**Opportunity canvas**

For academics to briefly introduce their research work to the business development team. This will help start the business development pipeline and work towards pitching the work to attract external engagement.

#### Title

A short, descriptive title of the work

#### Who

Researchers name. Is there a link to PURE or any other website, like LinkedIn, that shows their work and profile?

#### What's the idea?

Elevator pitch, brief summary or abstract

#### Engage

Which external groups will benefit from and engage with this research?

#### Funding

Who might fund it? A grant, big company, start-up, government agency, NGO, philanthropy? Be as specific as you can, better not to just say "DFAT" - what group or individuals within DFAT?

#### Scope and scale

How "big" is this research project? What does it look like? What is the best guess on human resources, office space, materials, travel, timing and so on.

#### Strategy and values

Alignment with ANU Strategic plan and values

#### Notes

Any other information that might help develop an externally funded project