

Since July 2012, ICN has assisted companies win almost \$134M in orders. Congratulations to the following companies: AME Systems, Auslec Electrical Distributions, CEVA Freight (Australia), City of Greater Geelong, DHL Express, DHL Global Forwarding, Gordon McKay, Haycolec Industries, Industrial Conveying (Australia), Lawrence Group, Lyons Constructions (VIC), Mainfreight Distribution, Markery Industries, Melbourne Facades, Nicholson Construction, Peddle Thorp Architects (VIC), Silver Thomas Hanley International, Taylors Development Strategists.



## Minister's Comment

I was delighted to be part of the recent Industry Capability Network (ICN) networking event where I announced several key Victorian Government reforms to the Victorian Industry Participation Policy (VIPP).

From 1 January 2013, these reforms will help ensure that local businesses have even more opportunity to gain work in government projects.

For instance, the introduction of a 'contestability assessment' will see the ICN provide Government agencies with a list of 'contestable' items for which short-listed bidders should consider local suppliers.

While promoting opportunities for local businesses, it will avoid the cost of bidders completing VIPP plans for projects that by their nature will be delivered locally anyway.

Another feature is a revised process allowing early identification of opportunities for local industry. This means the ICN can then promote upcoming work to relevant suppliers, helping increase local participation and boosting small and medium business engagement.

Other changes include the VIPP e-plan, an online application process making it easier and cheaper to bid for work and offers dynamic in-form assistance, increased security and improved quality.

And a new requirement to complete Post Contract Verification of outcomes will be introduced to give stronger rigor and accountability.

The Victorian Government developed these reforms as part of our Manufacturing Strategy. I encourage you to learn more about these important reforms, by visiting [www.dbi.vic.gov.au/vipp](http://www.dbi.vic.gov.au/vipp) and contacting the ICN.



The Hon Richard Dalla-Riva MLC  
Minister for Manufacturing, Exports and Trade  
State Government of Victoria

## SEASONS GREETINGS



Peter Yates, management and staff of Industry Capability Network Victoria wish you a safe and happy festive season and look forward to working with you in the new year.

Please note we will be closed for business from Friday 21st of December through to the 2nd of January.



## Executive Directors Comment

ICN Victoria has been actively supporting local SMEs wins over \$234 million in orders across a variety of business opportunities in Australia and overseas during 2012.

Currently there are over \$300 billion in project opportunities across Australia comprising:

- Australian resources projects of \$268.4 billion;
- 41 Victorian based projects with committed values of \$17.4 billion ; and
- Another 59 projects being planned valued at \$16.2 billion.

These projects provide an array of business opportunities for industry. However, the challenge is to be aware of the opportunities and then determine how to best position the company to make the most of these prospects.

Despite the current headlines, mining companies have committed a record \$268.4 billion to 87 major resource projects across Australia. This is made up of 51 minerals projects, 18 gas and petroleum projects and 18 infrastructure projects. ICN can assist.

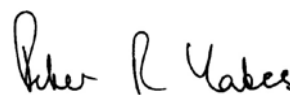
In Victoria, ICN is working on 5 key strategic projects valued at over \$5 billion – These include the Victorian Comprehensive Cancer Centre, Bendigo Hospital, manufacture of 50 new trams, Melbourne Park Redevelopment and Regional Rail Link.

To enable us to assist you access these opportunities you need to:

- Update your company profile today on ICN Gateway – [www.icngateway.com.au](http://www.icngateway.com.au)
- Register your interest on projects using ICN Gateway
- Ensure that your website is relevant and regularly updated

These free activities will mean that the national ICN Business Capability Advisers can nominate your company for relevant business opportunities with certainty of your industry capability.

If you are not sure of your ICN profile details or how to access your information, contact us today – 03 9864 6735 or email [info@icnvic.org.au](mailto:info@icnvic.org.au). Please remember with offices across Victoria, ICN Victoria is available to help you.



Peter Yates  
Executive Director, ICN Victoria



## Case Study – Little Creatures

Originating in Fremantle, Little Creatures Brewery has since opened a venue in Melbourne, and is now currently in the process of setting up a new brewing facility in Geelong – investing a total of \$60M.

As part of the Geelong project, Little Creatures wanted to ensure local businesses were able to participate where possible. In support of this, ICN's Regional Manager Peter McCracken provided assistance in connecting Little Creatures with local Australian suppliers to supply a significant portion of the process equipment and services required.

Through ICN's extensive Gateway database, Mr McCracken was able to introduce Little Creatures to a number of suitable suppliers such as Ovivo Water Australia Pty Ltd who are supplying the Phase 1 waste

water treatment facility. Other Australian companies participating in the project include Shepparton based company J Furphy & Sons Pty Ltd who are manufacturing over 30 tanks and vessels for the brewery.

Alex Troncoso, Head of Brewing Development said, "the ICN Barwon South Coast office provided an effective means for us to make contact with local industry and build a network of contacts, as well as helped us to feel a part of the local community".

Little Creatures plans to complete construction of its latest edition early 2013 and open to the public a little later in the year. Initially there will be approximately 20 full-time employees at the brewery, with additional local resources used for support areas such as logistics and repairs and maintenance of the site.

## Enterprise Connect: Leadership 21 inspires business owners



Owners and managers of small and medium businesses around the country now have access to a custom designed leadership course.

The Leadership 21 course is specifically designed to meet the needs of owners and managers of Australian SME's. Developed in partnership with Enterprise Connect and in consultation

with owners and managers, Leadership 21 is based on outstandingly successful programs from New Zealand and the United Kingdom.

This unique personal and business development course is equipping owners and managers with the knowledge and practical skills they need to move their business forward. The Leadership 21 program helps business leaders explore new ways to deal directly with challenges and opportunities as they arise.

Over 160 small and medium businesses have either completed or are undertaking Leadership 21 to date, and the results have been extremely positive. Participants were impressed with the syllabus and the calibre of presenters, leaving the course empowered and motivated to make a difference. They have also reported significant improvements in their business and their individual leadership performance.

### For further information:

**Enrolments:** Contact Deb McLatchie on 03 9349 8446 or email [d.mclatchie@mbs.edu](mailto:d.mclatchie@mbs.edu)

**Program information:** Contact Leeanne O'Connor on 03 9349 8264 or [l.oconnor@mbs.edu](mailto:l.oconnor@mbs.edu)

**Enterprise Connect:** [www.enterpriseconnect.gov.au](http://www.enterpriseconnect.gov.au) or call 131791

*Caption: Olympic Gold medallist, Drew Ginn lends his medals to four participants during their final Leadership 21 session.*

## Health Care Forum

In November, ICN hosted an industry roundtable session and networking forum in conjunction with KPJ Healthcare – one of South East Asia's leading providers of healthcare, and the Australia Malaysia Business Council.

The forum coincided with KPJ's Managing Director visit to Melbourne.

Six Australian healthcare specialists presented their capabilities in the roundtable session, which preceded a networking function attended by over 40 industry guests at ICN's Melbourne office.

KPJ Healthcare has a network of 21 hospitals in Malaysia and another two hospitals in Indonesia.

The group plans to invest some RM867 million (over AUD \$272M) during the next three to four years to develop new hospitals in Malaysia - namely Sabah Specialist Hospital, Pasir Gudang Specialist Hospital, KPJ Pahang Specialist Hospital, KPJ Specialist Hospital Bandar Dato Onn, KPJ Perlis Specialist Hospital and KPJ Muar Specialist Hospital - which present significant collaboration opportunities to Australian firms.

*KPJ Managing Director Datin Paduka presents to Australian industry on the group's hospitals and aged care facilities expansion plans.*



## Promotion – AutoCRC

Need engineering capability to help your company innovate?

### AutoCRC Undergraduate & Masters Final Year Program

Companies recognise the importance of innovation for their long-term sustainability, but often lack resources for exploration of new ideas. Final year student engineers represent an often untapped source of capability, who can bring their skills, energy and enthusiasm to your projects in return for experience in a professional environment.

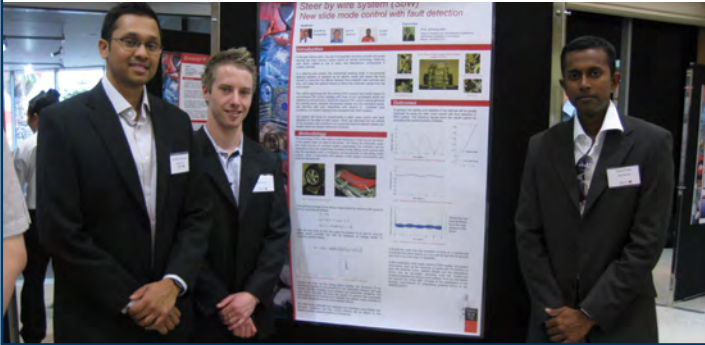
The AutoCRC final year project program provides a great opportunity for organisations to explore emerging trends & techniques and develop, test and employ new ideas.

The program offers companies:

- Quality, useful research outcomes
- Experienced university supervisors to keep the project on track
- Funding, supplied by AutoCRC for materials, licenses & travel / admin expenses etc.
- The chance to evaluate the best new soon-to-graduate engineers first
- Flexible project length and team size
- A program of events for networking and reviews
- The development of the next generation of promising engineers

For further details please visit [www.autocrc.com](http://www.autocrc.com) or contact Jacqueline King, Education and Communications Manager at AutoCRC on 03 9948 0458 / 0404 045293 / [jvking@autocrc.com](mailto:jvking@autocrc.com)

Students showcase their work at a mid-year review event.



## EOY Networking Function and Xmas Closure

On December 10, ICN Victoria held an end of year networking function with over 600 people coming together at Melbourne's Crown Casino with guest speakers The Hon. Richard Dalla-Riva MLC - Minister for Manufacturing, Export and Trade, Paul Johnson – Energy Resources Supplier Advocate and ICN Victoria's Chairman, Tim Piper.

The well planned event was a huge success encouraging networking activities for all guests to mingle within their own sectors as well as providing openings to branch out and make other connections that they would not as easily had the chance to meet.

Please note ICN Victoria will be closed for business from Friday the 22nd of December through to the 2nd of January. We wish you a safe and happy festive season and look forward to connecting you to more Victorian business opportunities in 2013.



## Opportunity: Southeast Australia Defence Services Supply

Registrations are sought from companies and businesses to provide maintenance and support services to Defence facilities and infrastructure.

Registrations are sought from companies and businesses who are able to potentially provide maintenance and services to various metropolitan and regional defence facilities located in ACT, Southern NSW, Victoria and Tasmania. This encompasses a diverse range of facilities across South Eastern Australia, and includes small offices and training facilities to major bases and infrastructure.

Detailed below are the regions referred to in the project registration process on ICN's project Gateway:

- Nowra / Jervis Bay Area  
*Includes Nowra, Shoalhaven, Jervis Bay, Wollongong*
- South Eastern NSW  
*Includes Eden, Cooma*
- Southern Central NSW  
*Includes RAAF Base Wagga, Kapooka, Cootamundra*
- Australian Capital Territory & surrounds  
*Includes Brindabella Park, Campbell Park, Canberra Training bases, HMAS Harman, Goulburn, Young, Cowra*
- Northern Victoria  
*Includes Mulwala, Albury, Bandiana, Bonegilla, Wirlinga, Benalla, Beechworth, Wangaratta*
- North Western Victoria  
*Includes Mildura, Red Cliffs, Robinvale*
- Central Victoria  
*Includes Puckapunyal, Echuca, Ballarat, Bendigo, Woodend*
- Eastern Victoria  
*Includes RAAF Base Sale, Dutton, Morwell, Bairnsdale*
- Western Victoria  
*Includes Warrnambool*
- Melbourne & Outer Metro  
*Includes Victoria Barracks, Watsonia, Fishermans Bend, Point Cook, HMAS Cerberus, Crib Point, Geelong, Pakenham*
- Northern Tasmania  
*Includes Devonport, Launceston, Burnie*
- Southern Tasmania  
*Includes Hobart, Buckland*

To register your interest in these opportunities please visit ICN Gateway at [www.icngateway.com.au](http://www.icngateway.com.au)

To find out more please contact Bob Stevenson, Regional Manager for Gippsland on 03 5972 1005 or email him at [bstevenson@icnvic.org.au](mailto:bstevenson@icnvic.org.au)

## Register or update your profile

With many opportunities being listed on ICN Gateway, it is more important than ever to make sure you are registered and have an up-to-date profile.

To assist you in ensuring you have the best company profile and project opportunities we have developed some instruction sheets that are full of great tips and information. Click on the links to find out more.

[http://www.icnvic.org.au/register\\_your\\_business.html](http://www.icnvic.org.au/register_your_business.html)

