



Kantara Consulting

Government Funding Services

August 2025



Kantara Consulting: About Us

At Kantara Consulting we partner with Australia's most innovative companies, accelerating their growth through funding and corporate affairs services. We have scientific, commercialisation and Australian policy expertise, helping our clients unlock funding and strategic partnerships that drive market success.

Our clients frequently appear on Australia's Top 100 Innovators list and include recipients of the Prime Minister's Prize for Innovation and Order of Australia honours.

Our mission is simple: Help emerging life science companies make their positive impact on the world.



Kantara Consulting's differentiator is its expertise, focus and passion for the Australian life science industry. We specialise in bridging the communication barriers between the science, business, academic and political worlds.

We specialise with helping biotech companies accelerate their growth through leveraging government incentives and support programs as well as through increasing their profile and their influence with government bodies.

Government Funding Services

Kantara Consulting offers two types of Government Funding Services:

1

A fully outsourced, end-to-end grant writing service including grant strategy, stakeholder management, grant writing, project management and submission.

2

A grant preparation program and review services.

1

Outsourced Grant writing Services

Overview

Objectives

Obtain funding support for your company's project pipeline

Key Deliverables

- Strategic advice on project structure
- Preparation and submission of grant applications

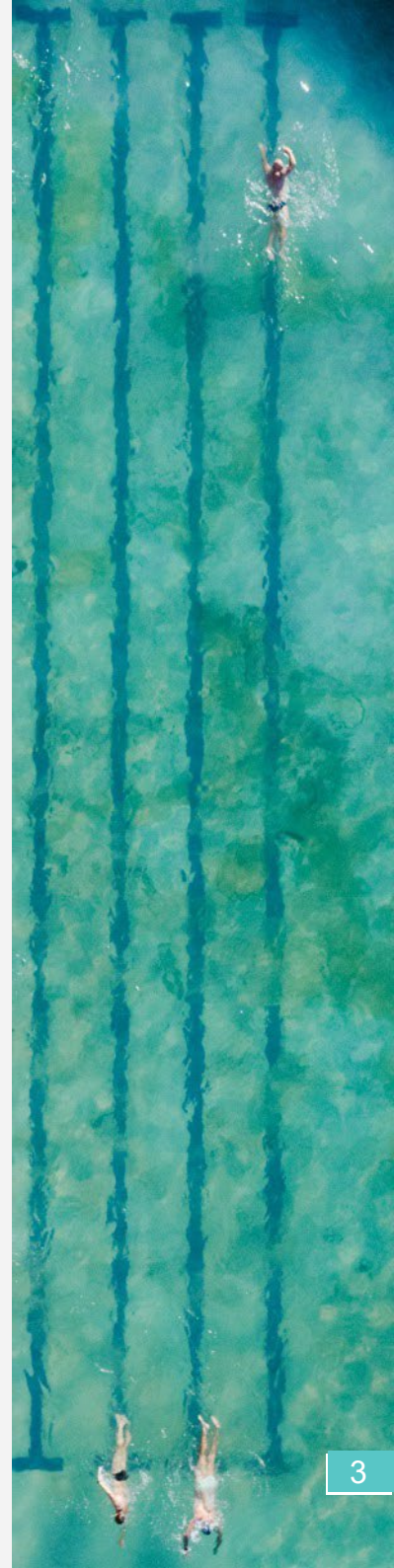
Investment

- Fixed Investment between \$10,00 - \$20,000 depending on application.
- Success fee of 7.5% of any Government funding received.

Success fee may be partly paid via an equity or ESOP arrangement upon further discussion.

Scope

- Grant workshop and strategy development
- Preparing grant application and supporting documents for review and approval
- Project management of grant preparation and submission process
- Liaising with relevant government agency in relation to the grant preparation and eligibility process
- Assistance with submission of grant application



2

Your grant partner program

Overview

Objectives

To equip you with the skills, strategies and support to craft compelling and successful grant applications.

Key Deliverables

- Two interactive workshops (2.5 hours each)
- A one-to-one follow-up session for personalised advice on grant structure and strategy.
- Ongoing grant alerts
- Grant templates

Extra

- Grant review services

Investment

- \$2,000 + GST
- Optional Grant Review Services: Approx \$3,500 + GST per grant, per review.

Scope – Grant Partner Program

- Tailored for SME businesses based in Australia seeking non-dilutive funding.
- Workshop 1 (2.5 hours):
 - Understanding the Australian non-dilutive funding landscape
 - Developing your non-dilutive funding strategy
 - Positioning yourself for success
- Workshop 2 (2.5 hours):
 - Structuring and writing a strong grant application.
 - Effective communication styles for grant writing
 - Worked examples
- One-to-one call with Kantara Consulting's Managing Director for specific feedback on your grant strategy
- Grant templates
- Specific grants discussed include:
 - CRC-P
 - Cureator
 - Industry Growth Program
 - MRFF grants
 - Various state-based grants

Grant Partner Program

WHAT THEY SAID

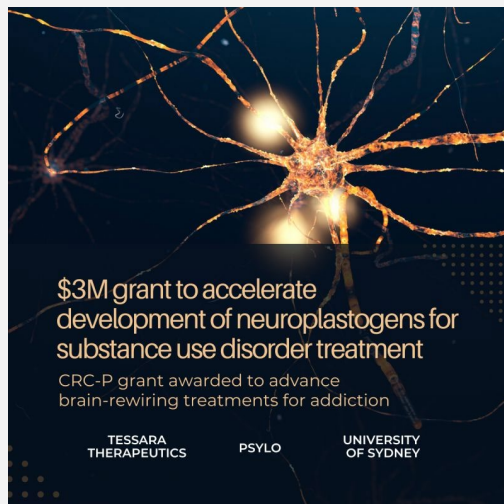
**Excellent workshop!
Recommended for every startup**

“Megan O’Connor’s masterclass was a game-changer for industry participants. She demystified the grant landscape with clarity, pragmatism, and insight into how to write strategically. Whether you are new to industry grants or refining your strategy, this workshop delivers real value and actionable tools”

NET PROMOTOR SCORE 9.375



Selected Work over the last 12 months



Neo-Bionica: \$250,000 to drastically improve the efficiency of prototyping technology for first-in-human trials for the neurotech industry.



AusBiotech has also received \$2 million to deliver a commercialisation advisory support service for Australian biotech and medtech companies that are part of the IGP.



Xylo has worked with Kantara Consulting on several projects and found Megan and the team to be extremely professional and thorough. In addition to managing the grant writing process for our CUREator application under a tightly controlled timeline, Megan guided our presentation and Q&A preparation—helping the team deliver a polished, confident pitch. Working with Megan has saved us time and resources and made our investment in seeking grants far more strategic. – Josh Isman, Ceo and Co-Founder

Who



Kantara Consulting is led by Dr Megan O'Connor (PhD, MBA), who has over 10 years of top-tier consulting experience and a PhD in Neurobiology. Before starting Kantara Consulting, Megan was the National Leader for Life Sciences at Deloitte's Global Investment and Innovation Incentives Team. Megan started Kantara Consulting to bring top-tier consulting services to the Australian SME, biotech community.

Qualifications

- Master of Business Administration (Executive): Australian Graduate School of Management, Australia
- Doctor of Philosophy, PhD, (Neurobiology): Lund University, Sweden
- Bachelor of Commerce (Finance): University of Queensland, Australia
- Bachelor of Science (Biomedical Science): University of Queensland, Australia

Next Steps



Review

Review this proposal and decide which services suit you best



Let's chat

Book a call via our website to discuss



Working together

Kantara Consulting will send you an engagement letter



Go time

We look forward to working with you.

Helping life science companies make their positive impact on the world.



Thank You

Contact:

Megan O'Connor, Managing Director

Meganoconnor@kantaraconsulting.com.au