$100,000), and the corporate or government agency to co-fund the balance (\$50,000 - \$100,000).

### 6. Complete

If the pilot is successfully completed, the ideal outcome is the Queensland SME and the partnering corporate or government agency enter a longer-term commercial contract.

## Challenges to date

The PSP program has funded 13 innovation challenge pilot projects (with a number currently underway) in partnership with a range of corporates and government agencies.

Successful innovation challenge suppliers are only eligible for the QPP exemption once the challenge is completed.

The Queensland Government innovation challenges completed in the past three years which are eligible for the innovation competitive process exemption under the QPP include:

Queensland Government agency	Challenge	Successful innovative supplier	Challenge completion date
Queensland Academy of Sport and Department of Sport, Racing and Olympic and Paralympic Games	Innovative solutions to improve sport participation and performance for individuals with disabilities	Able Digital Wellness Pty Ltd	12/03/2025
		Cerge Pty Ltd	12/03/2025
		Bowerbird Industries Pty Ltd	12/03/2025
Queensland Museum	Provenance research tool that enhances identification accuracy of First Nations cultural materials	NGE Consulting Pty Ltd (trading as Clevvi Technology)	*30/06/2026
DETSI - Queensland Parks and Wildlife	Underwater crocodile detection	NorthWatch Technologies Pty Ltd	*30/09/2026
DETSI - Science Division	Accelerating biodiversity surveys with Artificial Intelligence	Queensland Cyber Infrastructure Foundation Ltd	14/12/2025
DETSI - Tourism Division	Using Virtual Reality to improve student engagement with Young Tourism Ambassadors to enhance careers in the tourism sector	Work Window Australia Pty Ltd	3/03/2024
DETSI - Tourism Division	Enhancing visitor experience at any stage of the travel journey	Cinema on the Fly Pty Ltd	30/06/2025
DETSI - Tourism Division	Unlock workforce capabilities for Queensland's tourism sector	Localis Technologies Australia Pty Ltd	18/04/2025

These suppliers, once registered in the Queensland Procurement Solution, will have a badge appear against their profile which highlights to buyers that they have a product or service which is eligible for consideration for the QPP innovation challenge exemption. The badge will be applied for a period of three years from the date of the completion of the challenge.

A detailed list of suppliers who have successfully completed an eligible innovation challenge, along with their goods and services are provided at **Appendix B**. Agencies must ensure they check the eligibility end date for each supplier in **Appendix B** before applying the exemption, as eligibility is limited to three years from the date the challenge was completed.

More information about the PSP program is available at <https://advance.qld.gov.au/grants-and-programs/private-sector-pathways-program> or by contacting DETSI Innovation at [partnerships2@detsi.qld.gov.au](mailto:partnerships2@detsi.qld.gov.au).

## Appendix B

### List of successful innovative suppliers from the Private Sector Pathways Program

The following innovative suppliers are eligible under the QPP's innovation competitive process exemption:



#### NorthWatch Technologies Pty Ltd - [www.northwatchtech.com.au](http://www.northwatchtech.com.au)

NorthWatch Technologies is an Indigenous-owned company developing advanced detection technologies to enhance public safety. It is an environmental technology company pioneering intelligent engineering solutions to address real-world ecological challenges. Headquartered in Cairns, NorthWatch Technologies is uniquely positioned to develop solutions for the threats faced across Northern Australia.

#### PSP Challenge:

Underwater crocodile detection

#### PSP Project description:

The Croc Detection System (CDS-1) is a stationary buoy delivering 24/7, 360-degree sonar monitoring within a 50m radius. Using advanced sonar and AI robotics, it detects crocodiles in real time, assesses size and threat level, and tracks movement—even when a crocodile is lying still in ambush. The system feeds data to a shoreline display and app, informing the public of current or recent crocodile presence, size, and location. CDS-1 enhances safety at high-risk sites like boat ramps and swimming locations, giving communities accurate, real-time awareness and improving wildlife management.

**QPP exemption eligibility end date:** 30/09/2029

Private Sector Pathways Project identifier:	PSPCROC003-2025
Agreement End Date:	30/09/2026
Partner Agency:	DETSI - Queensland Parks and Wildlife Service & Partnerships
Key contact:	Mr Peter Jarvis CEO and Founder <a href="mailto:peterj@northwatchtech.com.au">peterj@northwatchtech.com.au</a>
ABN:	71 687 245 870



### Cinema on the Fly Pty Ltd - [neo.cinefly.io](https://neo.cinefly.io)

Cinefly is a media-tech company specialising in user-generated video content (UGC). The platform helps co-create video content with anyone, anytime and anywhere around the world.

Cinefly Storyboards include real storytellers and filmmakers that guide you on what to say and film, so all you have to do is point and shoot. At the press of a button, our platform fully automates video production to deliver film you can share across all your socials within minutes.

Cinefly revolutionises community and grassroots sports storytelling through advanced AI, offering a powerful platform for national organisations to amplify the stories of their people, fans and community. Integrating cutting-edge video automation technology with deep AI insights, the solution automates content production, significantly reduces costs, and unlocks new commercial and fundraising opportunities. This approach not only enhances audience connection but also paves the way for a more vibrant and engaged community.

#### PSP Challenge:

Enhancing visitor experience at any stage of the travel journey

#### PSP Project description:

Cinefly's AI-driven platform enhances Queensland's tourism by guiding visitors through dreaming, planning, experiencing, and sharing stages. It generates personalised itineraries to inspire trips and optimise travel plans. During visits, the AI Tour Guide enhances experiences with stories and assists in capturing key moments. Post-visit, automated editing transforms footage into polished videos for effortless sharing. This seamless integration across the visitor journey simplifies content creation, enriches travel experiences, promotes regional attractions, and fosters social sharing, thereby boosting tourism and enhancing visitor satisfaction in Queensland.

**QPP exemption eligibility end date:** 30/06/2028

Private Sector Pathways Project identifier:	PSPVEC035-2024
Agreement End Date:	30/06/2025
Partner Agency:	DETSI – Tourism Division
Key contact:	Mr Kai Eris CEO and Founder <a href="mailto:kai@cinefly.io">kai@cinefly.io</a>
ABN:	98 169 316 563



### Localis Technologies Australia Pty Ltd - [www.localis.co](http://www.localis.co)

Localis is an Australian data analytics platform that transforms complex tourism and economic data into actionable insights. It helps councils, businesses, and destination marketing organisations forecast trends, track visitor spending, measure campaign performance, and optimise strategies with AI-powered tools. With features like predictive occupancy rates and event attendance forecasting, Localis empowers smarter decisions and maximises regional impact through a single, intuitive dashboard.

#### PSP Challenge:

Unlock workforce capabilities for Queensland's tourism sector

#### PSP Project description:

The AI-Powered Workforce Demand Optimiser harnesses advanced predictive analytics to empower tourism operators (TOs) in Queensland, to forecast and manage workforce demands efficiently. By integrating diverse historical and timely data sets, including transaction, accommodation and event data, the solution predicts fluctuating demands to enable proactive workforce planning. This optimisation tool helps TOs enhance productivity, reduce operational costs, and improve service delivery, ensuring they can offer superior visitor experiences sustainably. The solution's intuitive design and real-time analytics will support TOs in making informed decisions swiftly, adapting to both their current needs and future trends.

**QPP exemption eligibility end date:** 18/04/2028

<b>Private Sector Pathways Project identifier:</b>	<b>PSPTWC012-2024</b>
Agreement End Date:	18/04/2025
Partner Agency:	DETSI – Tourism Division
Key contact:	Mr Robbie Dalton Founder and Managing Director robbie@localis.co
ABN:	84 637 806 752



## Queensland Cyber Infrastructure Foundation Ltd - [www.qcif.edu.au](http://www.qcif.edu.au)

QCIF supports researchers and clients across Australia by providing expert guidance and training in a wide range of data and digital capabilities, impacting hundreds of projects and benefiting thousands of end-users.

As a participant in the National Collaborative Research Infrastructure Strategy (NCRIS) node, QCIF plays a key role in delivering national research infrastructure platforms in partnership with the Australian BioCommons and the Australian Research Data Commons (ARDC) Nectar Research Cloud.

QCIF is a project partner to researchers and clients in delivering outputs of excellence and with impact. Its flexible engagement models, ranging from embedded staff to tailored support packages, offers expertise in grant preparation, research design, data analysis, data architectures, software engineering and beyond.

### PSP Challenge:

Accelerating biodiversity surveys with Artificial Intelligence

### PSP Project description:

The solution combines Roboflow's advanced AI tools with QCIF's national infrastructure to provide a comprehensive solution for processing camera trap images. This will enable DETSI to develop, share, and adapt computer vision models, create customisable data processing workflows using foundational models (e.g. small object detection algorithms), and explore visualisation tools designed for large-scale biodiversity datasets. All of this will be deployed on high-performance cloud infrastructure. QCIF's integration of existing services will support scalable species reporting, improve data interoperability, and leverage novel AI to address the challenges of biodiversity monitoring and environmental research.

**QPP exemption eligibility end date:** 14/12/2028

<b>Private Sector Pathways Project identifier:</b>	<b>PSPSCI007-2024</b>
Agreement End Date:	14/12/2025
Partner Agency:	DETSI – Science Division
Key contact:	Ms Joy Byrne Business Manager <a href="mailto:qcifbm@qcif.edu.au">qcifbm@qcif.edu.au</a>
ABN:	13 225 133 729



### Cerge Pty Ltd – [www.cerge.app](http://www.cerge.app)

Cerge empowers disability inclusion in sports, leisure, and tourism. Their award-winning solutions address key barriers including lack of venue accessibility information and potential service bias. The Cerge platform provides venues with tools to showcase accessibility (360° virtual tours, sensory guides, audio guides and more) as well as allowing users through an app to discreetly share needs with staff, fostering confident participation and positive experiences.

#### **PSP Challenge:**

Innovative solutions to improve sport participation and performance for individuals with disabilities

#### **PSP Project description:**

50Venues in 50Days Challenge will provide maximum Social Impact enhancing sports participation for people with disabilities in Queensland using the award-winning Cerge Companion Technologies.

The SaaS platform, (Companion Website and Companion App), revolutionises accessibility and inclusivity in sports venues/clubs, providing users with information and personalised communication tools for increased confidence, participation rates and a more inclusive experience.

Implementing 50 venues/clubs with the necessary digital tools to showcase accessibility and accessible programs bolsters confidence and involvement from grassroots to elite athletes alike.

**QPP exemption eligibility end date:** 12/03/2028

<b>Private Sector Pathways Project identifier:</b>	<b>PSPQAS010-2024</b>
Agreement End Date:	12/03/2025
Partner Agency:	Queensland Academy of Sport and Department of Sport, Racing and Olympic and Paralympic Games
Key contact:	Mr Chris Kerrisk Co-Founder <a href="mailto:chris@cerge.app">chris@cerge.app</a>
ABN:	54 635 871 975

## BOWERBIRD INDUSTRIES

### **Bowerbird Industries Pty Ltd - [www.bowerbirdindustries.com.au](http://www.bowerbirdindustries.com.au)**

Bowerbird provides a variety of services, including:

Assistive Technology - we are specialists in the design and manufacture of equipment and assistive technologies for people living with disabilities.

Sports Performance - we develop components to help athletes reach their peak performance.

Engineering Consulting - we offer consulting, design, prototyping & engineering services across a range of industry sectors.

#### **PSP Challenge:**

Innovative solutions to improve sport participation and performance for individuals with disabilities

#### **PSP Project description:**

The Virtual Handbike is a high-quality, smart-technology enabled device which can be used for exercise physiology, rehabilitation, cycle training, online social or competitive cycling. It can also be used as a biomechanical assessment tool for the production of custom-fit handcycles for recreational or competitive cycling.

This Handbike platform has been specifically developed to minimise the existing barriers for people living with spinal injuries to start indoor (virtual) cycling. Virtual cycling for able bodied athletes has huge physical benefits with improving fitness and wellbeing. There is not currently anything on the market that suits Para cyclists.

**QPP exemption eligibility end date:** 12/03/2028

<b>Private Sector Pathways Project identifier:</b>	<b>PSPQAS022-2024</b>
Agreement End Date:	12/03/2025
Partner Agency:	Queensland Academy of Sport and Department of Sport, Racing and Olympic and Paralympic Games
Key contact:	Mr Cameron Hickey Founder <a href="mailto:cam@bwrbrd.com.au">cam@bwrbrd.com.au</a>
ABN:	76 647 673 774



### **Able Digital Wellness Pty Ltd - [abledigitalwellness.com.au](http://abledigitalwellness.com.au)**

Able Digital Wellness is the pinnacle of innovation in disability housing care, made for building a healthier, happier you.

Years of rigorous testing across hundreds of locations have honed our platform to deliver excellent results in personal health, support network satisfaction, and positive behavioural change.

Able is the ultimate tool for support workers, SIL and SDA homes, that enables you to provide a healthier style of care and create happier, healthier clients. Everything we do is designed specifically for people with disabilities.

We've created an online community that focuses on improving the lives of those with a disability. Exercise and personal wellbeing is at the heart of how we do that, but bringing people together (even if we're apart sometimes) is what makes that heart beat.

Our collective knowledge and complimentary skills have brought us together to bring the world our vision for accessible exercise and wellness for people with disability.

#### **PSP Challenge:**

Innovative solutions to improve sport participation and performance for individuals with disabilities

#### **PSP Project description:**

Aiming to enhance sports participation at all levels, the platform supports both initial engagement and performance improvement in sports. Support Givers receive curated video content, that enables home-based sport exploration in their selected discipline(s) and matched exercise programs. Once/If they find a sport they like, a user-friendly local directory of sports activities and programs (supplied by providers) is provided to broaden accessible options outside of home. Machine learning tailors and recommends professionally developed exercises and coaching drills, fostering skill development in chosen sports. The solution is cost-efficient, with most expenses reimbursable through NDIS plans.

**QPP exemption eligibility end date:** 12/03/2028

<b>Private Sector Pathways Project identifier:</b>	<b>PSPQAS025-2024</b>
Agreement End Date:	12/03/2025
Partner Agency:	Queensland Academy of Sport and Department of Sport, Racing and Olympic and Paralympic Games
Key contact:	Mr Scott Chapman Founder <a href="mailto:scott@abledigitalwellness.com.au">scott@abledigitalwellness.com.au</a>
ABN:	94 642 102 556



**NGE Consulting Pty Ltd (trading as Clevvi Technology) – www.clevvi.com**

Clevvi Technology is a Queensland, Indigenous-owned AI and digital innovation consultancy specialising in cloud platforms, systems integration, data analytics and custom solutions for government and industry.

**PSP Challenge:**

Provenance research tool that enhances identification accuracy of First Nations cultural materials

**PSP Project description:**

This pilot will deliver a working proof-of-concept for a respectful, AI-assisted system that helps the Queensland Museum digitise, classify, and manage Indigenous cultural materials.

At the point of capture, each artefact will be secured with a tamper-proof digital content credential, ensuring trusted provenance.

The system includes AI-supported tagging, user review, and access control aligned with ICIP principles.

Co-designed with museum staff and First Nations advisors, the platform will validate key ethical and technical features in a scoped environment and lay the foundation for future expansion across Queensland's and Australia's cultural institutions.

**QPP exemption eligibility end date:** 30/06/2029

<b>Private Sector Pathways Project identifier:</b>	<b>PSPCM011-2025</b>
Agreement End Date:	30/06/2026
Partner Agency:	Queensland Museum (Statutory Body)
Key contact:	Mr James Deck CEO jdeck@clevvi.com.au
ABN:	30 163 660 848



**Work Window Australia Pty Ltd – [www.workwindow.com.au](http://www.workwindow.com.au)**

Work Window helps career practitioners to provide their students, or clients with insight into the world of work, through Virtual Reality experiences so they can make more informed career decisions.

**PSP Challenge:**

Using Virtual Reality to improve student engagement with Young Tourism Ambassadors to enhance careers in the tourism sector

**PSP Project description:**

Work Window's innovative Virtual Reality career experiences inspire and empower young people to experience careers by virtually transporting them to different workplaces. Work Window will create new virtual experiences featuring a range of in-demand Tourism career paths, showcasing the exciting opportunities available in this dynamic industry. Our highly engaging technology and proven VR platform will enable facilitators to stand out from other exhibitors at careers events and in classrooms, drawing attention and driving student interest. Young people will immerse themselves in the exciting world of Tourism, and discover the many rewarding career paths available.

**QPP exemption eligibility end date:** 03/03/2027

<b>Private Sector Pathways Project identifier:</b>	<b>PSPTYL010-2023</b>
Agreement End Date:	03/03/2024
Partner Agency:	DETSI - Tourism Division
Key contact:	Mr Cameron Martin Managing Director <a href="mailto:cam@workwindow.com.au">cam@workwindow.com.au</a>
ABN:	79 630 053 744

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