

Minister's Comment



On 19 October 2009, the Brumby Government announced that Alstom and Bombardier have been shortlisted to design and build Melbourne's fleet of 50 new low floor trams as part of the Brumby

Government's \$38 billion Victorian Transport Plan.

The new trams will be designed to maximise passenger comfort and will increase accessibility for disabled and wheelchair passengers to the tram network. The first of the new trams will be in service in 2012.

At the same time the tram contract was declared a Strategic Project under the Victorian Industry Participation Policy.

Under the declaration, the Brumby Government requires at least 25 per cent of the manufacturing contract to be local content. In addition, local content will be a formal selection criteria in tender selection with a weighting of 10 per cent.

Further, ICN will play a critical role in working with the shortlisted companies to identify local content opportunities and ensure that the VIPP requirements for this Strategic Project are met.

Following this declaration, the local content provision is expected to create at least 150 direct jobs in Victoria and the total local content over the life of the contract will be more than 50 per cent.

This tender highlights the Brumby Government's policies to support local sub-contractors and suppliers and underlines our ongoing commitment to Victorian manufacturing.

Martin Pakula MP
Minister for Industry and Trade

ICN's 'Regional Industry Link' Program Expanded Across Victoria

Following a successful pilot program in which it delivered \$15M in new business to provincial Victoria, ICN's Regional Industry Link (RIL) program has been expanded state-wide across all metropolitan and rural Victorian municipalities.

By registering at www.regionalindustrylink.com.au Victorian businesses will now be able to take advantage of this program that provides access to opportunities and major projects across the State.

The plan to expand the program was proposed by The Hon. Jacinta Allan MP, Minister for Regional and Rural Development and supported by the national Regional Development Council (RDC). Ms Allan said:

"The program has produced tremendous opportunities for local, regional industries and businesses... Extending this program across Victoria will bring these benefits to more regional communities and metropolitan industry and business."

Local Manufacturer Wins Multi-Million Dollar Contract with the New Royal Children's Hospital

Due for completion in 2011, the \$1 billion new Royal Children's Hospital (RCH) is one of the largest hospital developments in Victoria and its commitment to the Victorian Industry Participation Policy (VIPP) is ensuring some significant contracts for local industry.

VIPP is a Victorian Government initiative designed to maximise local industry involvement in Government-funded projects and purchases. The Policy is facilitated by ICN and ICN Business Capability Adviser Frank Tomisich is working with the RCH project to advise all parties on VIPP processes and assist identify suitable local suppliers.

Oakleigh-based Assa Abloy was among companies nominated by Frank for a multi million dollar contract to supply locks, door furniture and door control to be fitted throughout the hospital. Following successful tender negotiations, Assa Abloy was awarded the contract.

To Assa Abloy, this was a significant win. Assa Abloy Regional Sales Manager Architectural Vic /SA Mark Gardner said:

"It's no small thing to get a contract like this."

The web-based program which notifies users of relevant opportunities and allows purchasers to search its database for local capability has been used to collect business registrations and data on industry capability by more than 20 projects to date, including four major water infrastructure projects under the Government's Our Water, Our Future plan. ICN's Regional Program Manager Jim Barraza said:

"RIL has been well-received by councils, project managers and local industry. To date, it has attracted more than 4,500 registrations from businesses and contractors throughout Victoria. We look forward to seeing this number climb as more businesses have the opportunity to benefit from the program."

For more information visit www.regionalindustrylink.com.au or contact Jim Barraza on 0400 085 143 or jbarraza@icnvc.org.au.



"It means a lot for local manufacturing and communities... It also gave people confidence in our long term prospects ... we were assured of three years work which we knew would lead to other opportunities as well."

The new RCH is being delivered as a Public Private Partnership (PPP) under the State Government's Partnerships Victoria model.

This partnership will see the public sector (RCH) continue to operate the hospital and provide all core clinical services, staffing, teaching, training and research, while the private sector (Children's Health Partnership) will finance, design, construct and maintain the new hospital building.

The Children's Health Partnership consortium comprises International Public Partnerships as equity holders, Bovis Lend Lease as builder, Spotless Group as facilities manager and architects Billard Leece, Bates Smart and HKS (US).

For more information on opportunities with this project contact Frank Tomisich on 0409 258 513 or email ftomisich@icnvc.org.au.



Desalination Project Provides a Wave of Opportunities

With the construction of Victoria's \$3.5 billion desalination project expected to create thousands of jobs and opportunities for local industry, ICN Business Capability Adviser Chris Reilly is anticipating a busy period ahead.

Chris has been seconded to work as part of the procurement team at AquaSure, the consortium which won the bid to build and operate the desalination plant. Chris will assist with engaging local industry and encourages local businesses and contractors to register their interest in the project:

"There are many opportunities for local communities and industry to become involved, ranging from equipment and service hire, to the supply of products and transport. We encourage anyone who is interested to register with ICN's Regional Industry Link – www.regionalindustrylink.com.au."

Australian Company Wins First Major Desal. Contract

Victorian-based Tyco Water recently won the first major contract to be awarded by AquaSure, securing \$150M of work to supply 84 kilometres of pipeline for the project. The pipeline will be built at Tyco Water's Somerton plant, creating around 50 new jobs and securing 50 existing jobs.



ICN to Continue Successful International Programs

ICN Victoria will continue two successful programs assisting Australian companies access opportunities with the Delhi 2010 Commonwealth Games and the Shanghai World Expo 2010.

The programs are funded by a Federal Government 'Supplier Access to Major Projects' (SAMP) program. ICN Executive Director Peter Yates welcomes the opportunity to continue ICN's work with these projects:

To date, SAMP funding has allowed ICN to assist Australian companies win 22 contracts worth more than \$45M with the Delhi Commonwealth Games and is successfully working to secure contracts with the Australian Pavilion at the Shanghai World Expo 2010. The next year will be critical in the lead up to these major events and we expect many more opportunities for Australian industry will be identified."

Federal Member for Isaacs Mark Dreyfus announced the new round of SAMP funding on behalf of Federal Innovation Minister, Senator Kim Carr, at Advanced Polymer Technology Australasia / Sports Technology International (APTA/STI)'s factory in Dandenong.

APTA/STI, which manufactures high performance sports surfaces, benefited from previous SAMP-funded activities when ICN, through its involvement in the Australian International Sporting Events Secretariat (AISES), assisted it to secure a contract for the supply of synthetic hockey turf to the

Commonwealth Youth Games. It has since been awarded a major contract to supply synthetic hockey pitch surfaces for the Delhi 2010 Commonwealth Games and the 2010 Hockey World Cup.

Dr Martin Schlegel of APTA/STI commented that "AISES trade missions, such as the recent mission to India, are important and proven business tools that put companies such as STI/APTA and its local representatives in direct contact with the decision makers."

For more information on ICN's international programs contact Michael Fairbairn on 0405 098 915 or email mfairbairn@icnvc.org.au.



Above:

ICN Vic Executive Direction Peter Yates, ICN National Executive Director Derek Lark, APTA/STI Managing Director Dr. Martin Schlegel, Federal Member for Isaacs Mark Dreyfus, ICN Chairman David McLaughlin, Mike Lawson, Department of Innovation, Industry, Science and Research at the SAMP funding launch

Staff Update

ICN welcomes five new staff members.

From left to right, top row: Business Capability Adviser Peter Moore, Victorian Industry Participation Policy (VIPP) Analyst Serey Thir and Business Capability Adviser George Gasparotto.

From left to right, bottom row: VIPP Administrator Mae Vuong and Administrator and Business Researcher for the Melbourne and International teams Vicky Tran



Australians Urged to Buy Locally

While the economy's toughest times are reportedly behind us, the importance of buying locally wherever possible remains critical to the future of Australia's industry and job creation.

ICN's Buy Local Campaign is a state-based initiative that assists Victorian manufacturers review their supply chains and identify opportunities to replace imported items with competitive local alternatives.

Business Capability Adviser Peter Moore, who coordinates the campaign, explains that while it operates across all industry sectors, it is particularly targeting the growing green sector:

"Demand in this field is increasing in both the government and private sectors...it is an important area for Australia to build its capability. We encourage businesses in the Melbourne area to contact me to discuss local options for their supply chains."

For more information contact Peter Moore on 0447 888 004 or pmoore@icnvc.org.au.



www.icnvc.org.au

To register your company's capability visit: www.icnvc.org.au ICN Victoria is a State Government funded not-for-profit organisation.

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