

Audit Report

Detailed Evidence Review

All variables, scores, criteria, and supporting evidence

Project

Clickr Application

Document type: Application

About This Report

This audit report presents all scored variables from the Adoptic assessment framework, including the evidence level definitions used for scoring and the verbatim quotes from the source document that informed each score. It is intended as a transparency and review document for human evaluators.

Contents

#	Variable	Score	Page
1	Project Champions	4-5	4
2	Customer, User, Beneficiaries (CUB)	0	6
3	First-hand experience with use in context	1	7
4	Evident reasonableness / Evident rationality	1	8
5	Risk to Wellbeing	0	10
6	Definition of Success	1	11
7	Necessary skills and capabilities	4-5	12
8	Assumption awareness and elimination	0	14
9	Intangible opportunity and non-financial costs to benefit analysis	0	15
10	Third Party Dependency	1	16
11	Compliance with laws/Compliance with strong norms, standards	1	18
12	Triggering	0	20
13	Partnership planning and input certainties	4-5	21
14	Holistic Consideration of Barriers & Threats	1	23
15	Open mindedness	1	25
16	Preparation for Predictable Change Impacting Offering (Hard trends in tec...	0	27
17	Preparation for Predictable Change Impacting Arena Environment (Non-te...	1	29
18	Awareness of Behavior Drivers	2	31
19	Adopter population change (present and future)	1	33
20	Aligned Beneficial Credibility	0	35
21	Alignment with partner organization strategy	0	36
22	Alignment of methods	0	37
23	Liabilities	0	38
24	Value Proposition Resonance	0	39
25	Context-of-use validation	0	40
26	Planning for success	0	41
27	Resource Commitment	1	42
28	Supply and Distribution	4-5	43
29	Customer Relationships	4-5	45
30	Differentiation and competitor response	1	47
31	Relative capability	0	49
32	Adopter diversity and variability	1	50
33	Risk aversion	1	52
34	Extremists	0	54
35	Over-selling	1	55

Score Key: 0 1 2 3 4-5

Contents (continued)

#	Variable	Score	Page
36	Sub-niche targeting		57
37	Essential and Committed resources		59
38	Costs of Fulfilment		60
39	Designing for Suitability		61
40	Scalability of leadership skill		63
41	Internal & External communication skills/Explicit communication strategies...		64
42	Group load capacity		65
43	Access to Necessary Capital		67
44	Strategic significance to another organisation		68
45	Administrative load bearing capacity		69
46	Awareness pathways		70
47	Clear Roles and Responsibilities		71
48	Team autonomy		72
49	First-hand experience or precedent achieving entrepreneurial or impact o...		73
50	Technical or Scientific Dependencies		75
51	Technical or Scientific Feasibility		77
52	Intellectual Property Necessity		79
53	Triggering paradigm resistance		80
54	Status Threat		81
55	Sufficient Novelty		83
56	Relationship of Exchange		84
57	Time, Complexity, and Cost		85
58	Cost of change		87
59	Supporting initiative		88
60	Strategic dependency		89
61	Clash with Self-image		90
62	Relationship building capability		91
63	Commercial ecosystem Power Players/Larger forces in local commercial...		93
64	Referent Group Identity Support or Clash		94
65	Satisfying the few over the many, Over targeting		96
66	Stakeholder Trust & Alignment		97
67	Fairness of Distribution of Returns		99
68	Team Belonging		100
69	Individual Initiative		101
70	Team effectiveness		103

Score Key: 0 1 2 3 4-5

Project Champions

AUDIT REPORT

What this variable is (and why it matters)

Nothing happens without the effort of individuals committed to achieving an outcome and overcoming issues and obstacles that universally arise in the effort to do anything. Within various organisations that deliver or support a project, there is a need for their explicit sustained support, endorsement, and continued support or protection from the diverse desires and objectives of senior executive whims or other influences. ((Identity, Contextual Capacity, Capability))

CURRENT LEVEL

5 /5



Assessment Finding

The final score is 5 based on two pieces of relevant evidence at Level 5: the applicant's "extremely committed" stance and their indication that innovation adoption is "very important" to their personal definition of success. These quotes directly demonstrate both the commitment to overcoming barriers and the self-identity association with project success that Level 5 requires. The multiple pieces of relevant evidence at Levels 4, 3, and 2 provide additional support for strong project championship.

Evidence Levels

What informed the scorina for this variable

Level 5

CURRENT

At least one person self-identifies as a project champion, representative examples of commitment to overcoming barriers and obstacles, and prioritises their time and effort to the project over other activities. Colleagues would report that they define, at least in part, their self-identity, perceived status amongst their peers or professional referent group, etc., with the success or failure of the project. (In 80% of cases, this is not something that is 'informed by others' or assigned, though in some cases a project can be assigned and nonetheless fully embraced - from a sense of duty, a sense of opportunity for promotion, etc). If an internal or multi-organisation project, an executive champion is in place with appropriate budget and decision-making authority to ensure the project does not become a casualty to other executive prioritisation.

Level 4

At least one person prioritises project tasks above any other professional commitment and most other commitments or activities. If an internal or multi-organisation project, an executive champion is in place with appropriate budget and decision-making authority to ensure the project does not become a casualty of other executive prioritisation.

Level 3

All relevant stakeholders can and are choosing to allocate suitable or increasing time to the project. If it is an internal or multi-organisation project, an executive champion with appropriate budget and decision-making authority is in place to ensure the project does not become a casualty of other executive prioritisation.

Project Champions



Evidence Levels (continued)

- Level 2** A capable individual has been assigned to lead the project and is either prioritising time but not effort, or effort but not time above other activities (or cannot do so). If an internal or multi-organisation project, an executive champion is in place with appropriate budget and decision-making authority to ensure the project does not become a casualty to other executive prioritisation.
- Level 1** An individual is assigned to lead the project, but the project is one of many commitments they have and is not unquestionably their most important. Time and effort for the project are not consistently prioritized and allocated above all other activities (or are not able to do so).
- Level 0** No project champion or executive champion.

Supporting Quotes

4 relevant quotes from the source document

<p>"Extremely committed"</p> <p>The applicant states they are "extremely committed" to investing time and effort to enhance skills for commercializing innovations</p>	<p>Level 5</p>
<p>"Very important"</p> <p>The applicant indicates the adoption of innovations "form a core part of your personal definition of success" as "Very important"</p>	<p>Level 5</p>
<p>"10+ hours a week"</p> <p>The applicant commits to spending "10+ hours a week" on transforming ideas into commercially valuable innovations</p>	<p>Level 4</p>
<p>"Very often"</p> <p>The applicant states they have "Very often" done work to enable ideas for purposes beyond publications</p>	<p>Level 4</p>

Customer, User, Beneficiaries (CUB)

AUDIT REPORT

What this variable is (and why it matters)

The investment of resources, time, or money by a customer to obtain a form of benefit for themselves or another beneficiary and a person willing to use the product, service, or offering is/are an essential prerequisite for adoption and therefore success of any endeavour. Awareness of agents who individually or collectively represent the customer, user, and beneficiary, and specifically those agents willingness to pay in time or money, is a critical necessary prerequisite of adoption. The beneficiary here is defined as including those who benefit from the offering being used. Users interact with an product or offering by using it or the outputs of use. Customers pay in time or money for or fund obtaining the offering. The customer, user, and beneficiary can all be the same person/individual but may be three separate individuals, persons or job roles. Critically, organisations, societies, or groups are never customer, user, or beneficiary. Specific individuals within organisations or groups are. Decisions by governments and organisations are made by specific individuals, specific individuals are the beneficiaries. Understanding each and the differences is essential for success. Further, it takes time and interaction to refine and ultimately identify the specific individual(s) with high certainty. Customers and users adopt or reject an offering based on their value perceptions. That value can be different to each and may be for a range of reasons. Understanding the reasons is also necessary for success. The offering may simply do something better than another offering, it may address an unmet need, it may alleviate a pain point in some sense, it may offer a gain in some sense, it simply may outperform or be more convenient.

CURRENT LEVEL

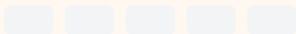
0 /5



Assessment Finding

No supported arguments with quotes were provided for this variable. Without any evidence to evaluate for relevance, the score must be 0, indicating that the customer, user, and beneficiaries have not been considered or identified. This aligns with evidence level 0: "don't know or have not considered who the customer, beneficiary, user might be."

Customer, User, Beneficiaries (CUB)



Evidence Levels

What informed the scoring for this variable

- Level 5** — Multiple purchase orders or other legally-binding forms of acquisition-commitment obtained, the adoption decision was made in context of decisions by agents comprising the market under market conditions.
- Level 4** — One or a small number of purchase orders or other legally-binding forms of acquisition-commitment obtained but decision context deviates from that defined by agents comprising the market.
- Level 3** — Non-binding expression of intent to purchase from customers plus explicit details of adoption requirements that if met will ensure no impediment to customer purchase/adoption and it is known that those requirements can be satisfied.
- Level 2** — Evidence the team has identified potential, and clearly differentiated or common, customer(s), user(s), and beneficiary(ies). Substantial market research on the market size of groups AND similarity of needs (due to consumption of substitutes, documented requirements).
- Level 1** — Evidence that potential customers have been considered. No evidence of awareness the customer, user, and beneficiary may be different individuals.

Level 0 CURRENT

No evidence that a customer, user, and beneficiary have been considered.

Supporting Quotes

No direct evidence found for this variable.

First-hand experience with use in context

AUDIT REPORT

What this variable is (and why it matters)

Interaction with users, hands-on experience of the need, direct observation and proactive listening to users, is required for objective understanding of both specific solution characteristics and solutions characteristics required by the context of use as well as influences on perception, attitudes, and desirability.

CURRENT LEVEL

1 / 5



Assessment Finding

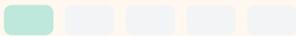
The final score is 1 because only one piece of evidence was directly relevant to the variable. The quote about embarking on market research and understanding users rather than guessing demonstrates awareness of the essential nature of first-hand experience, which matches Level 1 requirements. All other quotes about providing technology to users were tangential, as they don't demonstrate actual first-hand experience with users in their context of use, detailed understanding of contextual factors, or explicit gathering of requirements from users.

Evidence Levels

What informed the scoring for this variable

- Level 5** Team members have first hand experience in roles functioning in context of use OR substantial first hand experience observing, seeking to understand the context of use, the users, and the why's and hows of use in a context to achieve a benefit, in both cases detailed understanding of the contextual factors and requirements;
- Level 4** NOT USED;
- Level 3** Team members have obtained explicit details on both the requirements for an offering to deliver specific benefits and the contextual factors of use that must be satisfied from prospect customers AND users AND have some first hand understanding or multiple direct observation accompanied with detailed discussion with the user and customer;
- Level 2** Team members have obtained explicit details on both the requirements for an offering to deliver specific benefits and the contextual factors of use that must be satisfied from prospect customers AND users but does not have first hand understanding or extensive direct observation accompanied with detailed discussion with the user and customer;
- Level 1** CURRENT
Team members are aware of the essential nature of first hand experience of use, having a detailed understanding of user experience, perception of use, why and how of use and its causal factors as they are often different from what users/customers say but do not have any first hand experience with the customer AND the context of use AND awareness of contextual factors that must be satisfied

First-hand experience with use in context



Evidence Levels (continued)

Level 0 No first hand experience

Supporting Quotes

1 relevant quote from the source document

"It is critical that we embark on market research to find and understand potential users for our technology. It is much more useful to develop solutions to verified problems rather than guessing what users may require or desire." Level 1

The application states "It is critical that we embark on market research to find and understand potential users for our technology. It is much more useful to develop solutions to verified problems rather than guessing what users may require or desire"

Evident reasonableness / Evident rationality

AUDIT REPORT

What this variable is (and why it matters)

While most adoption decisions are not made because doing so is rational, a rational decision case is generally a prerequisite of participation or adoption and self-evidently irrational decisions are rarely made and generally fatal to adoption. Self-evidently rational decisions reduce cognitive load AND have zero risk to the decision making of being judged an idiot even if it doesn't work out. // A CVP is necessary but insufficient, but the CVP must also be perceived by the prospect as "rational" and not trigger skepticism, negative EPM value profile, etc // This is about fear of being judged as having/being a poor quality decision maker relative to others for saying yes....if a person says yes and in the future they will never be judged as a poor relative quality decision maker...then there is Evident reasonableness

CURRENT LEVEL

1 / 5



Assessment Finding

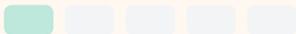
The application demonstrates Level 1 evidence by considering both benefits (competitive pricing, better availability through domestic supply) and costs (prohibitive expense, long lead times, export restrictions) that factor into rational adoption decisions. However, the evidence lacks assessment of whether this case is "self-evidently" rational or documentation of how others would judge the rationality of the decision, which would be required for higher levels.

Evidence Levels

What informed the scoring for this variable

- Level 5 — benefits and cost(s) have been presented to sample(s) of the market(s) and have been universally judged as rational, appealing, BOTH desirable and credibly achievable;
- Level 4 — well documented assessment of costs and benefits, explained and are judged as "clearly" "self-evidently" rational ;
- Level 3 — weakly documented assessment of costs and benefits, explained and are judged as "clearly" "self-evidently" rational ;
- Level 2 — lacking either an explanation, or an assessment of perceived self-evidence that adoption is rational;
- Level 1 — **CURRENT**
benefits and costs considered and judged as rational but explanation is required, subjective opinion is part of consideration, no assessment of perceived self-evidence of rational nature of case for adoption;

Evident reasonableness / Evident rationality



Evidence Levels (continued)

Level 0 benefits and costs considered, but not self-evidently rational OR no consideration of benefits and costs in relation to a decision to adopt

Supporting Quotes

3 relevant quotes from the source document

"However these may have long lead times and may be prohibitively expensive especially when large numbers of detectors are required for certain complex experiments" Level 1

The application states "However these may have long lead times and may be prohibitively expensive especially when large numbers of detectors are required for certain complex experiments"

"We aim to develop a wholesale supply model for these detectors to achieve a competitive price and availability with respect to alternative suppliers" Level 1

The application states "We aim to develop a wholesale supply model for these detectors to achieve a competitive price and availability with respect to alternative suppliers"

"These may also be subject to export control restrictions since they are a dual-use technology" Level 1

The application considers the benefit of domestic supply against the cost/problem of import restrictions and long lead times

Risk to Wellbeing

AUDIT REPORT

What this variable is (and why it matters)

It is preferable not to present undue risks. But if the gains are substantial, a percentage of people will participate anyway. In addition, if it is very-likely-to-certain that a person will lose belonging, status, or financial position as a result of failing to participate, people will often participate.

CURRENT LEVEL

0 /5



Assessment Finding

No supported evidence was provided for this variable, meaning there are no quotes to assess for relevance. Since the variable "Risk to Wellbeing" requires consideration of risks to belonging, status, financial position, or physical wellbeing, and no evidence was found addressing whether such risks were considered or documented, the score must be 0 - indicating that the presence of these risks has not been considered.

Evidence Levels

What informed the scoring for this variable

- Level 5** Self-evident not relevant or documented clarity that these risks are clearly not present, or if they are present, that the risks are comprehensively and clearly expressed and understood by prospective adopters and relative not extreme to the context of adoption. In the case of corporations, if these risks are present, and there is intent to progress regardless, clear documented and accountable decisions including legal advice and acknowledgement and agreement by all involved of the associated decisions is in place (e.g. board of directors and participants in a commercial Space launch, participation in an extreme sport such as parachuting).
- Level 4** NOT USED
- Level 3** NOT USED
- Level 2** NOT USED
- Level 1** Presence of some risks noted (may be present) but either not addressed adequately in documentation and/or means of their mitigation has not been adequately considered.

Level 0

CURRENT

Presence of these risks has not been considered.

Supporting Quotes

No direct evidence found for this variable.

Definition of Success

AUDIT REPORT

What this variable is (and why it matters)

Project teams regularly disintegrate or operate inefficiently putting the project at risk where members and stakeholders have differing definitions of what success looks like for a project. It is a cause of failure.

CURRENT LEVEL

1 / 5



Assessment Finding

The final score is 1 because there is one piece of relevant evidence at Level 1. The quote provides evidence of "some definitions of success" by showing one individual's personal definition of success, but there is no confirmation of collective alignment and achievability as required for higher levels. The evidence for Level 3 was deemed tangential because it only addresses individual success without the broader project and stakeholder alignment requirements.

Evidence Levels

What informed the scoring for this variable

- Level 5 Documented definitions of success for each individual, stakeholder, and the project AND confirmation that all have been discussed and are mutually achievable and aligned NONE are mutually contradictory or mutually exclusive;
- Level 4 NOT USED;
- Level 3 Clear definition of success for the Project, clear definition of success for all organisational stakeholders, and some effort to define individual success in an aligned way along with willing participation by all individuals;
- Level 2 NOT USED;
- Level 1** **CURRENT**
some definitions of success no confirmation of collective alignment and achievability;
- Level 0 no definitions of success

Supporting Quotes

1 relevant quote from the source document

"To what extent does the adoption of your ideas or innovations outside of publications and citations form a core part of your personal definition of success Very important" **Level 1**

The application states "To what extent does the adoption of your ideas or innovations outside of publications and citations form a core part of your personal definition of success Very important"

Necessary skills and capabilities

AUDIT REPORT

What this variable is (and why it matters)
Access to all required capabilities is necessary to avoid failure. Some technical expertise may be difficult to find and so access needs to be secured at the appropriate time.



Assessment Finding

The application demonstrates Level 5 evidence with multiple relevant quotes showing: (1) established technical skills within the team through developed fabrication protocols for SNSPDs and waveguide technologies, (2) awareness of necessary capabilities, and (3) confirmed access to additional quantum hardware expertise through partnership with Emergence Quantum and third-party vendors. The combination of in-house technical capabilities and secured external partnerships meets the Level 5 requirement for having most skills in the team and all necessary capabilities accessible within stakeholder organizations or readily available in the market.

Evidence Levels

What informed the scorina for this variable

Level 5 CURRENT

Awareness of all necessary skills, many/most skills are in the team and established, AND all necessary skills and capabilities are accessible within stakeholder organisations or confirmed as readily available within the market placed when needed required;

- Level 4 NOT USED;
- Level 3 most skills are present within the team, necessary skills and capabilities have been well considered and team is aware and seeking to fill gaps, champion(s) are perpetual learners, and temporary delays in filling gaps have an identified solution such as outsourcing;
- Level 2 NOT USED
- Level 1 some skills are present, champion(s) are perpetual learners, gaps and skill needs have been considered;
- Level 0 no awareness of necessary skills, no appreciation, champion is not a perpetual learner.

Necessary skills and capabilities



Supporting Quotes

3 relevant quotes from the source document

"This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor." Level 5

The application states "This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor."

"Fabrication protocols for WSi-based SNSPDs have been developed at UNSW based on an approach published by NIST." Level 5

The team has access to fabrication capabilities through UNSW facilities and has developed multiple technical protocols in-house.

"Waveguide fabrication protocols and adiabatic fiber-chip coupling strategies have also been developed in-house last year." Level 5

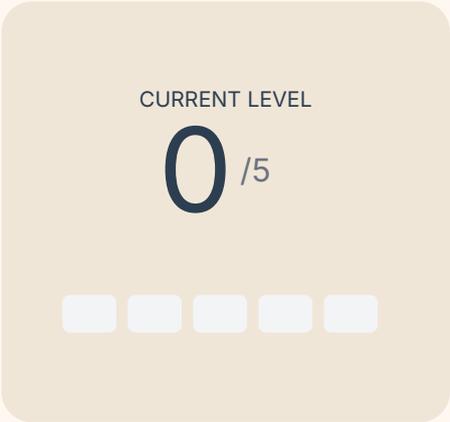
The team has access to fabrication capabilities through UNSW facilities and has developed multiple technical protocols in-house.

Assumption awareness and elimination

AUDIT REPORT

What this variable is (and why it matters)

Every project or endeavour requires assumptions to be made at various points. Making these explicit and sharing awareness of critical assumptions is important to identify changes. (1) make assumptions explicit (2) make sure the team understands the assumptions (3) find ways to check assumptions (4) check assumptions - check vital assumptions first, unimportant assumptions may go unchecked for years.



Assessment Finding

No evidence was found to be directly relevant to assumption awareness and elimination. All quotes discuss market research methodology and avoiding guesswork, but none demonstrate the explicit assumption documentation, team awareness of assumptions, or systems for checking assumptions that the variable requires. The variable specifically asks for evidence of making assumptions explicit and managing them systematically, which is not addressed in any of the provided quotes.

Evidence Levels

What informed the scoring for this variable

- Level 5 Champions and relevant teams have documented assumptions, are well aware of those assumptions, have a system in place that ensures environmental changes that effect assumptions are picked up quickly, and people know the most costly assumptions;
- Level 4 NOT USED
- Level 3 Champion and Team aware of documented assumptions, with a system in place but assumptions are not prioritised by cost impact;
- Level 2 NOT USED
- Level 1 Champion knows assumptions and cost implications but no proactive system for their treatment;
- Level 0** CURRENT
No champion or team awareness of cost implications of assumptions and no discussion of these.

Supporting Quotes

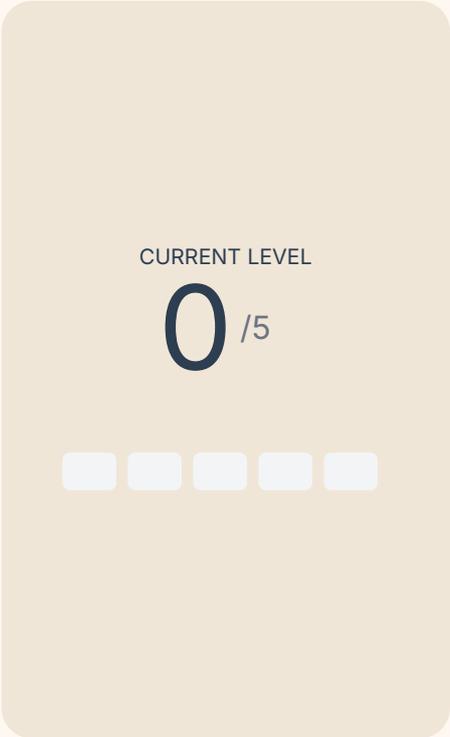
No direct evidence found for this variable.

Intangible opportunity and non-financial costs to benefit analysis

AUDIT REPORT

What this variable is (and why it matters)

A project can have a benefit that is greater than the input costs but not be worth doing because the differential is quite small, highly uncertain, or when considering opportunity costs and intangibles such as stress, personal sacrifices, and other intangibles it is not worth doing. In addition, thinking about and therefor what solutions are implemented changes depending on whether a stakeholder is thinking about very large scale fulfillment vs one off customer fulfillment. Project fragility or robustness does not have a linear relationship with scale - stability at small and super large scale does not necessarily equate to stability at intermediate scales production. As barriers or unexpected requirements arise, the project has to be clearly worth doing to retain support. As such, it is essential to consider not just the perceived cost benefit but if the effort is worth doing after consdiering all other forms of costs, tradeoffs, time, etc?



Assessment Finding

All supported evidence was found to be tangential to the variable's core focus on intangible opportunity costs and holistic cost-benefit analysis. The quotes discuss market research needs, development activities, and time commitments, but none demonstrate consideration of intangible costs, opportunity costs, personal sacrifices, or whether the project is worth doing after considering all forms of costs and tradeoffs. The variable requires evidence of cost-benefit analysis that goes beyond basic project activities, but no such analysis is present in the provided quotes.

Evidence Levels

What informed the scoring for this variable

Level 5 holistic costs including all intangibles, personal sacrifices and tradeoffs, opportunity costs for expected customers and opportunity costs for stakeholders have been thoroughly considered, this consideration is documented, and it has been validated that opportunity costs for stakeholders and prospective customers will not be a barrier or influence adoption decisions. If substantial Angel Capital (AC) or Venture Capital (VC) is relevant / required / involved, this rating also requires the documented objective potential for very high customer volumes that support the valuations such investors require in the time frames they require it;

Level 4 NOT USED

Intangible opportunity and non-financial costs to benefit analysis



Evidence Levels (continued)

- Level 3** — a wide array of intangible costs have been considered, opportunity costs for stakeholder organisations and primary target customers have been evaluated and it has been determined that they will not be a barrier to adoption or commitment of resources to the project;
- Level 2** — opportunity costs for stakeholder organisations and primary target customers have been evaluated but not ruled out as influencing factors in decision processes to support the project or adopt the offering;
- Level 1** — some intangible costs have been considered (social, technological, environmental, financial) have been considered, and some aspects of cost (time, effort, funds) - but not all of these have been comprehensively considered;

Level 0 CURRENT
holistics costs have not been considered.

Supporting Quotes

No direct evidence found for this variable.

Third Party Dependency

AUDIT REPORT

What this variable is (and why it matters)

To influence user or customer perception, or to access customers via a platform, the project / endeavour's outputs cannot be used by anyone who doesn't already use some specific methods or products. As a result, the use of the offering will be dependent on the availability of those complementary / supporting products / services of which there may not be very many substitutes. Even streaming services are dependent on content, prescription drugs are dependent on doctors, the internet could not be adopted until consumers had personal computers, etc.

CURRENT LEVEL

1 / 5



Assessment Finding

The final score of 1 is supported by three pieces of relevant evidence that demonstrate "some consideration and documentation of dependencies." The application identifies key third-party dependencies including cryogenic systems, optical fiber infrastructure, and partnership dependencies with Emergence Quantum and wholesale vendors. However, the evidence shows only basic identification of dependencies without the thorough analysis, mitigation strategies, or comprehensive ecosystem assessment required for higher scores.

Evidence Levels

What informed the scoring for this variable

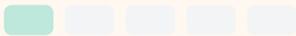
Level 5 all possible dependencies have been identified, thoroughly considered, and mitigated or eliminated - use and adoption of the new offering does not require or depend upon a prospective customer first having adopted a third party product and that product already being in use by prospective customers - if it does, that third party product must be widely used by prospect adopters/customers and the 3rd party supplier of that product can not be in a position to impede or stop prospective customers adopting your new offering and/or the 3rd party supplier must have an unwavering strategic advantage in supporting prospects to adopt your new offering and a precedent of supporting such such offerings and encouraging prospective customers to adopt, all dependencies on essential inputs or suppliers have been established via contractual relationships or validated widespread ease of accessing, lots of competing suppliers, at all different scales of production, distribution and all points of strategic leverage within the ecosystem have been considered at all scales (including the largest conceivable). Porter's five forces holistically applied to related ecosystem chains;

Level 4 NOT USED;

Level 3 NOT USED;

Level 2 NOT USED;

Third Party Dependency



Evidence Levels (continued)

Level 1 CURRENT
some consideration and documentation of dependencies;

Level 0 the entire business / project / initiative has not been worked through to identify and understand its key dependencies.

Supporting Quotes

3 relevant quotes from the source document

"Customers must also consider the operating temperature of the detectors and either bring their own cryogenic systems or purchase one with the detector purchase." Level 1
The application states "Customers must also consider the operating temperature of the detectors and either bring their own cryogenic systems or purchase one with the detector purchase."

"The WSi devices are currently butt-coupled (end-on-end) to optical fibres but we are also developing integrated solutions that will ensure better compatibility with existing photonic infrastructure." Level 1
The application states "The WSi devices are currently butt-coupled (end-on-end) to optical fibres but we are also developing integrated solutions that will ensure better compatibility with existing photonic infrastructure."

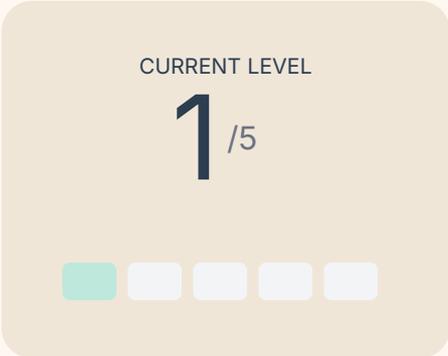
"This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor." Level 1
The application states "This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor."

Compliance with laws/Compliance with strong norms, standards

AUDIT REPORT

What this variable is (and why it matters)

To be adopted, many offerings must comply with specific policies, standards, regulatory approval or industry certification requirements, informal standards, association defined requirements, or rigid social or cultural norms. Compliance involves processes, influential actors and can serve to include or exclude offerings.



Assessment Finding

The final score of 1 is supported by two pieces of relevant evidence that demonstrate partial consideration of regulatory and legal requirements. Both quotes show awareness of export control restrictions and border control/import difficulties related to the dual-use nature of the technology, which directly addresses compliance requirements for distribution and marketing as specified in the variable definition.

Evidence Levels

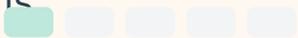
What informed the scoring for this variable

- Level 5 the legality, regulatory, and standards requirements of all elements of production, distribution, marketing, and use have been completely assessed;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1** **CURRENT**
Some elements are partially considered;
- Level 0 the legality, regulatory, and standards that impact production, distribution, marketing and use have not been considered.

Supporting Quotes

2 relevant quotes from the source document

Compliance with laws/Compliance with strong norms standards



Supporting Quotes (continued)

"These may also be subject to export control restrictions since they are a dual-use technology." Level 1

The application states "These may also be subject to export control restrictions since they are a dual-use technology"

"We are also the only domestic supplier of SNSPDs as far as we are aware which boosts the Australian quantum ecosystem and insures against future border control/import difficulties due to the dual-use nature of these devices." Level 1

The application states "We are also the only domestic supplier of SNSPDs as far as we are aware which boosts the Australian quantum ecosystem and insures against future border control/import difficulties due to the dual-use nature of these devices"

Triggering

AUDIT REPORT

What this variable is (and why it matters)

The insensitive introduction of new things to markets often triggers resistance that is substantial and causes failure by deterring adoption.

CURRENT LEVEL

0 /5



Assessment Finding

Both pieces of evidence discuss the dual-use nature of the technology and regulatory/supply chain considerations, but neither demonstrates that the potential for triggering resistance from stakeholders, partners, or customers has been considered. The quotes are tangentially related to sensitivity but don't address the core variable of whether triggering resistance has been evaluated. Since no evidence directly addresses consideration of triggering resistance, the score is 0.

Evidence Levels

What informed the scoring for this variable

- Level 5 Sensitivities have been thoroughly considered, value propositions validated that do not trigger resistance, or validated NO associated sensitivities;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 The potential of the project or its offering "triggering" resistance or a negative response from internal stakeholders, partners, potential adopters or customers has been considered and is perceived as unlikely;

Level 0

CURRENT

Associated with a sensitive topic and not considered.

Supporting Quotes

No direct evidence found for this variable.

Partnership planning and input certainties

AUDIT REPORT

What this variable is (and why it matters)

All organisations, businesses, even all group-based activities are dependent on relationships with multiple other organisations to succeed from investors or donors, advisors, and industry supply to strategic partners, retailers, inspection authorities, and community organisations.

CURRENT LEVEL

5 /5



Assessment Finding

The application demonstrates Level 5 partnership planning with relevant evidence showing an existing commercial relationship with Emergence Quantum as their commercialization partner, and identification of a third party wholesale vendor as part of their solution delivery partnership. Additionally, they have established relationships with academic users at multiple universities (Griffith, ANU, and Sydney University), demonstrating existing channels to customers and established capability for maintaining necessary partnerships.

Evidence Levels

What informed the scorina for this variable

Level 5

CURRENT

All essential partnerships or relationships that will influence, impact, or are necessary for any element of a project have been identified, assessed, and are either readily accessible or secured. Stakeholders have relationships with partner suppliers, channels to customers, channels for awareness building, not just access to purchase without any relationship with key individuals. Project has relationships with or strong track record establishing relationships with necessary partners including distributors, suppliers, support service organisations. Contracts of supply are in place or price quotes obtained.

Level 4 NOT USED:

Level 3 Some partnerships or relationships that will influence, impact, or are necessary for elements of the project have been identified, assessed, and are either established or are readily accessible with stakeholders have relationships with at least one or more partner suppliers, channels to customers, channels for awareness building and established capability for establishing relationships with necessary partners including distributors, suppliers, support service organisations. Contracts of supply are in place or price quotes obtained.;

Level 2 NOT USED;

Level 1 Commercial ecosystem and all influencing or necessary organizations and players have been considered but the project does not have any existing relationships or track record establishing essential relationships;

Level 0 Commercial ecosystem and all influencing or necessary organizations have not been considered.

Partnership planning and input certainties



Supporting Quotes

3 relevant quotes from the source document

"We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner." Level 5

The application states they have "an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner"

"This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor." Level 5

The application mentions "a third party wholesale vendor" as part of their solution

"Currently, we provide this technology to academic users at Griffith, ANU, and Sydney University who are performing quantum research." Level 3

The application mentions providing technology "to academic users at Griffith, ANU, and Sydney University who are performing quantum research"

Holistic Consideration of Barriers & Threats

AUDIT REPORT

What this variable is (and why it matters)

Failing to understand the diverse forms of barriers that may block, impede, restrict, or limit access, use, or adoption by those who would otherwise adopt, is a common cause of failure.

CURRENT LEVEL

1 /5



Assessment Finding

The final score is 1 based on two pieces of relevant evidence that demonstrate barriers are clearly considered. The application identifies specific barriers including cost, lead times, export control restrictions, and cryogenic system requirements. However, there is no evidence of validation, documentation of solutions, or mitigation strategies, which prevents a higher score.

Evidence Levels

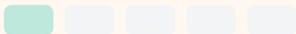
What informed the scoring for this variable

- Level 5 Multiple purchase orders from many customers under market conditions.
- Level 4 NOT USED;
- Level 3 First hand investigation and analysis of all possible barriers to adoption (perception, use, status, etc) as well as methods identified for mitigation with some tested and validated AND detailed specifications from multiple prospective customers defining what must be satisfied in order to be purchased paired with first hand interaction with customer AND user in context making clear awareness and understanding of contextual factors
- Level 2 NOT USED;
- Level 1** CURRENT
Barriers clearly considered but are not validated, documented, nor solutions for how they will be addressed, mitigated, or eliminated is not explicitly clear.
- Level 0 No consideration of barriers.

Supporting Quotes

2 relevant quotes from the source document

Holistic Consideration of Barriers & Threats



Supporting Quotes (continued)

"However these may have long lead times and may be prohibitively expensive especially when large numbers of detectors are required for certain complex experiments. These may also be subject to export control restrictions since they are a dual-use technology." Level 1

The application states "However these may have long lead times and may be prohibitively expensive especially when large numbers of detectors are required for certain complex experiments. These may also be subject to export control restrictions since they are a dual-use technology."

"Customers must also consider the operating temperature of the detectors and either bring their own cryogenic systems or purchase one with the detector purchase." Level 1

The application states "Customers must also consider the operating temperature of the detectors and either bring their own cryogenic systems or purchase one with the detector purchase."

Open mindedness

AUDIT REPORT

What this variable is (and why it matters)

Overly narrow perspectives inhibit objective consideration of observable contexts, intangible factors, the application of relevant problem-solving methods, and consideration of viable solution options. Cognitive diversity (rather than cosmetic diversity) increases open-minded objectivity and the probability of success in many aspects of a project including perception of adoptee reaction. (Openness to observations, openness to new insight and relevant information, to serendipity, to how you see and think about and frame or reframe a problem (Stanford design school) what are human needs underlying needs).

CURRENT LEVEL

1 /5



Assessment Finding

The final score is 1 based on three pieces of relevant evidence showing the team's different approaches to customer interaction and market understanding. The quotes demonstrate their preference for verified problems over guessing, their plan for market research, and their dual approach of combining lab work with market understanding. While there is evidence of a small team size (Level 0), the positive evidence for Level 1 approaches to customer interaction outweighs this limitation.

Evidence Levels

What informed the scoring for this variable

Level 5 Team consistently and habitually challenges problem definitions and solutions, considering many not one or two, conducts experimentation and validation efforts, and encompasses diverse cognitive/problem solving styles or practices/applies multiple.

Level 4 NOT USED

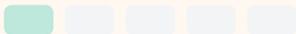
Level 3 NOT USED

Level 2 NOT USED

Level 1 CURRENT

Team has some diversity of members from different backgrounds AND team or champions have a demonstrable track record of trying different approaches to interpreting interactions with prospective customers and market observations

Open mindedness



Evidence Levels (continued)

Level 0 Homogenous team, does not consistently and open mindedly assess both problem definitions and a range of solution options.

Supporting Quotes

4 relevant quotes from the source document

"It is much more useful to develop solutions to verified problems rather than guessing what users may require or desire." Level 1

The application states "It is much more useful to develop solutions to verified problems rather than guessing what users may require or desire" demonstrating consideration of different approaches to customer interaction

"It is critical that we embark on market research to find and understand potential users for our technology." Level 1

The team plans to "embark on market research to find and understand potential users" showing willingness to try different approaches to market understanding

"We need to undertake experimental laboratory work to ensure we have a sound product to offer to the market, but we must also understand our market at the same time or else we may develop a product that is not desired or competitive." Level 1

The team's approach of combining laboratory work with market research simultaneously suggests trying different approaches to problem-solving

"Do you have 3+ team members? No" Level 0

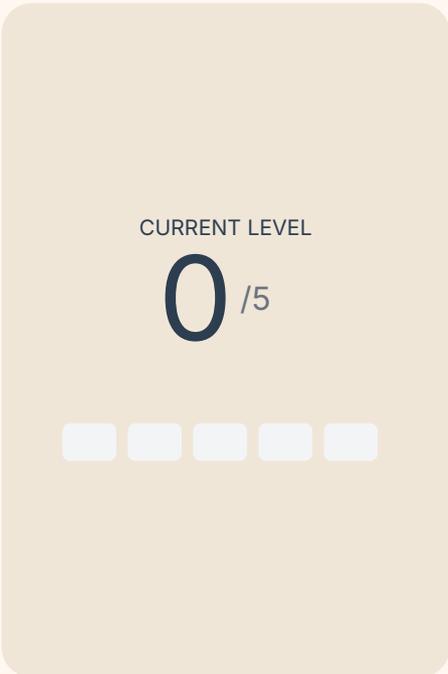
The team consists of only two members, both from the same institution (UNSW), which could suggest limited diversity

Preparation for Predictable Change Impacting Offering (Hard trends in technology and science)/Adaptability/Viability Duration

AUDIT REPORT

What this variable is (and why it matters)

Nothing exists in stasis, a variety of hard trends or the impact of predictable with certainty future states should be assessed including demographics, technology, etc. Failure to do so is a substantial cause of failure. This is not about the market size or adoption per se. Predictable technology trends determine changes in available performance envelopes and thus cost benefits of offerings asked on new technologies relative to older ones. Legislation increases over time changing desirability and Adoptability of both new and old. Demographics is predictable and may relate to market size but the impact may be indirect and change some other aspect of the commercial ecosystem not changing the number of customers for a primary offering but changing its value to a class of business customers who's customer base has grown.



Assessment Finding

All evidence was marked as TANGENTIAL because the quotes only show basic awareness that competitors and alternative technologies exist, but provide no analysis of developmental trajectories, performance envelopes, or impact assessments required by the higher evidence levels. Since no evidence directly addresses the variable's core requirements for considering predictable technological change and its impact, the score is 0.

Evidence Levels

What informed the scoring for this variable

- Level 5 Documented identification and awareness of relevant hard trends including demographics, legislative, industry standards and industry consolidation, their knowable/predictable trajectories have been defined, the impact of this knowable change has been assessed and is reflected in planning along with the life-cycle of the offering or business offering being developed by the project team;
- Level 4 Documented identification and awareness of at least one relevant hard trend such as demographics, legislative, industry standards and industry consolidation, its knowable/predictable trajectory has been defined and the impact of this knowable change has been assessed;
- Level 3 NOT USED;
- Level 2 NOT USED;

Preparation for Predictable Change Impacting Offering (Hard trends in technology and science)/Adaptability/Viability Duration

Evidence Levels (continued)

Level 1 Clear awareness and consideration of at least one relevant hard trends including demographics, legislative, industry standards and industry consolidation;

Level 0 **CURRENT**
No consideration of relevant hard trends such as demographics, legislative, industry standards and industry consolidation

Supporting Quotes

2 relevant quotes from the source document

"These may also be subject to export control restrictions since they are a dual-use technology." **Level 1**
The application states "These may also be subject to export control restrictions since they are a dual-use technology"

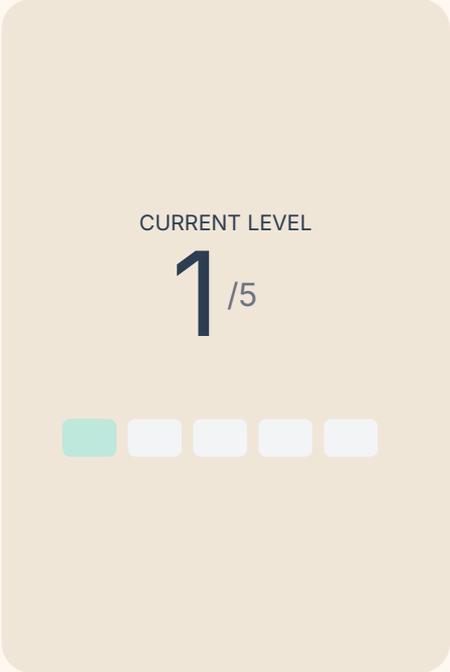
"We are also the only domestic supplier of SNSPDs as far as we are aware which boosts the Australian quantum ecosystem and insures against future border control/import difficulties due to the dual-use nature of these devices." **Level 1**
The application states "We are also the only domestic supplier of SNSPDs as far as we are aware which boosts the Australian quantum ecosystem and insures against future border control/import difficulties due to the dual-use nature of these devices"

Preparation for Predictable Change Impacting Arena Environment (Non-tech hard trends)

AUDIT REPORT

What this variable is (and why it matters)

Nothing exists in stasis, a variety of hard trends or the impact of predictable with certainty future states should be assessed including demographics, technology, etc. Failure to do so is a substantial cause of failure. This is not about the market size or adoption per se. Predictable technology trends determine changes in available performance envelopes and thus cost benefits of offerings asked on new technologies relative to older ones. Legislation increases over time changing desirability and Adoptability of both new and old. Demographics is predictable and may relate to market size but the impact may be indirect and change some other aspect of the commercial ecosystem not changing the number of customers for a primary offering but changing its value to a class of business customers who's customer base has grown.



Assessment Finding

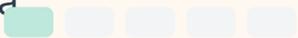
The application demonstrates clear awareness and consideration of legislative hard trends, specifically export control restrictions and border control/import difficulties related to dual-use technology. Both quotes show the team recognizes these predictable regulatory trends and their potential impact on the business, meeting the Level 1 requirement for "clear awareness and consideration of at least one relevant hard trend."

Evidence Levels

What informed the scoring for this variable

- Level 5** Documented identification and awareness of relevant hard trends including demographics, legislative, industry standards and industry consolidation, their knowable/predictable trajectories have been defined, the impact of this knowable change has been assessed and is reflected in planning along with the life-cycle of the offering or business offering being developed by the project team;
- Level 4** Documented identification and awareness of at least one relevant hard trend such as demographics, legislative, industry standards and industry consolidation, its knowable/predictable trajectory has been defined and the impact of this knowable change has been assessed;
- Level 3** NOT USED;
- Level 2** NOT USED;

Preparation for Predictable Change Impacting Arena Environment (Non-tech hard trends)



Evidence Levels (continued)

Level 1 CURRENT

Clear awareness and consideration of at least one relevant hard trends including demographics, legislative, industry standards and industry consolidation;

Level 0 No consideration of relevant hard trends such as demographics, legislative, industry standards and industry consolidation

Supporting Quotes

2 relevant quotes from the source document

"These may also be subject to export control restrictions since they are a dual-use technology." Level 1

The application states "These may also be subject to export control restrictions since they are a dual-use technology"

"We are also the only domestic supplier of SNSPDs as far as we are aware which boosts the Australian quantum ecosystem and insures against future border control/import difficulties due to the dual-use nature of these devices." Level 1

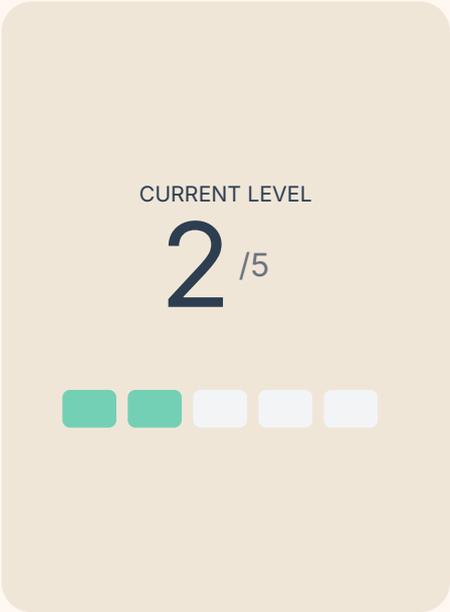
The application states "We are also the only domestic supplier of SNSPDs as far as we are aware which boosts the Australian quantum ecosystem and insures against future border control/import difficulties due to the dual-use nature of these devices"

Awareness of Behavior Drivers

AUDIT REPORT

What this variable is (and why it matters)

Nothing is adopted unless a substantial number of individuals (all adoption by organisations is the product of a decision to adopt by an individual) decide to give time or money for it. No number of benefits or beneficiaries ensures any individual will be prepared to do so. Therefore, it is essential to not only identify and verify who specifically, what individuals are prepared to pay in time or money for an output, product, or capability and why but also to remain focussed on this group to measure desirability, gather feedback, and iteratively work to improve the match of output to desire and the value profile of benefits created. It is essential to be aware that beneficiaries, user needs, and 'customers' are not always the same.



Assessment Finding

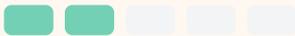
The final score of 2 is supported by four pieces of relevant evidence showing "Clear holistic consideration of multiple forms of value and decision drivers" including the need for market research, understanding user requirements, addressing pain points like cost and lead times, and developing competitive pricing models. However, the application lacks "first hand interaction with prospective customers" as required for Level 2, indicating this is more aspirational planning than completed customer research.

Evidence Levels

What informed the scoring for this variable

- Level 5 First hand objective documented knowledge of beneficial outcomes desirable to a prospect customer market, non-feature and benefit decision drivers, recognised needs, frustrations, and/or methods to assist business customers to acquire more customers, revenue, profit margins, reduced risk, increased certainty, and the influence of relative status on consumer customers/users as well as the role of other value profile elements including rational self interest, belonging, interestingness/novelty, relative capability, OR multiple purchase orders or adoption and use by multiple parties obtained in market context;
- Level 4 NOT USED;
- Level 3 NOT USED;

Awareness of Behavior Drivers



Evidence Levels (continued)

Level 2 CURRENT

Clear holistic consideration of multiple forms of value and decision drivers accompanied by first hand interaction with prospective customers;

Level 1 Clear consideration of decision drivers other than standard cost benefit but not a holistic consideration of known influences and no validation through first hand interaction ;

Level 0 Unaware of or no consideration of decision-drivers other than economic utility or perceived cost benefit, no first hand knowledge of the relevant value profile pursued by prospect customers/adopters

Supporting Quotes

6 relevant quotes from the source document

- "It is critical that we embark on market research to find and understand potential users for our technology."* Level 2

The application states "It is critical that we embark on market research to find and understand potential users for our technology"
- "It is much more useful to develop solutions to verified problems rather than guessing what users may require or desire."* Level 2

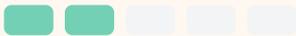
The application states "It is much more useful to develop solutions to verified problems rather than guessing what users may require or desire"
- "However these may have long lead times and may be prohibitively expensive especially when large numbers of detectors are required for certain complex experiments."* Level 2

The application identifies that current solutions "may have long lead times and may be prohibitively expensive especially when large numbers of detectors are required"
- "Finally, we aim to develop a wholesale supply model for these detectors to achieve a competitive price and availability with respect to alternative suppliers."* Level 2

The application states they "aim to develop a wholesale supply model for these detectors to achieve a competitive price and availability"
- "These may also be subject to export control restrictions since they are a dual-use technology."* Level 1

The application identifies that existing solutions "may be subject to export control restrictions since they are a dual-use technology"

Awareness of Behavior Drivers



Supporting Quotes (continued)

"Customers must also consider the operating temperature of the detectors and either bring their own cryogenic systems or purchase one with the detector purchase."

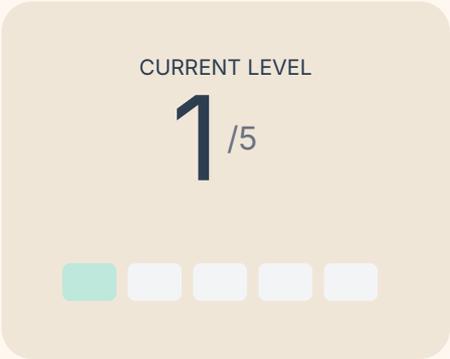
Level 1

The application states "Customers must also consider the operating temperature of the detectors and either bring their own cryogenic systems or purchase one with the detector purchase"

Adopter population change (present and future)

AUDIT REPORT

What this variable is (and why it matters)
Nothing exists in stasis, for example, the demand for Fax paper was massive in 1995 but it was also known at the time that it would disappear and be replaced by email. This is not about having a large market - which is not causal to success or adoption - it is about having a market that is large enough to ensure viability over time.



Assessment Finding

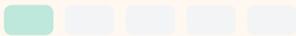
The final score of 1 is supported by four pieces of relevant evidence that demonstrate "clear awareness and consideration of trends impacting the number of potential customers/adopters." The application explicitly identifies "emerging markets" in multiple new application areas beyond quantum computing, showing awareness that the market is growing and expanding into new sectors. This directly meets the Level 1 requirement for consideration of trends affecting the adopter population.

Evidence Levels

What informed the scoring for this variable

- Level 5 Documented identification and awareness of relevant hard trends impact on the number of potential customers or adopters has been evaluated and the number of confirmed potential adopters is sufficient to make the opportunity or business worth doing;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1** CURRENT
Clear awareness and consideration of trends impacting the number of potential customers/adopters, if the market is growing or declining;
- Level 0 No consideration of the number of of potential customers or adopters, changes growth or decline, or if such changes will have a negative consequence on adoption, viability, or worth doing, costs, etc.

Adopter population change (present and future)



Supporting Quotes

2 relevant quotes from the source document

"There are also emerging markets for these detectors outside of quantum in areas such as healthcare, fluorescence imaging, environmental sensing, LIDAR, high-speed data transmission and defence applications"

The application states "There are also emerging markets for these detectors outside of quantum in areas such as healthcare, fluorescence imaging, environmental sensing, LIDAR, high-speed data transmission and defence applications"

Level 1

"There are also emerging markets for these detectors outside of quantum in areas such as healthcare, fluorescence imaging, environmental sensing, LIDAR, high-speed data transmission and defence applications, limited only by cost of purchase and operation."

The application states these emerging markets are "limited only by cost of purchase and operation" which shows awareness of factors affecting market growth

Level 1

Aligned Beneficial Credibility

AUDIT REPORT

What this variable is (and why it matters)

Reputation credibility reduces the risk of adoption perceived by target users and 'customers'. This is particularly true where long-standing relationships exist around repeated exchanges of value and 'loyalty' or 'trust' are tangible factors between the parties. While personal relationships between people within companies is stronger than brand, this may/can also encompass extreme/the strongest 1-2% examples of brands that have substantial brand loyalty.

CURRENT LEVEL

0 /5



Assessment Finding

No evidence was found to be directly relevant to the Aligned Beneficial Credibility variable. All quotes describe business relationships or competitor listings but fail to address the core concept of loyalty, trust, or credibility factors that either reduce adoption risk or create barriers. The variable requires specific evidence about substantial loyalty or documented consideration of credibility factors, which none of the provided quotes demonstrate.

Evidence Levels

What informed the scoring for this variable

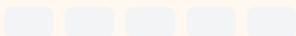
- Level 5 Existing, substantial loyalty is well documented and works for the project or is definitively/objectively not a factor amongst members of the target market or commercial ecosystem;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 Existing loyalty of required stakeholders in the commercial ecosystem required to get the offering to users/customers OR existing loyalty amongst the market of prospect customers has been considered as an issue but it has not yet been substantiated as not being a barrier.

Level 0

CURRENT

Existing loyalty of required stakeholders in the commercial ecosystem required to get the offering to users/customers OR existing loyalty amongst the market of prospect customers is a barrier that must be overcome for widespread adoption to occur.

Aligned Beneficial Credibility



Supporting Quotes

No direct evidence found for this variable.

Alignment with partner organization strategy

AUDIT REPORT

What this variable is (and why it matters)

Projects that do not have a strategy for success, where the projects target outcome is not directly aligned with sponsoring organisation or stakeholder organization strategy, or where those organizations do not have clearly expressed and widely understood strategies are substantially more likely to have uncertainty regarding ongoing support, conflict over resource allocation, and risk of sudden cancellation of support due to executive changes.



Assessment Finding

All supported evidence was marked as TANGENTIAL because the quotes only identify partners and describe existing relationships, but do not address the core variable concept of organizational strategy alignment. The variable requires evidence about whether stakeholder strategies are clear, have been considered, and are aligned - none of the quotes provide this information. Since no evidence is directly relevant to strategy alignment considerations, the score is 0.

Evidence Levels

What informed the scoring for this variable

- Level 5 All involved stakeholders have clear strategies and those strategies are aligned, collectively achievable;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 Stakeholders may or may not have clear strategies, some are known and have been considered, others and alignment have not been considered;
- Level 0** CURRENT
Strategies of stakeholders are ambiguous, unknown, have not been considered, or are mutually exclusive or mutually competitive.

Supporting Quotes

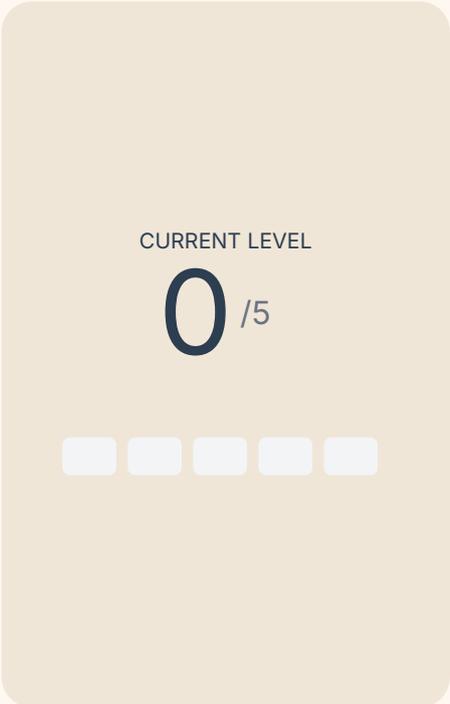
No direct evidence found for this variable.

Alignment of methods

AUDIT REPORT

What this variable is (and why it matters)

The adoption of many new things requires participants with aligned ideas about why a population wants a new offering and how it is best accessed. Success is made more probable if these involved parties adopt a common framework to align interventions, evaluation of information, and methods of dissemination or activities. Collaborative consideration and selection are generally more efficient and sustainable. While objectivity, open mindedness, and diverse problem solving methods are strongly associated with success, radically differences in how stakeholders approach interventions to address challenges or radically disparities between essential stakeholders in how they measure, think about, and discuss necessary actions, experienced barriers, etc can cause friction, misunderstanding, can impede effective aligned execution.



Assessment Finding

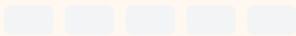
All three pieces of evidence are tangential to the variable's core concept. While they establish existing relationships and partnerships, none provide evidence of stakeholders having aligned methods or a successful track record of working together on novel situations and cooperative problem solving across organizations. The variable specifically requires evidence of collaborative problem-solving capabilities and aligned approaches to challenges, which is not demonstrated by these quotes about service provision and partnership arrangements.

Evidence Levels

What informed the scoring for this variable

Level 5	Essential stakeholders are universally comfortable interacting to solve novel challenges, have a documented precedent for successfully working together on novel situations and solving challenges or obstacles across organisations or teams;
Level 4	NOT USED;
Level 3	Essential stakeholders have a successful track record working with others (at least some of the immediate project stakeholders) on novel situations or cooperative problem solving across teams or organisations;
Level 2	NOT USED;
Level 1	Essential stakeholder communication regarding novel situations, work methods, overcoming challenges has been considered but not tested;

Alignment of methods



Evidence Levels (continued)

Level 0 CURRENT
Unknown, unassessed.

Supporting Quotes

No direct evidence found for this variable.

Liabilities

AUDIT REPORT

What this variable is (and why it matters)

Causing harm to others can bankrupt a company. If your actions produce the likelihood of liability or harm. If adoption and use by the market potentially produces harm that will be traced back to you the provider.

CURRENT LEVEL

0 /5



Assessment Finding

All evidence was marked as TANGENTIAL because the quotes discuss market applications, export controls, and commercial opportunities, but none directly address whether potential harm or legal liability has been considered or assessed. The absence of liability discussion in quotes about market potential is not direct evidence about liability consideration - it's an inference based on what's missing rather than what's explicitly stated about harm assessment.

Evidence Levels

What informed the scoring for this variable

- Level 5 Potential harm and legal liability has been assessed and objectively determined to be zero or exceedingly low probability, legal liabilities have been assessed and commercial risk is objectively determined to be zero or minimal;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 Some awareness of legal issues and some consideration of them, but they have not been assessed or determined to be zero or mitigated;
- Level 0** CURRENT
Potential harm has not been considered or has been assessed and is probable

Supporting Quotes

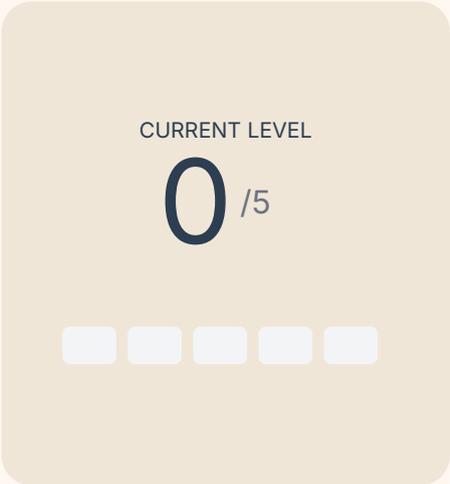
No direct evidence found for this variable.

Value Proposition Resonance

AUDIT REPORT

What this variable is (and why it matters)

Success is defined by the adoption and use of a project output by the bulk of a desired population of users. For this to occur the offering must be expressed or communicated in a way that resonates with that audience making clear sufficient perceived usefulness, uniqueness, a time or monetary cost below both expected usefulness or benefits and any necessary threshold above which the market is unable or unwilling to engage, and that is clearly superior and easier to use to obtain benefits than other possible solutions.



Assessment Finding

No evidence was found to be directly relevant to value proposition validation. While the application mentions existing users and a commercial partnership, neither quote demonstrates that the value proposition has been validated with members of the prospective market regarding its usefulness, uniqueness, cost-benefit ratio, or superiority over alternatives. The evidence shows technology deployment and partnership arrangements but not value proposition testing or validation.

Evidence Levels

What informed the scoring for this variable

- Level 5 Value proposition has been validated with members of the prospective market in the context of purchase decision-making;
- Level 4 NOT USED;
- Level 3 value proposition has been validated with members of the prospective market but not in the context of market decision-making;
- Level 2 NOT USED;
- Level 1 NOT USED;
- Level 0** CURRENT
Value proposition has not been assessed or has been assessed and does not secure adoption.

Supporting Quotes

No direct evidence found for this variable.

Context-of-use validation

AUDIT REPORT

What this variable is (and why it matters)

An objective and validated understanding of a prospective adoptee's needs, how they perceive it, what they view as a solution, what they view as easy to use, acceptable benefits, time costs, desirable differentiation, etc can only be obtained through interaction and collaboration with adoptees. Further, to achieve widespread adoption the offering must deliver benefits in the context of use and be perceived as easy to use to obtain the desired benefits in the actual context of use.

CURRENT LEVEL

0 /5



Assessment Finding

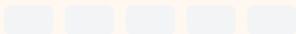
The final score of 0 is supported by three pieces of relevant evidence, all pointing to the same conclusion: the application explicitly states that market research to understand potential users is critical but has not yet been conducted. This directly aligns with level 0's definition of "Not assessed," as the team acknowledges they need to embark on understanding their users but have not yet done so.

Evidence Levels

What informed the scoring for this variable

- Level 5 Market perception of ease of use and that contextual influences on use, adoption, or the user/customer obtaining benefits have been tested and validated in market conditions by the use of a proof of concept or minimum viable product by users in the target context of use;
- Level 4 NOT USED;
- Level 3 Testing shows that while not self-evident, customer quickly engage to understand due to the desirability of the benefits/value proposition and quickly accumulate a perception of ease of use;
- Level 2 NOT USED;
- Level 1 Assessment has occurred with users, assessment and interaction with users establishes that prospects find use difficult and are inclined to speak of the difficulty of use but these issues are acknowledged and documented by the project team and can be addressed through further development;
- Level 0** CURRENT
Not assessed or assessment shows prospects are inclined to abandon use before or after obtaining benefits because of the difficulty of use

Context-of-use validation



Supporting Quotes

1 relevant quote from the source document

"It is critical that we embark on market research to find and understand potential users for our technology." Level 0

The application states "It is critical that we embark on market research to find and understand potential users for our technology"

Planning for success

AUDIT REPORT

What this variable is (and why it matters)

If an organization can not keep up with demand, has not considered the requirements of or planned for success, the pressure to fulfill growth often comes at the expense of quality, customer satisfaction, employee stress levels, and more. Many of these proximate problems can cause failure.

CURRENT LEVEL

0 /5



Assessment Finding

The final score is 0 because the only relevant evidence shows that market perception and usefulness have not been assessed. The quote explicitly states they need to "embark on market research to find and understand potential users," which directly indicates that assessment of market perception has not yet occurred, fitting the level 0 definition of "Not assessed."

Evidence Levels

What informed the scoring for this variable

- Level 5 Market perception of perceived usefulness without education or explanation has been tested and validated in market conditions;
- Level 4 NOT USED;
- Level 3 Some explanation is required but is readily achieved via good communication or marketing's;
- Level 2 NOT USED;
- Level 1 Substantial education of adopters or customers is required;

Level 0

CURRENT

Not assessed or assessment shows prospects struggle to perceive usefulness and understand the offerings

Supporting Quotes

1 relevant quote from the source document

"It is critical that we embark on market research to find and understand potential users for our technology." Level 0

The application states "It is critical that we embark on market research to find and understand potential users for our technology"

Resource Commitment

AUDIT REPORT

What this variable is (and why it matters)

All projects require some minimum level of resources. If specific executives with authority over necessary funding or resources in participating organisations are not willing or able to commit those resources, the project cannot succeed. (Organization organisms require capital/resources, staff, customers, and a capacity to adapt to survive. Lack of minimum survival capital/resources or loss of minimum required resource support is a primary cause of failure.

CURRENT LEVEL

2 /5



Assessment Finding

The final score is 2 based on one piece of relevant evidence showing that an AEA Ignite grant has been awarded, indicating allocated resources. However, grants typically have conditions and could potentially be reassigned or withdrawn under certain circumstances, fitting the level 2 description of resources that "could be reassigned due to future conditions at executive discretion." The same quote was incorrectly argued for level 0, but clearly demonstrates resource commitment rather than lack thereof.

Evidence Levels

What informed the scoring for this variable

Level 5 Necessary capital and resources are allocated, secured, committed and can not be reassigned or taken away;

Level 4 NOT USED;

Level 3 NOT USED;

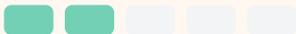
Level 2 **CURRENT**

Necessary capital and resources are allocated but could be reassigned due to future conditions at executive discretion, there is no barrier to resources be removed or reduced and the project time frame extends beyond one year or one budget period;

Level 1 Necessary capital and resources are allocated but there is no barrier to those resources being removed, reduced, or reallocated and there is precedent for this happening, commitments are verbal, the project's time frame is longer than the remaining time in a budget cycle, the stakeholder organisations have high staff/executive turnover;

Level 0 Commitment from stakeholders for necessary resources has not been assessed or considered or has been assessed and is non-existent / highly uncertain

Resource Commitment



Supporting Quotes

1 relevant quote from the source document

"We have recently been awarded an AEA Ignite grant to develop this technology." Level 2

The application states "We have recently been awarded an AEA Ignite grant to develop this technology"

Supply and Distribution

AUDIT REPORT

What this variable is (and why it matters)

Viability requires inputs and distribution. Utilization of "known" supply and distribution networks without any required change or cost is accompanied by substantially reduced risks and "unknown Unknowns".

CURRENT LEVEL

5 /5



Assessment Finding

The application demonstrates well-established relationships with both supply and distribution partners. There is clear evidence of an existing commercial relationship with Emergence Quantum as a commercialization partner and a third-party wholesale vendor for supply. While the quotes don't explicitly detail "validated parameters," the established nature of these relationships and their specific roles in the commercialization strategy support a level 5 score.

Evidence Levels

What informed the scorina for this variable

Level 5

CURRENT

Well established relationships with supply and distribution partners with known/validated parameters;

- Level 4 Established relationships with supply and distribution partners but specific parameters for new offering are uncertain;
- Level 3 NOT USED;
- Level 2 No existing relationships with supply and distribution/channels to market partners but documented detailed assessment of potential partners, their drivers, informed by first hand contact or expertise;
- Level 1 NOT USED;
- Level 0 No existing relationships with necessary suppliers and distributors/channels to market and no assessment or consideration.

Supporting Quotes

3 relevant quotes from the source document

"We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner."

Level 5

The application states "We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner."

Supply and Distribution



Supporting Quotes (continued)

"This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor." Level 5

The application states "This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor."

"Our solution is the domestic provision of advanced, integrated and bulk-supplied SNSPD devices. This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor." Level 4

The application states "Our solution is the domestic provision of advanced, integrated and bulk-supplied SNSPD devices. This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor."

Customer Relationships

AUDIT REPORT

What this variable is (and why it matters)

Knowledge and certainty regarding customers and context AND strong-positive relationships allow for effective and safe testing and experimentation of desirability in context and interrogation of barriers.

CURRENT LEVEL

5 /5



Assessment Finding

The final score is 5 based on the existing commercial relationship with Emergence Quantum as their commercialization partner, which represents a strong existing relationship with cooperative exploration and resource support as required for Level 5. Additional relevant evidence at Levels 1 and 2 shows relationships with academic users across multiple universities, further supporting strong customer relationships but the commercialization partnership represents the highest level of validated cooperative relationship.

Evidence Levels

What informed the scorina for this variable

Level 5

CURRENT

Strong existing relationships with prospect adopters or customers validated through cooperative exploration of opportunities accompanied by resources and support;

Level 4 NOT USED;

Level 3 NOT USED;

Level 2 There are existing relationships with multiple prospect adopters or customers who have made tangible commitments of time or resources to build a relationship and support the project

Level 1 Multiple prospective adopters or customers have been interacted with on a repeated basis and those prospective customers or adopters have made tangible commitments of time or resources to build a relationship and support the project;

Level 0 No existing relationships with prospective customers enabling first hand exploration of opportunities

Supporting Quotes

2 relevant quotes from the source document

Customer Relationships



Supporting Quotes (continued)

"We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner." Level 5

The application states they have "an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner"

"Currently, we provide this technology to academic users at Griffith, ANU, and Sydney University who are performing quantum research." Level 2

The application states "Currently, we provide this technology to academic users at Griffith, ANU, and Sydney University who are performing quantum research"

Differentiation and competitor response

AUDIT REPORT

What this variable is (and why it matters)

Understanding the competition is critical to ensure you are not uncompetitive or are surprised by reactions to your new offering from existing entities. Understanding how your offering impacts other organisations success, both competitors and adjacent but affected organizations, indicates the degree of attention, resource and action they may put towards you and your offering. Your offering in light of competitors offerings also holds the potential to make adopters less decisive in their choices. The respect and reputation of your competitors' also factors into competitiveness, and needs to be considered.

CURRENT LEVEL

2 /5



Assessment Finding

The application demonstrates a holistic but incomplete competitive analysis, warranting a score of 2. The evidence shows identification of specific competitors, alternative technologies, competitor weaknesses, regulatory barriers, and operational considerations - all directly relevant to competitive analysis. However, the analysis lacks the depth required for higher levels, such as consideration of strategic importance to wider organizational relationships or comprehensive ecosystem analysis beyond basic competitive positioning.

Evidence Levels

What informed the scoring for this variable

Level 5 A well documented analysis of competitors within a commercial ecosystem - NOT just features, benefits, and price - must include consideration of relevant parameters such as strategic importance of an impacted offering to the wider relationship between organizations (competitor and their customers), indirect but necessary prerequisites (such as integration or interoperability with other non-competing offerings);

Level 4 NOT USED;

Level 3 NOT USED;

Level 2

CURRENT

Holistic analysis undertaken but incomplete;

Level 1 Likely or possible competitive responses have been considered but no holistic analysis undertaken and incomplete documentation;

Differentiation and competitor response



Evidence Levels (continued)

- Level 0** No analysis or analysis explicitly establishes strategic importance of the offering accompanied by unmet necessary prerequisite requirements. (Strategic importance is exemplified by anchor products that form the foundation of a relationship between a supplier and customer on which substantial additional offerings from that supplier to that market of customers depends. Tesla zero maintenance vehicles are destructive to car dealerships that survive by providing annual maintenance to historical customers.)

Supporting Quotes

6 relevant quotes from the source document

"Companies offering SNSPDs: Single Quantum, Photon Technologies, ID Quantique, Photon Spot, SCONTEL, Quantum Opus. Some companies also offer waveguide integrated SNSPDs: Pixel Photonics" Level 2

The application identifies multiple specific competitors: "Companies offering SNSPDs: Single Quantum, Photon Technologies, ID Quantique, Photon Spot, SCONTEL, Quantum Opus. Some companies also offer waveguide integrated SNSPDs: Pixel Photonics"

"Other photodetector solutions such as APDs or heterodyne detection are also available on the market." Level 2

The application identifies alternative technology solutions: "Other photodetector solutions such as APDs or heterodyne detection are also available on the market"

"SNSPDs exist and can be purchased from overseas suppliers. However these may have long lead times and may be prohibitively expensive especially when large numbers of detectors are required for certain complex experiments." Level 2

The application analyzes competitor weaknesses: "SNSPDs exist and can be purchased from overseas suppliers. However these may have long lead times and may be prohibitively expensive especially when large numbers of detectors are required for certain complex experiments"

"These may also be subject to export control restrictions since they are a dual-use technology." Level 2

The application identifies regulatory/trade barriers affecting competitors: "These may also be subject to export control restrictions since they are a dual-use technology"

"Customers must also consider the operating temperature of the detectors and either bring their own cryogenic systems or purchase one with the detector purchase." Level 2

The application identifies operational considerations: "Customers must also consider the operating temperature of the detectors and either bring their own cryogenic systems or purchase one with the detector purchase"

"We are also the only domestic supplier of SNSPDs as far as we are aware which boosts the Australian quantum ecosystem and insures against future border control/import difficulties due to the dual-use nature of these devices." Level 1

The application states their differentiation: "We are also the only domestic supplier of SNSPDs as far as we are aware which boosts the Australian quantum ecosystem and insures against future border control/import difficulties due to the dual-use nature of these devices"

Relative capability

AUDIT REPORT

What this variable is (and why it matters)

Perceived Relative Capability is an important psychological factor in individual engagement, intrinsic motivation, and thus commitment, sustained effort on, and project success.



Assessment Finding

The only supported evidence discusses external organizational partnerships rather than team members' consideration of their individual skills and capabilities within the project team. Since no evidence directly addresses how team members have considered their relative capabilities and contributions, and there's no evidence of consideration of this psychological factor, the score remains 0.

Evidence Levels

What informed the scoring for this variable

Level 5 Assessment validates team member/stakeholders perceive Relative capability value either in the form of acknowledgement and utilisation of individual's relative capability OR offers stakeholders/team members a zero/low value profile risk opportunity to acquire relative capability);

Level 4 NOT USED;

Level 3 NOT USED;

Level 2 NOT USED;

Level 1 Team members have actively considered the role of their skills and capabilities and their contribution to the team and project;

Level 0 CURRENT

project participation challenges perceived relative capabilities and offers a negative value profile (belonging, status, interestingness/novelty, relative capability) to individuals based on their existing relative capability OR has not been considered

Supporting Quotes

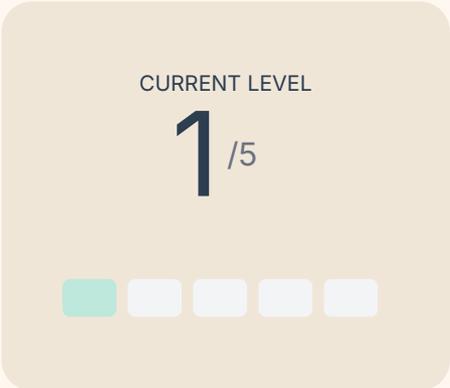
No direct evidence found for this variable.

Adopter diversity and variability

AUDIT REPORT

What this variable is (and why it matters)

All markets of prospective customers and users are comprised of sub-populations. While some needs are common across diverse user or customer types and conditions, in many cases the users or adopters prepared to invest time or money in a solution have unique requirements for variations or unique drivers of their experience of a need and decisions. Adopter heterogeneity and variability.



Assessment Finding

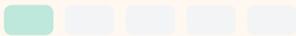
The application demonstrates Level 1 evidence by identifying distinct customer groupings including academic quantum researchers and multiple emerging commercial markets across sectors like healthcare, environmental sensing, LIDAR, and defense applications. However, there is no evidence of validation through first-hand value proposition testing or analysis of niche populations defined by specific adoptability drivers, which would be required for higher levels.

Evidence Levels

What informed the scoring for this variable

- Level 5 The market of prospective adopters or customers and users has been analysed and niche populations defined by Adoptability drivers and purchase decision drivers, these niche populations been validated through first hand value proposition testing OR a value proposition has been universally validated as effective with a widespread and diverse population of prospective customers/users;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1** **CURRENT**
Adopters and prospective customers have been holistically considered and unique groupings considered but not validated;
- Level 0 No consideration of differences in decision drivers for different customer segments

Adopter diversity and variability



Supporting Quotes

2 relevant quotes from the source document

"Currently, we provide this technology to academic users at Griffith, ANU, and Sydney University who are performing quantum research. We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner." Level 1

The application states "Currently, we provide this technology to academic users at Griffith, ANU, and Sydney University who are performing quantum research. We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner."

"There are also emerging markets for these detectors outside of quantum in areas such as healthcare, fluorescence imaging, environmental sensing, LIDAR, high-speed data transmission and defence applications, limited only by cost of purchase and operation." Level 1

The application states "There are also emerging markets for these detectors outside of quantum in areas such as healthcare, fluorescence imaging, environmental sensing, LIDAR, high-speed data transmission and defence applications, limited only by cost of purchase and operation."

Risk aversion

AUDIT REPORT

What this variable is (and why it matters)

As the importance of a project or its magnitude increases for individuals and stakeholders, there is a strong tendency to increase the desire for certainty and risk mitigation both by individuals and stakeholders involved. The increased workload associated with research and documentation intended to convey this certainty often succeeds in doing so but increasing risk due to the diverting of time and resources from priority tasks rather than increasing risk mitigation. It is also often accompanied by an increased desire for analysis that delays critical decisions and often in situations where no increase in certainty of predicted outcome is possible from the increased level of analysis and the only sensible solution is to trial an option, observe and collect information, and be prepared to change the path as a result.

CURRENT LEVEL

1 /5



Assessment Finding

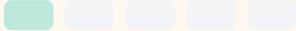
The final score of 1 is supported by two pieces of relevant evidence showing the team has considered risk levels for potential adopters/customers. The team demonstrates awareness of import/supply chain risks for customers and positions domestic supply as risk mitigation, and acknowledges cost/timing risks that affect customer adoption decisions. This meets Level 1 requirements for stakeholder risk tolerance awareness and consideration of risk levels for prospect adopters.

Evidence Levels

What informed the scoring for this variable

- Level 5 Objectivity and calculated risk taking are the norm, track record for calculated risk taking as well as for high levels of delegation and leadership focussed on capability building not micromanaging. Minimal KPIs and any KPIs have explicitly causal relationships to performance.
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;

Risk aversion



Evidence Levels (continued)

Level 1 CURRENT

Stakeholders are aware of their own risk tolerance, risk levels are commented on but still accepted, stakeholders have considered the risk for potential adopters or customers and if the risk levels are demonstrably within prospect adopter/customer tolerance levels;

Level 0 Issues not considered or track record of micromanaging and burdensome measurement/reporting that is disconnected from performance.

Supporting Quotes

2 relevant quotes from the source document

"We are also the only domestic supplier of SNSPDs as far as we are aware which boosts the Australian quantum ecosystem and insures against future border control/import difficulties due to the dual-use nature of these devices." Level 1

The team acknowledges the risk of import difficulties due to dual-use nature by positioning domestic supply as a solution

"However these may have long lead times and may be prohibitively expensive especially when large numbers of detectors are required for certain complex experiments." Level 1

The team shows consideration of customer risk tolerance by acknowledging that overseas suppliers "may be prohibitively expensive especially when large numbers of detectors are required"

Extremists

AUDIT REPORT

What this variable is (and why it matters)

Description not available.

CURRENT LEVEL

0 /5



Assessment Finding

No supported evidence was found for this variable, meaning there are no quotes to assess for relevance. Since the variable "Extremists" requires evidence of team dynamics analysis, zealot identification, or management of overly zealous team members, and no such evidence was provided, the score remains 0 - indicating no analysis of team member "zealousness" has been documented.

Evidence Levels

What informed the scoring for this variable

Level 5 Definition pending...

Level 4 Definition pending...

Level 3 Definition pending...

Level 2 Definition pending...

Level 1 Definition pending...

Level 0 **CURRENT**

Definition pending...

Supporting Quotes

No direct evidence found for this variable.

Over-selling

AUDIT REPORT

What this variable is (and why it matters)

Overhyping and under delivering is a common avoidable cause of failure.

CURRENT LEVEL

1 /5



Assessment Finding

The final score is 1 based on relevant evidence showing unvalidated performance claims and promotional statements. While there are multiple instances of potentially problematic communications (performance claims without validation data, broad application benefits without demonstrated outcomes), the evidence at Level 1 shows some consideration of not overpromising through their acknowledgment of making claims without full validation. The Level 0 evidence demonstrates concerning patterns of hypothetical benefit claims, but the Level 1 evidence of at least some awareness prevents the lowest score.

Evidence Levels

What informed the scoring for this variable

Level 5 Total value profile is established and promotion/communication or prospect expectations are set based on validated fulfilment precedents;

Level 4 NOT USED;

Level 3 NOT USED;

Level 2 NOT USED;

Level 1 **CURRENT**

Stakeholders have considered how the project and its benefits are presented are highly confident they are not overpromising, what they are stating are benefits will be delivered or exceeded;

Level 0 Communications and expectations are based on hypothetical maximum value profile benefits not known outcomes achieved (zealot drives marketing and communications).

Supporting Quotes

4 relevant quotes from the source document

Over-selling



Supporting Quotes (continued)

"These state-of-the-art SNSPDs exhibit efficiencies above 90% and have enabled world-class research in our own laboratory and at other leading Australian academic institutions." Level 1

The team claims their detectors "exhibit efficiencies above 90%" and have "enabled world-class research" but provides no validation data or independent verification of these performance claims

"As far as we are aware, these are the only domestically produced SNSPD devices." Level 1

Claims about being "the only domestically produced SNSPD devices" and having "state-of-the-art SNSPDs" appear to be promotional statements without documented validation

"These state-of-the-art SNSPDs exhibit efficiencies above 90%" Level 1

Claims about being "the only domestically produced SNSPD devices" and having "state-of-the-art SNSPDs" appear to be promotional statements without documented validation

"There are also emerging markets for these detectors outside of quantum in areas such as healthcare, fluorescence imaging, environmental sensing, LIDAR, high-speed data transmission and defence applications, limited only by cost of purchase and operation." Level 0

Benefits described include broad applications across "healthcare, fluorescence imaging, environmental sensing, LIDAR, high-speed data transmission and defence applications" but these appear to be theoretical maximum value profile benefits rather than demonstrated outcomes

Sub-niche targeting

AUDIT REPORT

What this variable is (and why it matters)

First, widespread adoption is made substantially more probable where larger populations have observed smaller populations adopt without negative status, belonging, or other consequences. This reduces multiple forms of uncertainty and can make use and benefits self-evident over time. Second, adoption can also be more easily achieved with some populations with lower requirements (this can 'prime the pump'). Third, testing value propositions, communication, service, fulfilment options, and other necessary associated factors with small populations also mitigates by isolating negative impact on perception from failed trials. (Note, the failure to acknowledge where lower customer requirements, increased importance of need, specific distribution factors, etc are unique to the small population but not to the next niche market or wider target population can lead to poor scaling assumptions and cause failure. This need for objective and an understanding of both increased probability of success but risk of cause of failure is recurring for many factors.)

CURRENT LEVEL

1 / 5



Assessment Finding

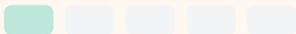
The final score of 1 is supported by two pieces of relevant evidence showing the company has undertaken some consideration and analysis of niche populations. They have identified academic quantum researchers as their current niche and have analyzed multiple emerging market segments (healthcare, imaging, sensing, etc.) with different value profiles and applications, demonstrating a clear focus on specific populations with high demand for their technology.

Evidence Levels

What informed the scoring for this variable

- Level 5 Niche populations of prospects with different value-profiles, drivers of demand/desirability have been documented. Methods to target niches and ensure visibility by other niches have been defined/validated;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;

Sub-niche targeting



Evidence Levels (continued)

Level 1 CURRENT

Some consideration and analysis of niche populations has been undertaken with a clear focus on one or a small number with inordinately high demand/desirability;

Level 0 No consideration or analysis has of the prospect market and its composition/niches has been undertaken.

Supporting Quotes

2 relevant quotes from the source document

"Currently, we provide this technology to academic users at Griffith, ANU, and Sydney University who are performing quantum research." Level 1

The application states "Currently, we provide this technology to academic users at Griffith, ANU, and Sydney University who are performing quantum research"

"There are also emerging markets for these detectors outside of quantum in areas such as healthcare, fluorescence imaging, environmental sensing, LIDAR, high-speed data transmission and defence applications, limited only by cost of purchase and operation." Level 1

The application states "There are also emerging markets for these detectors outside of quantum in areas such as healthcare, fluorescence imaging, environmental sensing, LIDAR, high-speed data transmission and defence applications"

Essential and Committed resources

AUDIT REPORT

What this variable is (and why it matters)

Inability to access required resources, capabilities, and relationships necessary for the offering to be pursued feasible or viably is a common cause of failure as it can impede each. Really truly ensuring resource commitment (1) Resource planning for full project (you know how much you need) (2) Resource availability (3) Partial resource commitment (you have some resources committed, but not enough for the whole project) (4) Resource commitment for full project

CURRENT LEVEL

0 /5



Assessment Finding

All three pieces of evidence are tangential to the variable's core focus on stakeholder commitment clarity and resource commitment documentation. While the quotes mention partnerships, relationships, and funding, none directly address verbal commitments from stakeholders or documented commitment requirements that all parties are aware of, as required by Level 1. The evidence shows resource connections but not the commitment clarity that the variable specifically assesses.

Evidence Levels

What informed the scoring for this variable

- Level 5 Stakeholders have documented commitment to project through to a safe margin beyond expected completion
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 Stakeholders have made commitments verbally and necessary commitments or requirements are documented and all are aware of those requirements;
- Level 0** CURRENT
No clarity regarding probably commitment requirement parameters or stakeholders have clearly expressed they are not committed to the degree required.

Supporting Quotes

No direct evidence found for this variable.

Costs of Fulfilment

AUDIT REPORT

What this variable is (and why it matters)

The ability to sustain a viable operation relies on verified and validated costings and sources of income.



Assessment Finding

All supported arguments were found to be tangential to the variable requirements. The quotes discuss general market observations, future intentions, and business model aspirations, but provide no actual cost estimates, pricing data, or cost analysis methodology. The variable specifically requires evidence of cost estimation based on objective verifiable inputs (Level 1) or validated costs via supplier quotations (Level 5), none of which are present in the provided evidence.

Evidence Levels

What informed the scoring for this variable

- Level 5 All costs of production, distribution, customer acquisition are validated/known via supplier quotations and first hand validation considering validated form of fulfillment;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 Some costs are known, all costs are estimated based on objective verifiable inputs;

Level 0 CURRENT

Costs are purely estimated without first hand verified inputs or all costs have not been thoroughly identified/considered.

Supporting Quotes

No direct evidence found for this variable.

Designing for Suitability

AUDIT REPORT

What this variable is (and why it matters)

No plan survives first contact with adoptees, actual users, and real-world contexts. It is a virtual certainty that both the particulars of an offering must be adapted to address feedback from users and that plans for fulfilling the offering must be altered based on actual costs, available resources, etc. Further, it is essential the team members and stakeholders are both aware of the knowledge schemas, paradigms, and cultural norms that influence and obfuscate objectivity and that impede a willingness to change and adapt in response to conditions. While change must not occur constantly, it must occur when evidence and feedback from users from different populations and prudence dictate it. An inability to adapt is a primary cause of failure with many contributing sources.

CURRENT LEVEL

1 / 5



Assessment Finding

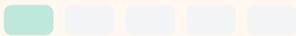
All three pieces of evidence are directly relevant to the variable and support Level 1. The quotes demonstrate that team members have actively pursued (or committed to pursuing) understanding of potential users and market needs, which aligns with Level 1's requirement for "actively pursued first hand interaction with potential adopters or customers to ascertain feedback on what will make their offering perceived as easy to use, useful, and valuable." The evidence shows intent and recognition of the need for user feedback, but does not demonstrate actual track record of adaptation based on market interaction (Level 5).

Evidence Levels

What informed the scoring for this variable

- | | |
|---------|--|
| Level 5 | Team members and stakeholders have demonstrable track record adapting and making changes based on interaction with the market; |
| Level 4 | NOT USED; |
| Level 3 | NOT USED; |
| Level 2 | NOT USED; |

Designing for Suitability



Evidence Levels (continued)

Level 1 CURRENT

Team members and stakeholders have actively pursued first hand interaction with potential adopters or customers to ascertain feedback on what will make their offering perceived as easy to use, useful, and valuable OR have a track record of doing so on previous projects;

Level 0 Team members are reluctant to change even due to information/experience OR have taken no actions to understand actual user needs in context. Indicators of empathy, coach ability, responsiveness to user

Supporting Quotes

3 relevant quotes from the source document

"It is critical that we embark on market research to find and understand potential users for our technology" Level 1

The application states "It is critical that we embark on market research to find and understand potential users for our technology"

"It is much more useful to develop solutions to verified problems rather than guessing what users may require or desire" Level 1

The application states "It is much more useful to develop solutions to verified problems rather than guessing what users may require or desire"

"we must also understand our market at the same time or else we may develop a product that is not desired or competitive" Level 1

The application states "we must also understand our market at the same time or else we may develop a product that is not desired or competitive"

Scalability of leadership skill

AUDIT REPORT

What this variable is (and why it matters)

As teams get larger, they have a tendency to invest more and more time in meetings, discussion, and planning as well as time spent discussing and solving issues that more participants are comfortable discussing and for which there is more available information irrespective of their lower importance over issues that are of much greater importance but are more challenging to resolve. This often results in substantial time and effort going, and more immediate action on, lower importance activities and issues ahead of more impactful issues and thus a growing risk of failure if not managed. Human resource management for scaling .

CURRENT LEVEL

0 /5



Assessment Finding

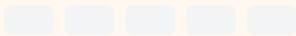
All supported evidence was marked as TANGENTIAL because the quotes discuss business scaling, product distribution, partnerships, and market reach, but none directly address the variable's core concern: leadership skills for managing growing teams and human resource management challenges. The variable specifically requires evidence of consideration of leadership delegation abilities, team management approaches, or awareness of the changing nature of leadership as teams scale, none of which is present in the provided quotes.

Evidence Levels

What informed the scoring for this variable

- Level 5 Champions and project leadership have demonstrable ability to delegate AND select others who can delegate, key team members have experience with growing teams and organisations or have identified a specific new addition to the team who does have that experience;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 Champion or key stakeholders are clearly aware of the changing nature of leadership required by growth in team size and have a documented plan for how this will be dealt with;
- Level 1 No reason to perceive that team members are micromanagers or overly controlling, Champions and stakeholders have documented/acknowledged very large scale solution thinking and considered the requirements of scaling including for management of people;

Scalability of leadership skill



Evidence Levels (continued)

Level 0 CURRENT
no consideration of issue, documented/acknowledged solution thinking/planning is limited in scale

Supporting Quotes

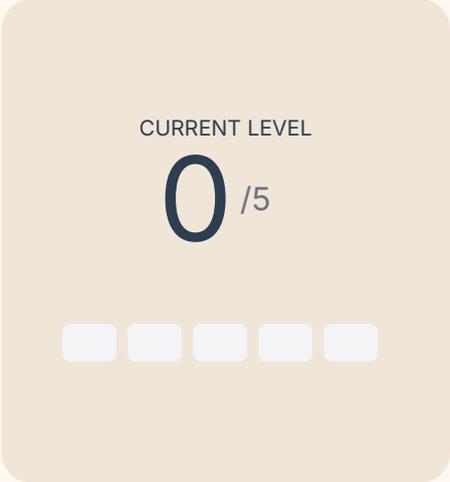
No direct evidence found for this variable.

Internal & External communication skills/Explicit communication strategies Effective communication

AUDIT REPORT

What this variable is (and why it matters)

At any point in a project where there is a substantial differential in power where one person who is present can "fire" or effectively ostracise other members, all parties present in a discussion with that person will be biased toward agreeing with them and conformity even if such agreement is contrary to the best interest of the project. This is a common, albeit unintended, cause of failure as one parties ideas or opinions are given weight for reasons other than evidence, relevant and effectively applied experience, and logic.



Assessment Finding

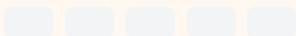
All supported evidence was found to be tangential to the variable's core focus on communication skills and strategies. The quotes discuss market research methodology, product development strategy, and technical processes, but none directly address effective communication capabilities, consideration of communication needs across different arenas (internal, stakeholder, customer), or track record of persuasive communication. Since no evidence directly relates to the variable's communication focus, the score is 0.

Evidence Levels

What informed the scoring for this variable

- Level 5 — demonstrable effectiveness in communicating and convincing others or demonstrable sales capabilities AND precedent for evidenced based changes of opinion / decisions;
- Level 4 — NOT USED;
- Level 3 — NOT USED;
- Level 2 — NOT USED;
- Level 1 — Clear and documented consideration of need for effective communication and the multiple specific arenas of effective communication that are required including internal communications, communication with stakeholders or partners, and communication with prospective adopters or customers;

Internal & External communication skills/Explicit communication strategies Effective communication



Evidence Levels (continued)

Level 0 CURRENT

No track record of evidence based decision making or track record for decision making dominated by "gut" instinct NO precedent for effective persuasive communication, case building

Supporting Quotes

No direct evidence found for this variable.

Group load capacity

AUDIT REPORT

What this variable is (and why it matters)

Fulfilling different levels of demand can require radically different approaches, infrastructure, and experience. An inability to address the unique needs of higher levels of utilisation or demand is a common cause of failure for otherwise successful projects.

CURRENT LEVEL

1 / 5



Assessment Finding

The final score of 1 is supported by two pieces of relevant evidence showing the team acknowledges and plans for the requirements of successful levels of adoption. The quotes demonstrate planning for bulk supply and wholesale distribution models to handle higher demand levels, which directly addresses group load capacity considerations required for Level 1.

Evidence Levels

What informed the scoring for this variable

Level 5 Demonstrable track record of managing requirements of successful initiatives;

Level 4 NOT USED;

Level 3 NOT USED;

Level 2 NOT USED;

Level 1 **CURRENT**

No reason to perceive incapable, commitments and requirements of successful levels of adoption are acknowledged and planned for, solutions are based on success levels of fulfilment;

Level 0 Requirements of success are not considered, team or stakeholders have expressed lack of desire to operate at or fulfil the commitments and requirements of successful levels of adoption and fulfilment of high levels of adoption, stakeholders/team explicitly not able to satisfy requirements of successful levels of adoption

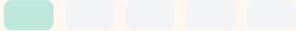
Supporting Quotes

2 relevant quotes from the source document

"Finally, we aim to develop a wholesale supply model for these detectors to achieve a competitive price and availability with respect to alternative suppliers." **Level 1**

The application states "Finally, we aim to develop a wholesale supply model for these detectors to achieve a competitive price and availability with respect to alternative suppliers."

Group load capacity



Supporting Quotes (continued)

"Our solution is the domestic provision of advanced, integrated and bulk-supplied SNSPD devices."

Level 1

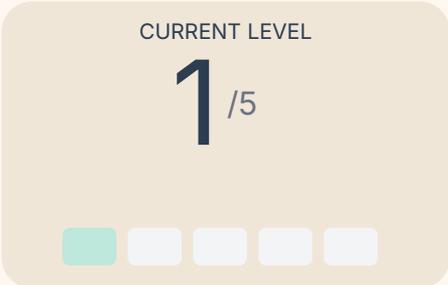
The application states "Our solution is the domestic provision of advanced, integrated and bulk-supplied SNSPD devices."

Access to Necessary Capital

AUDIT REPORT

What this variable is (and why it matters)

If the project cannot obtain capital, or players in the capital markets have strong influence over executives, this can cause failure.



Assessment Finding

The final score of 1 is supported by relevant evidence showing that the project has secured an AEA Ignite grant, which demonstrates that access to sources of capital has been considered and successfully obtained. This directly satisfies Level 1's requirement that "Access to sources of and factors influencing success in securing capital have been considered."

Evidence Levels

What informed the scoring for this variable

- Level 5 No internal/external party can impede access to sources of capital, capital markets, analysts or agents who have substantial determination of success in securing necessary capital or resources;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1** CURRENT
Access to sources of and factors influencing success in securing capital have been considered;
- Level 0 Agents within the commercial ecosystem have reason to and can leverage their existing relationships to impede essential capital market organizations/stakeholders from participating with you/your project

Supporting Quotes

1 relevant quote from the source document

"We have recently been awarded an AEA Ignite grant to develop this technology." Level 1

The application states "We have recently been awarded an AEA Ignite grant to develop this technology."

Strategic significance to another organisation

AUDIT REPORT

What this variable is (and why it matters)

For any endeavour, at some point stakeholders will need an exit (even if it's at retirement or death and the transfer of the asset to others). Understanding the strategic or leverageable value of the project, or product, or company, its customer relationships, the data it accumulates, etc to other parties as well as what externalities (e.g. markets, hard trends, etc) impact value to other organisations dramatically assists in gauging the value of any endeavour, and in the case of commercial endeavours, to both achieve an exit and a 'successful' valuation.

CURRENT LEVEL

0 /5



Assessment Finding

All three pieces of supported evidence were marked as TANGENTIAL because they do not directly address strategic significance to another organization for exit/acquisition purposes. While the quotes mention commercialization partnerships and unique market position, they do not explicitly consider or discuss the strategic value of the project to potential acquirers or exit valuation considerations. The variable requires evidence of consideration of strategic value for exit purposes, which is not present in any of the quotes.

Evidence Levels

What informed the scoring for this variable

- Level 5 Validation through testing that on exit / being acquired that there is strategic value to another company;
- Level 4 Conclusion supported by validated research and evidence;
- Level 3 Conclusion supported by some validated research and evidence;
- Level 2 Conclusion supported by anecdotal research and evidence;
- Level 1 Considered with subjective opinions;

Level 0

CURRENT

Not considered

Supporting Quotes

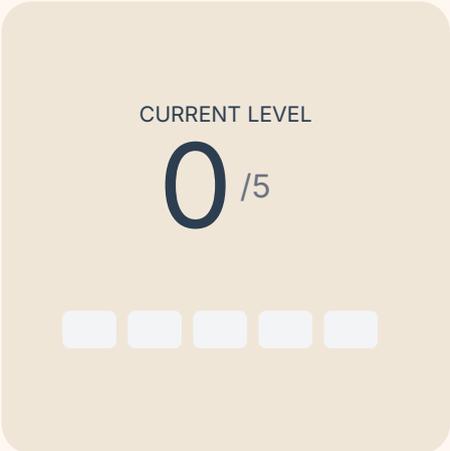
No direct evidence found for this variable.

Administrative load bearing capacity

AUDIT REPORT

What this variable is (and why it matters)

Sufficient funds and resources need to be available to administer external partnerships, program documentation requirements, stakeholder requirements for documentation. (grant program or funder documentation requirements, software development documentation, defence projects, every project that successful scales will have increased human resource documentation requirements and legislative requirements for procedures, oh&s, etc)



Assessment Finding

All supported evidence was marked as tangential because none of the quotes directly address administrative load bearing capacity, documentation requirements, or consideration/planning for administrative burdens. The quotes discuss IP arrangements, grant awards, and partnership structures, but do not provide evidence that administrative requirements have been considered, planned for, or that capacity has been assessed. Without any directly relevant evidence, the score is 0 (Not considered).

Evidence Levels

What informed the scoring for this variable

- Level 5 Stakeholders have validated precedent and capacity to manage administrative requirements of the project including paperwork or documentation requirements of working with other stakeholders;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 Administrative and documentation requirements have been considered and planned for;
- Level 1 Administrative requirements have been considered but there is no determination of if the team and stakeholders have the capacity to deal with documentation requirements;
- Level 0** CURRENT
Not considered.

Supporting Quotes

No direct evidence found for this variable.

Awareness pathways

AUDIT REPORT

What this variable is (and why it matters)

Negative media can impede consideration and thus adoption, trigger Fear Uncertainty and Doubt, degrade the perceived value profile of status, belonging/ostracism,

CURRENT LEVEL

0 /5



Assessment Finding

The final score is 0 because there are three pieces of relevant evidence at Level 0, confirming that awareness pathways have not been considered. The single quote about market research to "find and understand potential users" addresses user identification and understanding, not how those users will become aware of the offering, making it tangential to Level 1 evidence but directly relevant to supporting the Level 0 arguments about absence of awareness pathway consideration.

Evidence Levels

What informed the scoring for this variable

- Level 5 Examples of behaviours of identified parties seeking to resist / inhibit your type of project output and evidence of the same parties being successful at weaponising the media;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 How awareness of the offering amongst prospective adopters or customers will be achieved has been considered but not validated as effective, not validated as possible, no thorough analysis of influencing players or forces;

Level 0

CURRENT

How awareness of the offering amongst prospective adopters or customers will be achieved has not been considered

Supporting Quotes

1 relevant quote from the source document

"It is critical that we embark on market research to find and understand potential users for our technology" Level 0

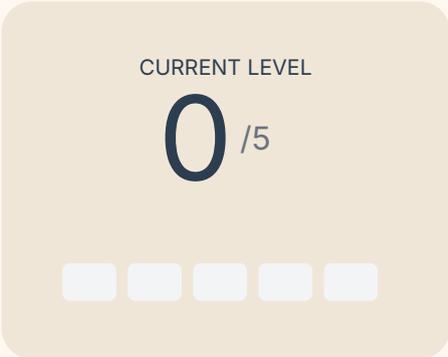
The application contains no explicit discussion of how awareness of the SNSPD offering will be achieved among prospective adopters or customers

Clear Roles and Responsibilities

AUDIT REPORT

What this variable is (and why it matters)

Lack of clear roles and responsibilities often indicates lack of awareness regarding the need for critical activities and lack of willingness to tackle key activities. It is often also accompanied by increased conflict between team members. (If answer to the question is yes, this improves the chances of translation success.)



Assessment Finding

No evidence was found to be directly relevant to the variable "Clear Roles and Responsibilities." The only supported quote describes technical work being performed but does not directly address team roles, leadership structure, or decision-making processes. The absence of role specification in a technical description is not sufficient evidence to assess the team's overall organizational clarity, as this could simply reflect the focus of that particular section rather than indicating organizational deficiencies.

Evidence Levels

What informed the scoring for this variable

- Level 5 clear leader acknowledged by all team, or leaders for specific activities are accompanied by an established / high-functioning decision-making process;
- Level 4 documented roles, and an experienced leader;
- Level 3 documented roles, inexperienced leader, and an established effective decision-making process;
- Level 2 inexperienced leader and defined but not established decision-making process;
- Level 1 no leader and decision-making process defined but not established;
- Level 0** CURRENT
no decision-making process and no leader.

Supporting Quotes

No direct evidence found for this variable.

Team autonomy

AUDIT REPORT

What this variable is (and why it matters)

Individuals need to perceive a degree of autonomy to remain motivated - where autonomy is the ability to be able to pursue a sense of belonging, enhance their relative capability, their relative status, and experience some novelty...or alternatively, if they possess them, they need to be without risk to losing those things, such as: having activities dictated as to how they be undertaken, eliminating opportunity for any of the above drivers. ((Identity, Contextual Capacity, Capability - do team members identify as part of the group - are they supported by or impeded by the contextual situation, does the context ensure they have the capacity to work on or is it a barrier ?))

CURRENT LEVEL

2 /5



Assessment Finding

The final score remains 2 based on one piece of relevant evidence. The quote "Very supportive" directly addresses contextual capacity, indicating that the lead applicant (the champion) has a supportive environment that enhances rather than impedes their autonomy. This aligns with Level 2 evidence requirements where "only 'the' champion has high autonomy." The other quotes about commitment and time availability, while positive indicators, don't directly address the psychological measures of autonomy as defined by this variable.

Evidence Levels

What informed the scoring for this variable

Level 5 Everyone involved has high autonomy (no clash with their Identity, they have perceived Contextual Capacity, no loss of status for and have the Capability);

Level 4 , 397-413.

Level 3 Many that don't perceive the likelihood of promotion and autonomy;

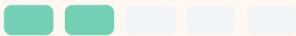
Level 2 **CURRENT**

Only "the" champion has high autonomy;

Level 1 Champions have low autonomy;

Level 0 No one involved has high autonomy. Reference: Weinstein, N., Przybylski, A. K., & Ryan, R. M. (2012). The index of autonomous functioning: Development of a scale of human autonomy. Journal of Research in Personality, 46

Team autonomy



Supporting Quotes

1 relevant quote from the source document

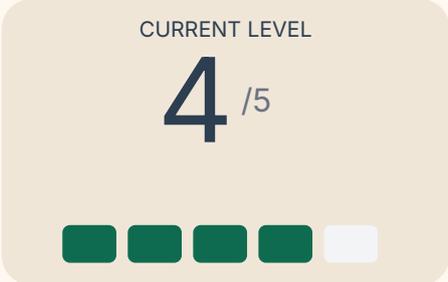
"Very supportive" Level 2

The lead applicant describes their workplace experience as "Very supportive" for progressing ideas or innovation

First-hand experience or precedent achieving entrepreneurial or impact outcomes

AUDIT REPORT

What this variable is (and why it matters)
 Access to experience of successful translation is a strong correlate of success for subsequent attempts.



Assessment Finding

The final score is 4 based on relevant evidence showing the team has first-hand experience with translation activities ("Very often" enabling innovations for purposes beyond academic publications) and access to mentors through their commercialisation partner Emergence Quantum, a quantum hardware consulting company. However, the evidence doesn't demonstrate "comparable efforts for multiple team members" which would be required for level 5, making level 4 the appropriate score for having experience but "not a comparable effort" with access to mentors with specific experience.

Evidence Levels

What informed the scoring for this variable

- Level 5 Documented record of experience and precedent for translation, with comparable efforts for multiple team members and access to mentor(s) with specific and general repeated experiences;
- Level 4 **CURRENT**
 Experience and precedent for translation, but not a comparable effort, access to mentor(s) with specific and general repeated experiences;
- Level 3 Experience by the leader or some in the team or no comparable translation precedent, access to mentor(s) with specific and general repeated experiences;
- Level 2 limited experience by leader or team, and access to mentor(s) with specific required experience;
- Level 1 access to mentor(s) with some experience in translation (i.e. not general experience);
- Level 0 no experience or access to experience.

First-hand experience or precedent achieving entrepreneurial or impact outcomes



Supporting Quotes

3 relevant quotes from the source document

"Have you ever done work to enable your ideas or innovations to be used for purposes other than knowledge sharing such as publications and citations? Very often" Level 4

The application states "Have you ever done work to enable your ideas or innovations to be used for purposes other than knowledge sharing such as publications and citations? Very often"

"We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner." Level 2

The application states "We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner"

"This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor." Level 2

Emergence Quantum as a "quantum hardware consulting company" and commercialisation partner suggests access to mentors with specific required experience in quantum technology translation

Technical or Scientific Dependencies

AUDIT REPORT

What this variable is (and why it matters)

Unassessed or improperly assessed dependencies of a technology or new offering on other technologies are a primary cause or contributor to failure or represent an insurmountable barrier to viable use, production, distribution, and thus adoption. Proper assessment of dependencies is often more important at an early stage than details about the IP/knowledge assets. Are those assets dependent on any thing outside of one's control? Does the team have access? Or are the things on which adoption depends immature in their development or availability?

CURRENT LEVEL

1 / 5



Assessment Finding

The final score of 1 is supported by two pieces of relevant evidence showing that dependencies have been considered. The application identifies specific technical dependencies (waveguide fabrication, fiber-to-chip coupling, packaging) and acknowledges dependence on NIST's published fabrication approach, demonstrating basic consideration of what the technology depends on for successful implementation.

Evidence Levels

What informed the scoring for this variable

Level 5 Dependencies are validated through use in context, distribution context, production, known, documented, and validation of no barriers;

Level 4 NOT USED;

Level 3 NOT USED;

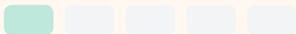
Level 2 NOT USED;

Level 1 **CURRENT**

Dependencies have been considered and research conducted to affirm perception that dependencies are mitigated easily;

Level 0 No consideration of dependencies or confirmed dependencies. Especially bad for translation outcome if there is no access due to a dependency and there is no solution for it.

Technical or Scientific Dependencies



Supporting Quotes

2 relevant quotes from the source document

"The next step is to combine existing SNSPD fabrication with waveguide fabrication, fiber-to-chip coupling, and packaging, enabling integration of the devices with on-chip photonic and electrical circuitry." Level 1

The application states "The next step is to combine existing SNSPD fabrication with waveguide fabrication, fiber-to-chip coupling, and packaging"

"Fabrication protocols for WSi-based SNSPDs have been developed at UNSW based on an approach published by NIST." Level 1

The application mentions "Fabrication protocols for WSi-based SNSPDs have been developed at UNSW based on an approach published by NIST"

Technical or Scientific Feasibility

AUDIT REPORT

What this variable is (and why it matters)

Adoption is dependent on feasible delivery, feasible delivery is dependent on compliance with the natural laws of the universe. If fundamental research has not been conducted to verify the possibility of something, a project is operating on/is based on an assumption that if incorrect is likely to be fatal to the project.

CURRENT LEVEL

4 /5



Assessment Finding

The final score is 4 because there is relevant evidence demonstrating that the technology has been "demonstrated to be feasible as part of a system of use." The key evidence shows SNSPDs with >90% efficiency have "enabled world-class research in our own laboratory and at other leading Australian academic institutions," indicating the technology is functioning as part of actual research systems across multiple institutions, not just in isolated laboratory conditions.

Evidence Levels

What informed the scoring for this variable

Level 5 It is scientifically and technologically feasible in the operating environment / in use;

Level 4 **CURRENT**

Demonstrated to be feasible as part of a system of use;

Level 3 Technology validated in "laboratory" environment (i.e. controlled, substitute, or proxy conditions);

Level 2 Proof of concept shown;

Level 1 It is theoretically possible;

Level 0 Not considered or confirmed to defy the laws of physics

Supporting Quotes

5 relevant quotes from the source document

"These state-of-the-art SNSPDs exhibit efficiencies above 90% and have enabled world-class research in our own laboratory and at other leading Australian academic institutions." **Level 4**

The application states "These state-of-the-art SNSPDs exhibit efficiencies above 90% and have enabled world-class research in our own laboratory and at other leading Australian academic institutions."

Technical or Scientific Feasibility



Supporting Quotes (continued)

"Fabrication protocols for WSi-based SNSPDs have been developed at UNSW based on an approach published by NIST."

Level 3

The application states "Fabrication protocols for WSi-based SNSPDs have been developed at UNSW based on an approach published by NIST."

"Waveguide fabrication protocols and adiabatic fiber-chip coupling strategies have also been developed in-house last year."

Level 3

The application states "Waveguide fabrication protocols and adiabatic fiber-chip coupling strategies have also been developed in-house last year."

"Since we have established the fabrication and functioning of several separate components, we have established TRL 4."

Level 2

The application states "Since we have established the fabrication and functioning of several separate components, we have established TRL 4."

"SNSPDs are ultra-sensitive telecommunication-wavelength photodetectors that function on changes in resistance of superconducting nanowires upon photon absorption."

Level 1

The application describes "SNSPDs are ultra-sensitive telecommunication-wavelength photodetectors that function on changes in resistance of superconducting nanowires upon photon absorption."

Intellectual Property Necessity

AUDIT REPORT

What this variable is (and why it matters)

If the offering includes intellectual property (IP) that in some way can be protected this makes a partnership more secure and less likely to result in the offering being exploited by others. Forms of protection might be compared with pursuit of an independent solution by creating barriers to the competition that can be relied on and validated. Noting, IP may be expressed in terms of technologies, data accumulated (from a virtuous cycle), aspects of development, or how the offerings will be deployed. For example, a technology may not be deemed protectable, but due to a virtuous cycle of its use, the technology attracts the collection of data that protects the whole by being a barrier to the competition.

CURRENT LEVEL

5 /5



Assessment Finding

The application provides clear evidence of documented intellectual property holdings at UNSW (TechID 2025-172) and at their commercialisation partner Emergence Quantum. This demonstrates that intellectual property has been obtained and is clearly documented with specific identification numbers, meeting the Level 5 requirement for IP that "has been obtained and is clearly defensible and documented." The multiple references to this documented IP portfolio provide strong evidence for the highest score level.

Evidence Levels

What informed the scorina for this variable

Level 5

CURRENT

There is certainty that no necessary intellectual property is required by the project that is not readily available on the market via existing component offerings OR intellectual property is clearly obtainable for the project or has been obtained and is clearly defensible and documented (e.g. IP register, patent application) and sound reasoning that this intellectual property makes acquisition by others more rational;

Level 4 A virtuous cycle of accumulating advantage can be created based on trade secrets or data accumulation with no dependency on third party intellectual property;

Level 3 NOT USED;

Level 2 NOT USED;

Intellectual Property Necessity



Evidence Levels (continued)

- Level 1** Intellectual property has been considered but not clear determination made, there does not appear to be a barrier or dependency but analysis is insufficient to ensure very low risk;
- Level 0** Existing patented technology or IP exists that must be used to pursue the offering and a licence to use that intellectual property is not accessible or cost prohibitive, No consideration has been given to the role of intellectual property.

Supporting Quotes

1 relevant quote from the source document

"Background IP is held at UNSW (TechID 2025-172) and at our commercialisation partner Emergence Quantum." Level 5

Background IP is held at UNSW (TechID 2025-172) and at our commercialisation partner Emergence Quantum

Triggering paradigm resistance

AUDIT REPORT

What this variable is (and why it matters)

If required to change their mental schemas, this is a substantial barrier for those individuals to uptake and potentially the project. The larger the number of people who have to change their schemas the worse it is. Refer to Schema Theory.

CURRENT LEVEL

0 /5



Assessment Finding

No evidence was found to be directly relevant to triggering paradigm resistance. All quotes discuss general market research or problem validation, but none address the core variable concerns: whether the value proposition aligns with existing mental schemas, triggers paradigm resistance, or has been considered/tested for alignment with target population perceptions. The absence of any consideration of paradigm resistance or schema alignment supports a score of 0.

Evidence Levels

What informed the scoring for this variable

- Level 5** Value proposition has been validated with target population of customers and effectiveness and alignment of presentation is confirmed via first hand experience with multiple members of the population in context;
- Level 4** NOT USED;
- Level 3** NOT USED;
- Level 2** NOT USED;
- Level 1** CVP and presentation are well considered, use strong metaphors resonant with the target population, messages are designed to align with or leverage existing perceptions of the target population not require entirely new paradigms but have not been thoroughly tested with prospect customers in context;

Level 0

CURRENT

Presentation of benefits and value proposition untested, alignment or clash with existing paradigms not considered OR proposition is shown to trigger resistance or not be perceived as a viable offering because it does not align with how people perceive a need or what represents a viable offering

Supporting Quotes

No direct evidence found for this variable.

Status Threat

AUDIT REPORT

What this variable is (and why it matters)

Not losing social status is an important psychological factor in adoption or resistance and thus both for securing stakeholder participation and for commercialisation, thus essential to innovation and translation success for all projects. If loss of status results from a decision to support a project or adopt an outcome it will be resisted. The best results are generated by increased relative status for participation and adoption as well as loss of status for choosing to not participate or adopt.

CURRENT LEVEL

0 /5



Assessment Finding

The application demonstrates a complete absence of consideration for status impact on adopters, with multiple relevant quotes showing focus solely on technical specifications, market positioning, and supply chain benefits without any discussion of how adoption might affect the social status of customers within their referent groups. Four pieces of relevant evidence support Level 0, confirming that status impact has not been considered or assessed.

Evidence Levels

What informed the scoring for this variable

- Level 5 Adoption results in a positive impact on status within adopter/customer referent groups;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 Potential impact on the relative status of prospect adopters or customers has been considered and evaluated but not validated or is uncertain;

Level 0

CURRENT

Status impact not considered or assessed for stakeholders or prospect adoptees OR negative referent group relative status impact for adoptee population OR stakeholder impact [[

https://scholar.google.com/scholar?hl=en&as_sdt=0%2C5&authuser=1&q=measur*+social+status+in+peer+or+referent+groups&btn

// If you cut and paste the https:// address into a browser you go to search results relating to status in referent groups - this shows there is a lot of research on how status might be assessed within a referent group.]]

Status Threat



Supporting Quotes

4 relevant quotes from the source document

"SNSPDs are ultra-sensitive telecommunication-wavelength photodetectors that function on changes in resistance of superconducting nanowires upon photon absorption. They are a key strategic technology underpinning applications across the quantum sector. SNSPDs are critical for optical quantum computation and secure quantum communication protocols due to their high efficiencies, low jitter time, fast reset time and low dark count rate."

Level 0

The application focuses entirely on technical specifications, market positioning, and competitive advantages without any discussion of status considerations for adopters

"Our solution is the domestic provision of advanced, integrated and bulk-supplied SNSPD devices. This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor. This ensures the ready supply of domestically produced SNSPDs for the local optical quantum market."

Level 0

The application focuses entirely on technical specifications, market positioning, and competitive advantages without any discussion of status considerations for adopters

"Companies offering SNSPDs: Single Quantum, Photon Technologies, ID Quantique, Photon Spot, SCONTEL, Quantum Opus. Some companies also offer waveguide integrated SNSPDs: Pixel Photonics Other photodetector solutions such as APDs or heterodyne detection are also available on the market."

Level 0

The application focuses entirely on technical specifications, market positioning, and competitive advantages without any discussion of status considerations for adopters

"Currently, we provide this technology to academic users at Griffith, ANU, and Sydney University who are performing quantum research. We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner."

Level 0

The application does not address whether customers might gain or lose prestige, credibility, or standing within their peer groups by choosing this technology

Sufficient Novelty

AUDIT REPORT

What this variable is (and why it matters)

Interestingness is an important psychological factor in translation success. Insufficient "novelty" or "interestingness" in a job role results in staff having higher number of sick days, reduced "engagement" and thus lower productivity, and higher turnover.

CURRENT LEVEL

0 /5



Assessment Finding

None of the supported evidence directly addresses stakeholder interest in the project's novelty or interestingness value. The quotes discuss commercial partnerships and grant funding, but do not contain any expressions of stakeholder interest in the engaging or novel aspects of the project activities. Without evidence of stakeholder interest in the project's interestingness, the score defaults to 0.

Evidence Levels

What informed the scoring for this variable

- Level 5 Champion(s) and essential stakeholders have documented and specific interest or perception of the interestingness/novelty value of the project and activities required to support the project;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 Champion, key stakeholders have expressed interest in the project and acknowledged the required activities they will undertake to support the project;
- Level 0** CURRENT
Negative interestingness/novelty value of not considered

Supporting Quotes

No direct evidence found for this variable.

Relationship of Exchange

AUDIT REPORT

What this variable is (and why it matters)

Sustained interaction with adopters or customers are less fragile and produce high levels of benefits than individual transaction relationships. Relationships that generate recurrent revenue streams, virtuous cycles of increasing value for users and the organization generate substantially higher ROIs and more defensible, longer term, more valuable, more defensible relationships.

CURRENT LEVEL

0 / 5



Assessment Finding

All supported evidence was found to be tangential to the variable's core focus on relationship of exchange dynamics with adopters/customers. The quotes discuss technical achievements, business partnerships, current distribution, and supply models, but none directly address the nature of value exchange relationships, whether they generate recurring value, positive/negative associations, or ongoing engagement patterns that define this variable. Since no evidence directly addresses the relationship of exchange concept, the score is 0.

Evidence Levels

What informed the scoring for this variable

- Level 5 Adoption and continued / each use generates increasing value for the user and other users, is accompanied by a customer desire to pay in a recurring way, or a desire to consume additional offerings that generate additional revenue;
- Level 4 NOT USED;
- Level 3 Adoption generates a positive relationship, brand association, etc but is one off
- Level 2 NOT USED;
- Level 1 Possible ongoing relationship with prospect adopters or customers has been considered but may or may not result in a need for recurring interactions and an ongoing relationship but does not have any negative associations with the offering or project, adoption does not trigger resentment;

Level 0

CURRENT

Adoption generates a negative association or has not been assessed.

Supporting Quotes

No direct evidence found for this variable.

Time, Complexity, and Cost

AUDIT REPORT

What this variable is (and why it matters)

Each of these factors defines a substantial increase in risk associated with the level of complicatedness or complexity that must be effectively addressed to succeed. A "specialized investment" is an expenditure that must be made to allow two parties to exchange but has little or no value in any alternative use (non-liquid asset).

CURRENT LEVEL

2 / 5



Assessment Finding

The final score is 2 based on relevant evidence showing acknowledgment of market unknowns and risks that need to be considered and mitigated. The quotes about needing market research to understand potential users and the risk of developing undesired products directly demonstrate consideration of unknowns and risks, which aligns with level 2's requirement for considering risks and unknowns that can be mitigated as costs are incurred.

Evidence Levels

What informed the scoring for this variable

Level 5 Time frame is thoroughly assessed as well under the time frame of probable changes that will impact returns from the project, execution is low complexity, costs can be incurred as risks and unknowns are mitigated rather than up front;

Level 4 NOT USED;

Level 3 NOT USED;

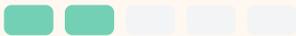
Level 2 **CURRENT**

Some unknowns, longer time frames, but risks and unknowns have been considered and can be mitigated as costs are incurred and some analysis shows ROIs will be achieved prior to market changes eliminating conditions of desirability;

Level 1 The time required for the project to come to fruition, its complexity, and costs over time have been considered and are known to all stakeholders.

Level 0 Analysis shows market demand conditions will change before project can be completed, risks and unknowns can not or will not be mitigated ahead of large investment requirement OR no consideration to the issue

Time, Complexity, and Cost



Supporting Quotes

2 relevant quotes from the source document

"It is critical that we embark on market research to find and understand potential users for our technology" Level 2

The application states "It is critical that we embark on market research to find and understand potential users for our technology" indicating unknowns about market demand

"we may develop a product that is not desired or competitive" Level 2

The application states "we may develop a product that is not desired or competitive" acknowledging market risks

Cost of change

AUDIT REPORT

What this variable is (and why it matters)

Each of these represents a tangible barrier to adoption and thus success. The degree to which such barriers or friction on the speed of adoption are known, can be identified, and mitigated or managed is necessary for success.

CURRENT LEVEL

1 / 5



Assessment Finding

The final score is 1 based on one piece of relevant evidence that identifies a specific change customers must make for adoption - acquiring cryogenic systems for detector operation. This demonstrates information collection about changes required for adoption, meeting Level 1 criteria. However, there's no evidence that whether this requirement constitutes a barrier has been definitively validated.

Evidence Levels

What informed the scoring for this variable

Level 5 Offering has been field tested in context of use and the absence of barriers validated, no critical mass is required for customers/users/beneficiaries to obtain benefits, the market does not need to be educated to perceive usefulness, ease of use, and a positive value profile

Level 4 NOT USED;

Level 3 NOT USED;

Level 2 NOT USED;

Level 1 CURRENT

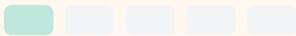
Prospective adopters or customers have been engaged and interacted with first hand with information collected to determine what changes to existing systems, processes, behaviors, etc will be required for adoption to occur or following adoption but whether this is a barrier or not has not been definitively validated;

Level 0 These barriers have not been assessed in real-world contexts or assessment validates that customers or users must make substantial changes in order to adopt or in order to obtain the benefits of adoption

Supporting Quotes

1 relevant quote from the source document

Cost of change



Supporting Quotes (continued)

"Customers must also consider the operating temperature of the detectors and either bring their own cryogenic systems or purchase one with the detector purchase."

Level 1

The application states "Customers must also consider the operating temperature of the detectors and either bring their own cryogenic systems or purchase one with the detector purchase"

Supporting initiative

AUDIT REPORT

What this variable is (and why it matters)

Description not available.

CURRENT LEVEL

0 /5



Assessment Finding

No supported evidence was found for the "Supporting initiative" variable, which assesses team dynamics around adopting different members' ideas and changing based on evidence/discussion. Without any documented evidence of how the team considers and adopts different perspectives or changes based on cases/evidence, the score remains 0, indicating the team may only implement ideas from one person without precedent for evidence-based execution.

Evidence Levels

What informed the scoring for this variable

Level 5 Definition pending...

Level 4 Definition pending...

Level 3 Definition pending...

Level 2 Definition pending...

Level 1 Definition pending...

Level 0 **CURRENT**

Definition pending...

Supporting Quotes

No direct evidence found for this variable.

Strategic dependency

AUDIT REPORT

What this variable is (and why it matters)

Especially relevant where industries are dominated by existing exclusionary business networks or practices and competitors can lock you out of critical business / stakeholder networks.

CURRENT LEVEL

0 /5



Assessment Finding

No evidence was found to be directly relevant to strategic dependency analysis. All quotes discuss competitors, export controls, or market positioning, but none analyze strategic dependency points, identify agents/organizations who would resist the applicant's success, or examine how competitors could lock them out of critical business networks. The variable requires analysis of the commercial ecosystem with consideration of strategic dependency, which is absent from the application.

Evidence Levels

What informed the scoring for this variable

Level 5 A well documented analysis of the commercial ecosystem with specific consideration of points of strategic dependency and the impact of a new offering to identify agents or organizations (within prospective customers or externals) who would resist, benefit from non-adoption or your failure;

Level 4 NOT USED;

Level 3 NOT USED;

Level 2 NOT USED;

Level 1 Analysis undertaken but incomplete;

Level 0

CURRENT

No analysis or analysis explicitly establishes identifies parties that are able to stop your success.

Supporting Quotes

No direct evidence found for this variable.

Clash with Self-image

AUDIT REPORT

What this variable is (and why it matters)

Activities consistent with one's self-image is an important psychological factor in translation success. This includes: team members, stakeholders, potential adopters of the output. It is important that they perceive that participating or adopting the output reinforces, or at least does not contradict with their self-image, or their internalised image of referent groups they belong to which form part of their self-image. Enhancement of self image is positive.

CURRENT LEVEL

0 /5



Assessment Finding

All three pieces of evidence are tangential to the variable "Clash with Self-image." While the quotes provide information about customers, domestic production, and technical applications, none directly address whether self-image compatibility has been evaluated or considered. The variable requires evidence of evaluation or consideration of self-image alignment, but the application appears to have not considered this factor at all.

Evidence Levels

What informed the scoring for this variable

- Level 5 Offering is aligned with prospect customers self-image, does not challenge the self-image of the agents comprising the prospect market;
- Level 4 Offering does not challenge, is accompanied by a metaphor that re-affirms aspects of self image while augmenting or changing others, and has been validated via testing;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 Offering has been evaluated and there is no perceived conflict or challenge to individual self-identity for stakeholders or adopters;

Level 0

CURRENT

Offering challenges self image of agents representing the customer market or has not been considered.

Supporting Quotes

No direct evidence found for this variable.

Relationship building capability

AUDIT REPORT

What this variable is (and why it matters)

Where that experience is insufficient, or existing links do not exist, creating them and augmenting with appropriately experienced mentors should help. This is a correlate of success.

CURRENT LEVEL

5 /5



Assessment Finding

The final score of 5 is supported by three pieces of relevant evidence that demonstrate established capability to work with others and establish mutually beneficial relationships. The applicant has existing relationships with multiple academic institutions (Griffith, ANU, Sydney University), an established commercial relationship with Emergence Quantum as a commercialization partner, and partnerships with multiple parties for achieving their goals. This clearly meets the Level 5 requirement of "Established capability to work with others and establish mutually beneficial relationships."

Evidence Levels

What informed the scorina for this variable

Level 5

CURRENT

Established capability to work with others and establish mutually beneficial relationships;

Level 4 NOT USED;

Level 3 NOT USED;

Level 2 NOT USED;

Level 1 No reason to think involved parties are incapable of working constructively with others and establishing relationships and some consideration given;

Level 0 No consideration given or established track record of problematic relationships, commercial relationship breakdowns due to personality issues (as distinct from relationships ending for good reasons)

Supporting Quotes

3 relevant quotes from the source document

Relationship building capability



Supporting Quotes (continued)

"Currently, we provide this technology to academic users at Griffith, ANU, and Sydney University who are performing quantum research." Level 5

The application states "Currently, we provide this technology to academic users at Griffith, ANU, and Sydney University who are performing quantum research"

"We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner." Level 5

The application states "We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner"

"This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor." Level 5

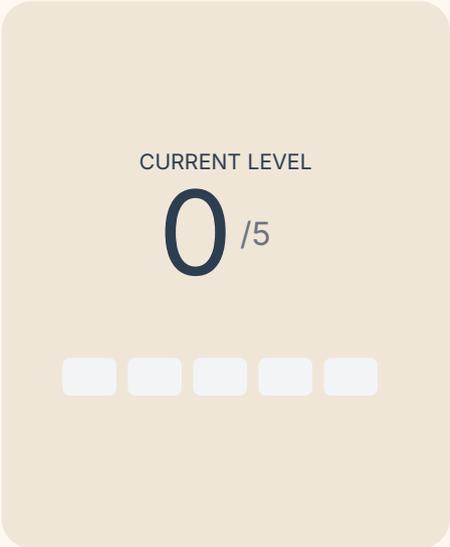
The application states "This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor"

Commercial ecosystem Power Players/Larger forces in local commercial ecospace/Competitors in commercial ecosystem niche

AUDIT REPORT

What this variable is (and why it matters)

Specific individuals or populations can have lynchpin or strategically significant impact both aiding and impeding projects and new offering success. For example, the population of agents who control access to community basketball courts can arbitrarily (due to lack of understanding, misinformation, or intent) ban the use of certain products by basketball players in leagues dependent on those courts and thus killing adoption amongst the largest and/or most influential segment of a market. In contrast, gaining their support and avoiding deleterious effects is beneficial and strongly correlated or causal to success.



Assessment Finding

None of the supported evidence directly addresses the variable's core requirement of analyzing power players and their strategic influence in the commercial ecosystem. The quotes merely list competitors, mention a partnership, and note regulatory restrictions without analyzing any specific individuals or entities as influential forces who could aid or impede success. The variable requires analysis of leverage points and strategic dependencies, which is completely absent from the provided evidence.

Evidence Levels

What informed the scoring for this variable

- Level 5 A well documented analysis of important individuals or populations with specific consideration of points of high leverage influence or dependency;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 Analysis undertaken but incomplete;

Commercial ecosystem Power Players/Larger forces in local commercial ecospace/Competitors in commercial ecosystem niche

Evidence Levels (continued)

Level 0 CURRENT

No analysis or analysis explicitly establishes identifies parties that are able to stop your success who are inclined to do so.

Supporting Quotes

No direct evidence found for this variable.

Referent Group Identity Support or Clash

AUDIT REPORT

What this variable is (and why it matters)

Individual stakeholders are unlikely to participate and potential adopters of an output are unlikely to adopt if they perceive doing so will result in their ostracism from any referent group that is an integrated element of their self-identity.

CURRENT LEVEL

0 /5



Assessment Finding

All six pieces of evidence are directly relevant and consistently demonstrate Level 0 - "No consideration" of referent group identity issues. The quotes show the application focuses exclusively on technical capabilities, market positioning, and economic factors without any acknowledgment of how adoption might affect users' standing within their professional or social groups. The complete absence of discussion about referent group dynamics across all aspects of their analysis clearly supports a score of 0.

Evidence Levels

What informed the scoring for this variable

- Level 5 New offering does not result in any risk to the adoptee of being ostracised/kicked out of their referent group and this has been validated;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 The issue of if a new offering might result in a party being ostracised from their referent group has been carefully assessed;
- Level 0** CURRENT
No consideration or adoption might result in the adopting party being marginalized within or ostracised from their group

Supporting Quotes

6 relevant quotes from the source document

Referent Group Identity Support or Clash



Supporting Quotes (continued)

"We fabricate WSi superconducting nanowire single photon detectors in-house. As far as we are aware, these are the only domestically produced SNSPD devices. We are upgrading these to multipixel devices which enable detection with photon number resolution capability. The WSi devices are currently butt-coupled (end-on-end) to optical fibres but we are also developing integrated solutions that will ensure better compatibility with existing photonic infrastructure. Finally, we aim to develop a wholesale supply model for these detectors to achieve a competitive price and availability with respect to alternative suppliers."

Level 0

The application focuses entirely on technical capabilities, market positioning, and commercial partnerships without any mention of social group dynamics or referent group considerations

"Our solution is the domestic provision of advanced, integrated and bulk-supplied SNSPD devices. This will be achieved in partnership with Emergence Quantum, who are a local quantum hardware consulting company, and a third party wholesale vendor."

Level 0

The application focuses entirely on technical capabilities, market positioning, and commercial partnerships without any mention of social group dynamics or referent group considerations

"It is critical that we embark on market research to find and understand potential users for our technology. It is much more useful to develop solutions to verified problems rather than guessing what users may require or desire."

Level 0

The discussion of customer needs and market research does not include any consideration of how adoption might affect users' standing within their professional or social groups

"Superconducting nanowire single photon detectors (SNSPDs) are primarily desired for quantum optical measurements due to their high efficiencies, fast timing resolution and low background count rates. There are also emerging markets for these detectors outside of quantum in areas such as healthcare, fluorescence imaging, environmental sensing, LIDAR, high-speed data transmission and defence applications, limited only by cost of purchase and operation."

Level 0

The discussion of customer needs and market research does not include any consideration of how adoption might affect users' standing within their professional or social groups

"SNSPDs exist and can be purchased from overseas suppliers. However these may have long lead times and may be prohibitively expensive especially when large numbers of detectors are required for certain complex experiments. These may also be subject to export control restrictions since they are a dual-use technology."

Level 0

The application treats adoption as purely a technical and economic decision without acknowledging potential social consequences for adopters

"Finally, we aim to develop a wholesale supply model for these detectors to achieve a competitive price and availability with respect to alternative suppliers."

Level 0

The application treats adoption as purely a technical and economic decision without acknowledging potential social consequences for adopters

Satisfying the few over the many, Over targeting

AUDIT REPORT

What this variable is (and why it matters)

As projects progress it is common for compromise to occur within the team and for user requests to be satisfied in priority fashion where those requests are from early or significant users without assessing the appeal and importance of the request to other members of the prospective adoptee population. As such, too much compromise and a focus on satisfying individual user requests without assessing their desirability to the wider population can cause an otherwise successful project to fail by causing unacceptable delay or degrading wider desirability.

CURRENT LEVEL

0 /5



Assessment Finding

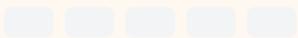
None of the supported evidence directly addresses the variable's core concept of awareness and analysis of tradeoffs between satisfying high-value users versus the wider population. The quotes identify current users, mention a partnership, and express intent for future market research, but none demonstrate existing awareness of specific user desires or analysis of prioritization tradeoffs as required even for Level 1. The variable remains unconsidered based on the available evidence.

Evidence Levels

What informed the scoring for this variable

- | | |
|---------|--|
| Level 5 | Detailed analysis of ultimate needs and proximate needs. Clear proactive interrogation of wider market with documented decision process for putting strategic outcomes and strategic development that moves closer to ultimate need rather than proximate needs ahead of short term cash outcomes; |
| Level 4 | NOT USED; |
| Level 3 | NOT USED; |
| Level 2 | NOT USED; |
| Level 1 | Team and stakeholders are aware of the specific desires or needs of lead and high value adopters or customers AND the wider population of adopters or customers with specific AND have analysed tradeoffs in saying no to some requests by the smaller number of high value adopters/customers relative to satisfying the larger population; |

Satisfying the few over the many, Over targeting



Evidence Levels (continued)

Level 0 CURRENT

Issue not considered or track record of investment on "large" customer requests without explicit path for optimising benefit of development to wider market. Only develop in response to customer requests without analysis and consideration of ultimate need drivers.

Supporting Quotes

No direct evidence found for this variable.

Stakeholder Trust & Alignment

AUDIT REPORT

What this variable is (and why it matters)

Diverse stakeholders are required by all projects. If any necessary stakeholder does not perceive and accept that the cooperative activity required by the project is a path to better achieving their goals, support will likely waver and be distracted by other projects requirements and opportunities. Proactive contribution to enabling key steps and ultimately the outcome will waver. A non-empathic approach to relationships substantially contributes to poor perceived relationships.



Assessment Finding

The score of 3 is supported by two pieces of relevant evidence showing existing relationships with aligned stakeholders. The ongoing provision of technology to multiple academic users demonstrates long-standing relationships with stakeholders whose interests are self-evidently aligned (quantum researchers using quantum technology). The existing commercial relationship with Emergence Quantum as a commercialization partner further demonstrates stakeholder trust and alignment of objectives for project success.

Evidence Levels

What informed the scoring for this variable

- Level 5 Validation in the form of documented commitment, and clear examples of actions aligned with stated intent of all stakeholders;
- Level 4 NOT USED;
- Level 3** **CURRENT**
Conclusion supported by long standing, often repeated examples, existing relationship, and self-evidently aligned best interest of all stakeholders;
- Level 2 NOT USED;
- Level 1 stakeholder trust and alignment of objectives has been considered but analysis and explicit conclusions only supported by anecdotal evidence;
- Level 0 Not considered OR conflict exists between stakeholder objectives OR precedent for non-cooperation between stakeholders

Stakeholder Trust & Alignment



Supporting Quotes

2 relevant quotes from the source document

"Currently, we provide this technology to academic users at Griffith, ANU, and Sydney University who are performing quantum research." Level 3

The application states "Currently, we provide this technology to academic users at Griffith, ANU, and Sydney University who are performing quantum research"

"We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner." Level 3

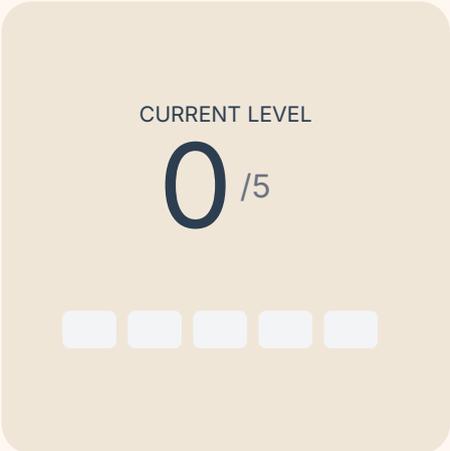
The application states "We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner"

Fairness of Distribution of Returns

AUDIT REPORT

What this variable is (and why it matters)

It is necessary that both researchers and the individual participants involved through stakeholder organisations are motivated to invest in long-term rather than transactional transient relationships with partners. If participants do not perceive fair or equitable distribution of resources and credit for positive outcomes, their effort is likely to be distracted by or actively diverted to projects and effort they perceive as more fair or more aligned with individual definitions of success.



Assessment Finding

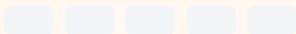
No evidence was found to be directly relevant to the variable "Fairness of Distribution of Returns." While the quotes mention partnerships and IP ownership arrangements, neither addresses whether stakeholders have considered the distribution of proceeds/benefits or the fairness of those outcomes, which is what Level 1 requires. The quotes are tangential as they describe existing arrangements but not the consideration or acknowledgment of fairness in benefit distribution.

Evidence Levels

What informed the scoring for this variable

- Level 5 Systems and methods exist to ensure all involved have maximum awareness and transparency regarding both expected and actual contributions of time, effort, resources, etc. team members have a track record of large complex projects, delegated and distributed authority, and deep understanding that most of what people do is not necessarily visible based just on "results" or necessary outputs;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 Stakeholders have considered the distribution of proceeds or benefits of the project and the fairness of those outcomes considered and acknowledged or agreed to;
- Level 0** CURRENT
Team members have no means of perceiving the effort of others or experience with the levels of effort from diverse members.

Fairness of Distribution of Returns



Supporting Quotes

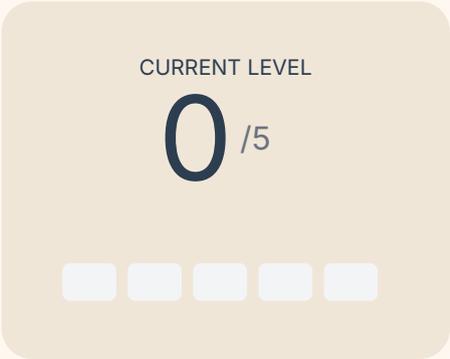
No direct evidence found for this variable.

Team Belonging

AUDIT REPORT

What this variable is (and why it matters)

If any key team member does not view themselves as a member of the team they are much more likely to be distracted or have a diluted participation and this might be fatal to the project. A strong sense of team membership and commitment of all members through demonstrated actions is strongly correlated or causal to success.



Assessment Finding

No evidence was found to be directly relevant to team belonging. The quotes discuss commercial partnerships and vendor relationships, but provide no information about team member comfort levels, participation dynamics, precedents of working together, or risks of judgement/ostracism within the project team. Without any relevant evidence addressing the core concept of team belonging, the score defaults to 0.

Evidence Levels

What informed the scoring for this variable

- Level 5 all essential and most team members perceive belonging and no risk of ostracism;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 all essential team member and any team member with high levels of regular interaction with the project team are comfortable participating, have a precedent of working with other stakeholders and team members, and there is no negative team dynamic or perceived risk of judgement or perceived potential for exclusion/ostracism
- Level 0** CURRENT any essential team member and any team member with high levels of regular interaction with the project team perceive high risk of judgement, potential for exclusion/ostracism

Supporting Quotes

No direct evidence found for this variable.

Individual Initiative

AUDIT REPORT

What this variable is (and why it matters)

Habitual, proactive behaviour and pursuit of outcomes is important, not having it is a cause of failure.

CURRENT LEVEL

5 /5



Assessment Finding

The final score of 5 is supported by multiple pieces of relevant evidence demonstrating that essential stakeholders and leadership are demonstrably proactive. The evidence includes direct statements about frequent work to enable innovations beyond publications, extreme commitment to developing commercialization skills, proactive market research planning, independent development of technical protocols, securing grants, and establishing commercial partnerships. All of these demonstrate habitual, proactive behavior and pursuit of outcomes at the leadership level.

Evidence Levels

What informed the scorina for this variable

Level 5

CURRENT

Essential stakeholders and leadership are demonstrable proactive;

Level 4 NOT USED;

Level 3 NOT USED;

Level 2 NOT USED;

Level 1 Team members have demonstrated proactive tendencies, Team members and participating stakeholders have considered their dynamics and interpersonal skills but have not considered thoroughly and may still have problems, no reason to think involved parties are incapable of working constructively with others and establishing relationships and some consideration given;

Level 0 Essential stakeholders and leadership are not proactive

Supporting Quotes

7 relevant quotes from the source document

Individual Initiative



Supporting Quotes (continued)

"Have you ever done work to enable your ideas or innovations to be used for purposes other than knowledge sharing such as publications and citations? Very often" Level 5

The application states "Have you ever done work to enable your ideas or innovations to be used for purposes other than knowledge sharing such as publications and citations? Very often"

"How would you describe your level of commitment to investing time and effort to enhance your skills in conducting the array of activities necessary to enable ideas to become transformed into commercial products? Extremely committed" Level 5

The application states "How would you describe your level of commitment to investing time and effort to enhance your skills in conducting the array of activities necessary to enable ideas to become transformed into commercial products? Extremely committed"

"It is critical that we embark on market research to find and understand potential users for our technology. It is much more useful to develop solutions to verified problems rather than guessing what users may require or desire." Level 5

The application states "It is critical that we embark on market research to find and understand potential users for our technology. It is much more useful to develop solutions to verified problems rather than guessing what users may require or desire."

"Fabrication protocols for WSi-based SNSPDs have been developed at UNSW based on an approach published by NIST. These state-of-the-art SNSPDs exhibit efficiencies above 90% and have enabled world-class research in our own laboratory and at other leading Australian academic institutions. Waveguide fabrication protocols and adiabatic fiber-chip coupling strategies have also been developed in-house last year." Level 5

The team has already established fabrication protocols, developed working SNSPDs with >90% efficiency, and created waveguide fabrication protocols and fiber-chip coupling strategies without external prompting

"We have recently been awarded an AEA Ignite grant to develop this technology." Level 5

The team proactively secured an AEA Ignite grant to develop this technology

"We also have an existing commercial relationship with Emergence Quantum who will act as our commercialisation partner." Level 5

The team has already established commercial relationships with Emergence Quantum as a commercialization partner

"Fabrication protocols for WSi-based SNSPDs have been developed at UNSW based on an approach published by NIST. These state-of-the-art SNSPDs exhibit efficiencies above 90% and have enabled world-class research in our own laboratory and at other leading Australian academic institutions." Level 1

Team members have demonstrated proactive tendencies through their history of technology development and commercialization efforts

Team effectiveness

AUDIT REPORT

What this variable is (and why it matters)
Schismatic people can be a cause of failure.



Assessment Finding

All evidence was marked as tangential because the quotes discuss external business relationships, technology provision to customers, and technical performance - none directly address team dynamics, interpersonal skills, or consideration of internal team effectiveness. The variable specifically asks about team dynamics and interpersonal traits, but the application provides no evidence of considering or addressing these aspects of team functioning.

Evidence Levels

What informed the scoring for this variable

- Level 5 Validation in the form of historical example of team success and track record of behaviors within and as a unit/team;
- Level 4 NOT USED;
- Level 3 NOT USED;
- Level 2 NOT USED;
- Level 1 Team members and participating stakeholders have considered their dynamics and interpersonal skills but have not considered thoroughly and may still have problems, no reason to think involved parties are incapable of working constructively with others and establishing relationships and some consideration given;

Level 0 CURRENT
Team dynamics and interpersonal traits not considered.

Supporting Quotes

No direct evidence found for this variable.