

## Business Grants - Outputs and Outcomes Definition

Output	Definition / recording	Recorded by
Number of commercial buildings created or improved	Improvement means adding, renovating or repairing facilities with the aim of creating a better space. It does not include maintenance of existing facilities.	Grant recipient
Number of enterprises engaged in new markets	Engaged means they have launched a product or service into a new domestic or overseas market, or have undertaken research or attended conferences or events to prepare a launch into a new market.	Grant recipient
Number of people supported to gain a qualification	Number of people engaged in new learning supported by the grant.	Grant recipient
<b>Outcome</b>		
Number of enterprises with improved productivity	Productivity refers to the gross value added per hour worked or gross value added per worker.	Grant recipient
Premises with improved digital connectivity as a result of support	The number of supported premises where the broadband speed accessible is increased.	Grant recipient
Number of enterprises adopting new or improved products or services	Support must be for enterprises to introduce one of the following: <ul style="list-style-type: none"> <li>• Product - when it is either at pre-launch or launched to the market</li> <li>• Service - when it has been introduced to the market</li> </ul>	Grant recipient
Number of enterprises adopting new to the firm technologies or processes	A technology or process is new to the firm if it did not use a technology or process with the same functionality before, or the production technology or process is fundamentally different from those already used.	Grant recipient
Number of enterprises engaged in new markets	Engaged means they have launched a product or service into a new domestic or overseas market or have undertaken research or attended conferences or events to prepare a launch into a new market. - New market refers to a new product market (i.e. creation of a product/service that doesn't compete or replace previous products produced by the business) or geographic market (i.e. operating in a new area which could be, for example, a new region or country)	Grant recipient
Number of enterprises increasing their export capability	The number of enterprises engaged in new or enhanced export-readiness activity, including but not limited to production of an export strategy for the firm, undertaking research into	Grant recipient

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	overseas markets or actively preparing a product or service for export.	
Number of new to market products	<p>A product is new to the market if there is no other product available on a market that offers the same functionality, or the design or technology that the new product uses is fundamentally different from the design or technology of already existing products. Products can be tangible or intangible (incl. services and processes). Support must be for a business to introduce one of the following:</p> <ul style="list-style-type: none"> <li>• Product - when it is either at pre-launch or launched to the market</li> <li>• Process - when it has been introduced into the business</li> <li>• Service - when it has been introduced to the market</li> </ul>	Grant recipient
Number of people in education / training following support	Number of people continuing their education and training with support from the grant	Grant recipient