

Since July 2012, ICN has assisted companies win almost \$42M in orders. Congratulations to the following companies: Andrew's Corporate Clothing, Andy Graham Welding, Danum Engineering, Futuris Automotive, Garden City Geotech, Garraway Group, Gordon McKay, Inox Fabrications Australia, J Furphy & Sons, Keppel Prince Engineering, Middy's Data & Electrical, NDA Engineering, O'Brien Civil, Sinclair Knight Merz, Sulzlon Energy Australia, Veolia Water and Victoria University



Minister's Comment

On 5 September I launched the new \$7.5 million Manufacturing Productivity Networks program (MPN), a key initiative of the Victorian Government's Manufacturing Strategy – A More Competitive Manufacturing Industry.

Business networks are an important mechanism for the transfer of information, knowledge, skills and technology among their members. The MPN program supports networks to undertake

activities and projects that will assist Victorian manufacturers to identify and implement productivity improvements, generate new ideas and products, boost exports and increase collaboration.

MPN grants are available under two streams. Networks can apply for up to \$50,000 to support activities that explore, plan for and scope productivity enhancements. Networks may also apply for grants of up to \$600,000 to undertake significant projects over three years to enhance the productivity and competitiveness of network members, for example employing a facilitator for a productivity initiative, contracting supply chain or expert manufacturing advice, exploring new manufacturing technologies or undertaking a significant research project.

For more information visit the Business Victoria website at www.business.vic.gov.au/mpn.



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



Executive Director's Comment

Every day ICN Victoria receives business opportunities from purchasers and project managers across the State looking for local suppliers and service providers. The ICN National Network is involved in over \$250 billion of infrastructure and resource projects across Australia and all of these opportunities are listed online at ICN Gateway - www.icngateway.com.au

This free site enables you to:

- 1 Create or update your company capability profile
- 2 Look for new business and register your interest
- 3 Look for ANZ suppliers

The ICN Network now has over 60,000 Australian and New Zealand companies registered on its database and therefore competition is not only strong with the international companies in our market space, but also with your ANZ competitors.

To enable you to have an edge on your competition during these difficult times, make sure that your profile is updated today. We are finding that the resource projects, in particular, are requiring profiles of companies to be accurate and complete, therefore I would encourage you to make sure that your ICN profile is up-to-date and complete in every aspect. This will mean that the National ICN Business 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 ICN today – 03 8689 2500 or email info@icnvic.org.au. Please remember with 11 regional offices across Victoria, ICN Victoria is available to help you.

Peter Yates
Executive Director, ICN Victoria

Case Study – CIT

Niche Melbourne based company, Coating & Industrial Technologies (CIT), is a creator of unique, leading edge coating systems covering applications in a wide variety of sectors including automotive, building & construction, road infrastructure and health. Approaching these markets was proving to be a challenge for CIT. Andy Balmain, ICN's plastics, composites and coatings specialist based in Tottenham visited CIT as part of ICN's SME Engagement Program focused on SMEs.

"Andy's encouragement and real understanding of our business has been invaluable. ICN provides ideas and the right connections for us to talk to and evolve our market opportunities that we would have struggled doing by ourselves", said Eric Schell – Marketing Director for CIT.

CIT has continued with further success of their Automotive coating systems, both domestically and into North America. This work has been assisted by the Federal Government's Team Australia Automotive program which CIT had been encouraged to participate in by Andy and the Victorian Government's Department of Business and Innovation.

Further developments in new materials and applications have evolved with the work undertaken by CIT which has included a range of specialty

anti-microbial coatings with huge potential applications in the health and hospital sector. ICN is playing a key role in assisting CIT diversify into these exciting new markets, particularly with some significant hospital builds underway in Victoria, across the country and the Asian region.

CIT's efforts are paying off and are now being acknowledged for the excellent work they produce. Earlier this year, they won the award for Manufacturer of the Year, in the Small Business category, at the Victorian Government's Manufacturing Awards.



Opportunity – Regional Rail Link - RRL

Regional Rail Link is a major new rail line that will separate regional trains from metropolitan trains for the first time giving Geelong, Bendigo and Ballarat trains their own dedicated track through the metropolitan system to Southern Cross Station; thereby increasing the system capacity and reliability.

Currently, ICN has been working closely with RRL to assist the Rail Systems team in the identification of potential or alternative local suppliers. At a recent Rail Systems 'Lunch and Learn' internal information session ICN Business Capability Adviser, Steve van der Lit presented to the team on the procurement work of local goods and services.

At the time of publication, ICN has been able to connect 304 SMEs to 100 packages for the project.

Any suppliers interested in becoming involved in this significant project for Victoria are encouraged to register their capability at www.gateway.icn.org.au and under Project Search choose Industry and select the Rail option. Then choose region and select Victoria.

For further information about this project contact Steve van der Lit on 0447 888 005 or svanderlit@icnvic.org.au

International Program – 2012 London Olympic Games

Candida Costa, ICN's International Business Capability Adviser, travelled to London during the Games to host a number of industry seminars for Australian companies to investigate further business opportunities in the upcoming 2016 Games in Brazil. Australian companies were introduced to members of the Rio 2016 Organising Committee, Rio's Municipal Olympic Company and the Head of the Brazilian Development Bank in London (BNDES). Candida also facilitated one-on-one meetings where Australian companies had the opportunity to showcase their products and services on live sites to Rio 2016 Olympics stakeholders.

ICN has been working on the Rio 2016 Olympic Games and the 2014 FIFA World Cup in Brazil since January 2010 through a Federal Government Program - 'Supplier Access to Major Projects' that has assisted 50 Australian companies win \$38M in export orders. A real success story.

In November this year, ICN will be supporting a trade mission to South America that will continue to build on these relationships and other various contacts established in London to identify opportunities in sports, major events, infrastructure and water.

If you would like to become involved in our international opportunities or join the trade mission, please contact Candida Costa on 0413 269 848 or email ccosta@icnvic.org.au



Resources Program

Good News Story – C4i secures contract for the APLNG project

Communications technology provider C4i, has recently been awarded a contract to supply its advanced communications system for the APLNG project in Queensland.

The project involves the delivery of C4i's world leading end-to-end Switch^{plus}® VoIP technology to connect operators in the Brisbane central control room to plant personnel located at coal seam gas extraction sites in Queensland's Bowen, Surat Basins and at strategic sites along the 522 kilometre pipeline. This project involves the delivery of natural gas to the LNG Facility on Curtis Island near Gladstone which requires reliable means of communication across a number of distributed sites.

For over 20 years, C4i have been specialising in delivering leading edge communication solutions for defence force, government and industries operating in high availability environments. These state-of-the-art solutions provide essential interoperability between typically stove-piped communications technology, which greatly improves safety and operational efficiency.

The ICN network has been working with C4i over the past year to help them to transition from the defence industry to the booming resources sector. With the support of George Gasparotto, ICN's Oil & Gas Business Capability Adviser, C4i have attended various industry briefings including the APLNG project briefing in Melbourne.

Mining Trade Mission to Queensland

In August, Engineering Network Geelong (ENG) and ICN organised a three day trade mission to Queensland. The mission delegates from the Geelong region had meetings with and presented to key stakeholders in the Brisbane and Mackay region with the aim of building and strengthening relationships in the mining sector for Victorian companies.

Peter McCracken, ICN's Regional Manager for the Barwon South West region led the 11 companies to gain further insights into the Queensland mining industry. The delegation had meetings with local project proponents, attended networking sessions and gained a comprehensive understanding of issues facing the Queensland coal mining industry.

ENG's Manager, Kevin Foard stated that "the mission proved to be an instant success with the companies arriving back in Victoria late Saturday and by Monday morning delegates had begun tendering for work and following up leads generated from our trade mission. I look forward to working with ICN, continuing the support in all facets of business, industry and networking together for our mutual benefit."

ICN and ENG are now planning future industry activities together.



For more information about ICN's Resources Program including industry briefings and trade missions visit: www.icnvic.org.au/resources

Enterprise Connect

Over the past two years Steve van der Lit, ICN Business Capability Adviser has been a dedicated resource working directly with Regional Rail Link (RRL) to engage local industry into the project. RRL is a major new rail line that will separate regional trains from metropolitan trains in Victoria.

The RRL Project identified that successful firms need to embrace sustainable business practices and have a culture of continuous improvement and as a result Enterprise Connect was introduced to Regional Rail Link | Rail Systems.

Enterprise Connect is a partner organisation of ICN that provides comprehensive advice and support to eligible Australian SMEs to help them transform and reach their full business potential.

Enterprise Connect covers sustainable business practices as part of the holistic business review service offered to eligible Enterprise Connect clients and so it was an obvious decision for Regional Rail Link | Rail Systems to recommend that potential suppliers become involved with Enterprise Connect to identify how they can improve their performance against these key criteria.

At a recent Regional Rail Link | Rail Systems forum in Sunshine, they introduced Enterprise Connect's Business Adviser, Mal Clark to potential suppliers where he briefed them on the use of the complimentary Business Review service that Enterprise Connect provides. This no charge business review provides a road map for supplier pre-qualification required to be considered in the project.

Regional Rail Link | Rail Systems welcomed the opportunity to help local suppliers to be involved in this critical project and to date a large number of attendees have already completed a Business Review, proving the worth that Enterprise Connect can provide to SMEs.

For more details about Regional Rail Link | Rail Systems, Enterprise Connect or any localisation projects, please email info@icnvic.org.au or phone (03) 8689 2500.

Australian Government – Media Release

Small business assisted under clean energy package

The Gillard Government is providing small businesses with significant assistance as part of its Clean Energy Future package; recognising the central role the small business sector plays in our economy.

One element of this package will provide small businesses with a significant tax break when they buy equipment for their businesses as the asset write off threshold has been increased from \$1,000 - \$6,500 from 2012 – 13.

In addition, the Government is assisting small business through:

- A \$40 million energy efficiency information grants program which is providing small business with information on how to cut energy costs;
- \$27.5 million to extend the highly successful Small Business Advisory Service (SBAS) program for a further four years;
- Allowing incorporated small business to carry back up to \$1 million work of losses to get a refund of tax paid in the previous year.

The Government encourages small businesses who are concerned that their suppliers are misleading them about the impact of the carbon price to contact the Australian Competition and Consumer Commission.

For more information please visit www.cleanenergyfuture.gov.au

Upcoming Events

1. Australian Pipeline Industry Association (APIA) Annual Convention and Exhibition, 13 – 16 October, Brisbane:

The Australian Pipeline Industry Association Ltd (APIA) is the peak national body representing the interests of Australia's transmission pipeline sector. This year's Convention highlights the importance of the skills in the transmission pipeline sector and the need to ensure those skills are developed in the next generation, optimising the opportunities for the future. It will provide relevant, up-to-date information about projects and international issues, address technical, environmental, safety and economic challenges and look at new developments in the industry.

Attend the largest conference of its kinds in North America, over 18,000 attendees are expected to gather at the New Orleans Convention Centre where a business matching program will also be organised for mission participants during the exhibition based on pre-selected matches from mission participants. To get involved please visit www.export.business.vic.gov.au

2. Winning Government Business Workshops

The Victorian Government is currently running a number of free workshops to assist SMEs to understand the process of supplying goods and services to government. The workshops will provide attendees with practical tips and advice on:

- Contacting and marketing to government
- Understanding how Government purchases products and services, and
- Responding to government tenders and quotes to generate a competitive advantage

Upcoming workshops are:

15/10/2012	8:45am - 12:15pm	1 Magid Drive, Narre Warren Vic 3805
17/10/2012	6pm - 9:30pm	Council Offices, 44 Station Street, Cobram Vic 3644

ICN will also be there to offer help and advice. To register visit www.business.vic.gov.au

Please visit our News and Events page at www.icnvic.org.au for a full listing of all the events the ICN are currently involved in.

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. Visit gateway.icn.org.au to create or update your profile.

