

## **The Pitch Off**

### **Frequently Asked Questions**

#### **Last Updated: 06/2025**

This document is reviewed and updated frequently. If there are any questions not answered in this document, please email [mutualbenefits@eml.com.au](mailto:mutualbenefits@eml.com.au).

#### **1. What are the key dates:**

<b>Date</b>	<b>Action</b>
<b>Tuesday, 4 July 2025</b>	Concept Submissions Open
<b>Friday, 15 August 2025</b>	Concept Submissions Close
<b>COB Friday, 19 September</b>	Applicants notified if successful or not
<b>Late September - Early October, Dates TBC</b>	The Pitch Off Workshops with finalists.
<b>Wednesday, 22 October 2025 - Day 1 WHS Show Sydney</b>	The Live Pitch Off Event

#### **2. Who is eligible to submit a concept for the Pitch Off?**

Participation in the Pitch Off is open to:

- Service providers and professional organisations with relevant registration and expertise in Australia.
- Applicants cannot currently be receiving funding from the EML Group or Mutual Benefits Program under any existing program or partnership. If you are an existing funding partner and have a new idea or initiative you would like to discuss, we encourage you to engage through your partnership manager or established channels. This ensures alignment with your current agreement and supports a streamlined approach to exploring new opportunities.

Employees, officers, contractors, or immediate family members of EML, its subsidiaries, or associated entities are not eligible to participate.

EML reserves the right to verify eligibility and exclude any participant who breaches these conditions.

### **3. How do I disclose a potential conflict of interest?**

If you are aware of a potential conflict of interest please email [mutualbenefits@eml.com.au](mailto:mutualbenefits@eml.com.au) to disclose all relevant information so that an informed decision can be made on whether we can move forward with the proposed initiative.

### **4. Can I submit more than one concept?**

Yes!

If you have different types of initiatives in mind that align with risk management or injury prevention, we want to hear about them!

Whilst we are happy for you to submit multiple applications, only one concept per organisation will be eligible to progress as a finalist to The Pitch Off event.

### **5. I have previously submitted my concept to the EML Group, via Mutual Benefits or otherwise, and it did not proceed. Can I resubmit this concept again?**

No, if you have already submitted a concept via other forums, this cannot be re-submitted for the Pitch Off.

For The Pitch Off, we are looking for innovative, unique concepts that are outside the box and initiatives we haven't seen or heard of before.

### **6. How would Mutual Benefits address the scenario where multiple people submit the same concept?**

Each concept will be evaluated based on a set criterion which can benefit EML Group Customers and/or the broader community.

It is important to note that one of the key criteria for this initiative is that the concept is innovative and unique. If there are multiple people submitting the same concept, it may not meet this criterion.

### **7. Can I obtain injury or claims data to support my concept?**

EML Group is unable to provide access to any claims or injury data to support your concept. If you require access to this information we suggest exploring other avenues including regulators and nominal insurers, [Safe Work Australia](#), [Superfriend](#), or refer to the ["Inside the Minds of Australia's Workplaces" Mental Health White Paper](#) for key insights and trends in the Workers Compensation industry nationally.

### **8. How will I know if my application is successful?**

Successful applicants will be notified via a phone call by **5pm 19**

**September** and offered the opportunity to participate in the live Pitch Off at

the WHS Show Sydney in October. If you accept the invitation, the Mutual Benefits Team will arrange a workshop with you to run through how “The Pitch Off” will work and what things to consider for your presentation.

**9. What happens if my concept is not selected?**

The Mutual Benefits team will contact you to let you know you were unsuccessful by **5pm Friday 19 September**.

Noting that, we are always on the lookout for innovative initiatives, so if your concept has great potential and alignment, we may connect with you in the future to discuss your concept further.

**10. How long do I have to present at “The Pitch Off”**

Each of the three finalists will have 5 minutes to present their concept to a panel of judges and an audience with 2 minutes of live Q&A.

**11. During the presentation - how many presenters can be on the stage?**

Each presentation can have up to two presenters on stage

**12. What does the winner of “The Pitch Off” receive?**

The winner of the Pitch Off will secure a \$50,000 funding commitment from the Mutual Benefits Program to turn their concept into reality. A formal agreement will be negotiated following the event. See the terms and conditions for details.

**13. What about my Intellectual Property?**

Participants retain ownership of all intellectual property (IP) submitted or presented during the event. Participants should acknowledge that the event will be conducted in a public or semi-public forum and that ideas presented may be visible to third parties. EML takes no responsibility for any third-party misuse, duplication, or exploitation of ideas presented. The applicant is solely responsible for protecting any intellectual property rights (patents, trademarks, copyright, trade secrets etc.) and are advised not to disclose trade secrets or proprietary information unless adequately protected. Further information can be found in our [T&Cs](#)

**14. What will happen post the event if I am the winner?**

If you are the winner of The Pitch Off the following steps will occur post event:

- EML group will be in contact to set up a time to meet and discuss the next steps of getting your concept up and running.



- An agreement will need to be signed, highlighting the terms and conditions of the funding.
- A timeline for commencing the initiative will be discussed and implemented.