



Australia's National  
Science Agency

# EOI - Commercialisation Partners for Optimshare Technology

Expression of Interest

21 May 2025

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# 1. Statement of Requirements

## 1.1. Scope

CSIRO is issuing this request for Expressions of Interest (EOI) in order to seek proposals for the further development, commercialisation or exploitation (Commercialisation) of the Optimshare Technology described in Attachment 2 (Technology), and in particular:

to invite interested parties to submit proposals explaining how they plan to contribute to the concluding development and their intentions in ultimately commercialising the Technology; and

to identify, from those parties who submit proposals, a suitable company or companies able to demonstrate the ability to further develop and exploit the Technology, having regard to factors such as:

- (i) **knowledge and experience in cybersecurity and privacy related technologies;**
- (ii) **desire and ability to undertake suitable trial testing in Australia to demonstrate the Technology; and**
- (iii) **capability to further develop, engineer, market and support the Technology**

CSIRO is also willing to partner on further research & development work with the partner to do an extended technology transfer. CSIRO views this as an important factor in the successful handover of the technology and potentially work together in the future to help bring this technology to market.

## 1.2. Background

OptimShare, developed by CSIRO in collaboration with the Cyber Security Cooperative Research Centre (CSCRC) and the WA Government, and the IP recently assigned to CSIRO for commercialisation.

Optimshare is poised for broader commercial demonstration in the market. As CSIRO typically lacks the ongoing resources to fully commercialise research and intellectual property at an enterprise level, we employ various strategies to bring technology to the market. Consequently, CSIRO is seeking a partner capable of driving the commercialisation of Optimshare by operationalising and distributing this innovative tool commercially.

Optimshare has been tested and demonstrated in industry settings such as the NSW government health sector and utilities with the WA Government. It is increasingly important to provide service and support that meets customers' unique expectations and circumstances. Although the tool has a medium to high Technology Readiness Level (TRL), further developments are necessary to enhance its operability and management within a commercial environment.

Given these considerations, we are seeking a commercialisation partner with suitable capabilities and a be able to bring this technology to market effectively. We are primarily looking for a partner who can:

- Commercialise Optimshare
- Introduce a high-quality product tailored to a specific niche to the market
- Navigate the complexities associated with a privacy-related data tool in diverse settings, understanding the commercial implications of each

For this strategy to be successful, it is critical that CSIRO and the chosen partner maintain strong strategic alignment and share a unified vision for the future.

This Expression of Interest (EOI) forms part of CSIRO's longer-term strategy to commercialise Optimshare, with the potential for CSIRO to collaborate with the partner on additional R&D commercial projects.

### 1.3. Requirements

The purpose of the EOI is to identify a commercialisation partner that is well aligned strategically to CSIRO regarding the commercialisation of Optimshare and to negotiate an agreement that meets the needs of each party. The framework outline in the EOI is an expression of the factors important to CSIRO, however it is recognised that an applicant may have alternative approaches that meet the broad requirements but achieve it differently to the manner specified in this document.

The document is therefore designed to provide an outline of intention and the following Key Selection Criteria will be utilised to select a partner to proceed to the next stage with. We actively encourage applicants to propose alternatives that are better aligned to their strategy and approach.

#### 1.3.1. Key Selection Criteria

Applicants must be able to demonstrate:

- their current strategy and product offerings (existing or planned) align with the Optimshare capability and target markets.
- Capability/Expertise to support and develop cyber security and privacy related technology products;
  - existing technical support and software engineering
  - demonstrated experience is preferable
- Availability of suitable resources, experience with this type of technology and systems to facilitate the technology transfer;
- Knowledge of the Australian privacy market including regulatory requirements, price points for commercialisation, channels to market and competition;
  - Extent of existing distribution channels and potential for new channels (including global reach);
  - alignment on major sectors in which to operate and the ability to sell into these sectors.
- Quality and depth of the proposed business plan for the Technology;
- the ability to frame a suitable exit for CSIRO from the Optimshare technology at an appropriate and agreed time
- Contribution to the technology and  
Proposed arrangements for the Technology after the completion of the project, for example a licensing structure including proposed royalty rates and/or assignment fees.

The order in which the evaluation criteria are listed does not indicate their importance relative to one another. CSIRO reserves the right to allocate weightings to the criteria in its evaluation process at its discretion. Respondents are encouraged to demonstrate potential avenues for maximising the benefits to Australia (eg. economically, socially, environmentally).

## 1.4. Timeline

All dates are in 2025.

June 1	Expression of interest released
June 9	Q and A and Demonstration Session
June 27	EOI responses due by 5pm AEST
July	Partners selected; early stage due diligence being carried out by both parties
August	Work towards finalisation of the agreement, begin planning for handover
End October	Target date for handover to be complete. Subject to negotiation

## 1.5. Attachments

The following attachments and links should be read as part of the overall EOI pack. They provide detail as follows:

- Technical feature overview
  - Publications
  - Patent:  
[https://patentscope.wipo.int/search/en/detail.jsf?docId=WO2024065011&\\_cid=P10-LVZVML-98456-1](https://patentscope.wipo.int/search/en/detail.jsf?docId=WO2024065011&_cid=P10-LVZVML-98456-1)
- Case studies
- Conditions and Acknowledgements

## 2. Response

### 2.1. Entity Details

2.1.1. The Respondent's entity details are to be provided in **Table 1**.

TABLE 1 – RESPONDENT DETAILS	
Entity Name	<a href="#">Click here to enter text</a>
Trading Name (if different)	<a href="#">Click here to enter text</a>
Legal Entity	<a href="#">Choose an item</a>
	<a href="#">Provide details if other</a>
ACN	<a href="#">Click here to enter text</a>
ABN	<a href="#">Click here to enter text</a>
Website	<a href="#">Click here to enter text</a>
Registered Address (Head Office)	<a href="#">Click here to enter text</a>
Postal Address (Head Office)	<a href="#">Click here to enter text</a>
Principal place of business	<a href="#">Click here to enter text</a>

### 2.2. Main Contact Details

2.2.1. Details of the main point of Contact for the Respondent are to be provided in **Table 2**.

TABLE 2 – MAIN CONTACT DETAILS	
Name	<a href="#">Click here to enter text</a>
Title	<a href="#">Click here to enter text</a>
Phone Number	<a href="#">Click here to enter text</a>
Email Address	<a href="#">Click here to enter text</a>
Address For Notices	<a href="#">Click here to enter text</a>

## 2.3. Mandatory Requirements

- 2.3.1. Impact is a key measure for CSIRO and accordingly support of Australian industry is priority. Applicants must be an Australian company or have an Australian registered entity
- (a) Please indicate the nationality of the ultimate Parent company and provide details of the Australian entity

Response:

- 2.3.2. Applicants must be able to demonstrate that they have the financial capability to support Optimshare for the foreseeable future

Response:

## 2.4. Information to be provided in responding to this EOI

- 2.4.1. Company information, please indicate where possible
- (a) Number of staff (in an Australian entity if appropriate)
- (b) Locations and size of staff in each location
- (c) Does your organisation expect to operate Optimshare or are you considering a partnership with a third party to provide the full services required?
- (d) If a partnership is your preferred model, please detail how this arrangement can guarantee continuity

2.4.1 Response:



- 2.4.2. Existing Capability - demonstrate capacity to undertake the technical management and support of Optimshare
- (a) Technical support – details of current arrangement utilised to support similar technology in or for your business
  - (b) Detailed software and engineering capability in your organisation that will be utilised to develop Optimshare and support application development.
  - (c) Experience in selling cybersecurity and privacy related technologies

2.4.2 Response:

- 2.4.3. Provide details of your understanding and exposure to applying your cybersecurity and privacy related expertise to the following markets:
- (a) Government
  - (b) Health
  - (c) Finance
  - (d) Utilities
  - (e) Other relevant fields for this technology

2.4.3 Response:

- 2.4.4. Awareness of your organisation in these markets
- (a) Provide examples of projects you have executed or customers you have worked with in the specified markets
  - (b) Outline marketing activity or distribution channels in any of the detailed verticals

2.4.4 Response:

2.4.5. Strategic alignment to Optimshare

- (a) Outline the activities of your organisation that are pertinent to the operation of Optimshare and that would align to the requirements concerning target markets
- (b) Provide detail on your business strategy and how Optimshare fits into the strategy
- (c) Explain where you see the strategic alignment between your organisation and Optimshare and how you envisage a relationship with CSIRO driving value for both organisations

2.4.5 Response:

2.4.6. Due diligence requirements

- (a) Please indicate what information would be required for you to perform a satisfactory due diligence on the Optimshare technology
- (b) Please detail the specific type of information required and any associated metrics


2.4.6 Response:

2.5. Referees

- 2.5.1. Where possible, provide two referees who have a current commercial relationship with the Respondent.

TABLE 3 – REFEREE 1	
Company Name	<a href="#">Click here to enter text</a>
Office Address	<a href="#">Click here to enter text</a>
Contact Name and Title	<a href="#">Click here to enter text</a>
Email	<a href="#">Click here to enter text</a>
Phone Office	<a href="#">Click here to enter text</a>
Phone Mobile	<a href="#">Click here to enter text</a>
Relationship details/purpose	<a href="#">Click here to enter text</a>

REFEREE 2	
Company Name	<a href="#">Click here to enter text</a>
Office Address	<a href="#">Click here to enter text</a>
Contact Name and Title	<a href="#">Click here to enter text</a>
Email	<a href="#">Click here to enter text</a>
Phone Office	<a href="#">Click here to enter text</a>
Phone Mobile	<a href="#">Click here to enter text</a>
Relationship details/purpose	<a href="#">Click here to enter text</a>



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