

**Issue 25 Minister's Comment. New Business Opportunities** – 1200 Buildings retrofitting project, National Broadband Network, Bombardier wins tram tender. **Case study** – X'Trapolis trains.  
**New Programs & Initiatives** – National Sector Managers, International Activities, AUS Cluster.  
**Events** – Major Projects Forum, 1200 Buildings workshops.



### Minister's Comment

The Victorian Government is proud to be continuing its partnership with ICN to boost participation by local industry in major infrastructure projects across the state.

Last financial year, ICN played a key role in the successful implementation of the strengthened Victorian Industry Participation Policy (VIPP), which came into effect on 1 July 2009.

Over 2009/10, there was a 23-fold increase in the number of VIPP Plans certified by ICN and the number of tenders to which the VIPP applied increased seven-fold to more than 2,000.

Through this work, ICN helped local industry secure more than \$146 million of VIPP related orders for work on a number of major infrastructure projects, including the Desalination Plant, the Sugarloaf Pipeline, the Royal Children's Hospital and the West Gate Bridge Strengthening.

Over the next 12 months, ICN will assist in the statewide expansion of the Regional Industry Link (RIL) program, which aims to connect Victorian businesses with opportunities and major projects.

Regional Development Victoria recently awarded a grant to ICN to open an office in Warrnambool to administer the program in South-Western Victoria.

Looking ahead, the Victorian Government looks forward to ICN building on this success, driving local participation and jobs growth as we continue to identify new strategically significant projects.

And we will also be working very closely with ICN to boost exports, with programs continuing in China, India and Malaysia, as well as through the AUS Cluster initiative.

**Jacinta Allan MP**  
**Minister for Industry and Trade**

### Local Manufacture of Melbourne Trains Creates Jobs



Victoria has benefited from 135 new jobs and \$75 million in orders to industry after ICN helped rail company Alstom engage local companies for the assembly of 20 new trains. Alstom was contracted by the Victorian Government to deliver 19 new X'Trapolis trains for

Melbourne's metropolitan network. The trains are being assembled locally with UGL Rail at UGL's factory in Ballarat.

"With the support of ICN Victoria, our partners and suppliers, we expect to achieve more than 25 percent local content," said Alstom Deputy Project Manager Dominic Clark. "ICN helped us to identify Victorian based SMEs that will be integrated into the supply chain of this project."

By the end of 2010 the project will have created 65 jobs in Ballarat and an additional 70 jobs elsewhere in Victoria.

### New Tram Contract Delivers More Opportunities for Local Industry

ICN congratulates Bombardier, which recently won the tender to design, build and maintain a fleet of new low-floor trams for Melbourne.

ICN will continue to work closely with Bombardier to help identify and engage local suppliers for the project. To register as a supplier please visit [www.regionalindustrylink.com.au](http://www.regionalindustrylink.com.au) or contact Peter Moore on 0447 888 004 for more information.

### Register as a Supplier – City of Melbourne's 1200 Buildings retrofitting program

**Are you a manufacturer or supplier of retrofit products or services?**  
**List your company now for the City of Melbourne's 1200 Buildings retrofitting project!**



The City of Melbourne's 1200 Buildings Program aims to catalyse the retrofit of 1200 existing commercial buildings across the municipality of Melbourne to improve energy efficiency by 38 percent and reduce water consumption by 5 gigalitres per year.

The program is expected to drive \$2 billion of private sector investment and create 8,000 jobs between 2010 – 2020. ICN is working with the City of Melbourne to develop a comprehensive register of industry capability to support the 1200 Buildings retrofitting program.

Register your business now at Regional Industry Link at [www.regionalindustrylink.com.au](http://www.regionalindustrylink.com.au)

More information on the program is available at [www.1200buildings.com.au](http://www.1200buildings.com.au)

### Find out how you can become involved in retrofitting projects!

Register your interest to attend the **Retrofitting Opportunities for Manufacturing Businesses Program** – a series of workshops that will help manufacturing businesses understand the opportunities related to environmental building retrofitting projects both locally and in export markets.

**Registrations of interest for these events are now being taken via ICN's Events page at [www.icnvc.org.au](http://www.icnvc.org.au).**

## ICN International Activities

September was a busy month for ICN and local industry actively targeting global opportunities. ICN helped lead several trade missions, providing Australian companies with the opportunity to showcase their capability in international markets.

China was a focus with an Australian Urban Systems (AUS) mission leading a group of companies in the sustainable building sector to target opportunities in this lucrative market. An aviation sector trade mission also developed opportunities in China, leveraging off the Shanghai World Expo.

In Europe, a delegation of companies in the rail sector visited the InnoTrans Convention in Berlin. Finally, Singapore was the destination for ICN's National Sector Manager – Health, who visited Medical Fair Asia to investigate potential export opportunities for Australian companies in the health sector.

If you would like more information on ICN's international program please contact Michael Fairbairn on (03) 8689 2544 or [mfairbairn@icnvc.org.au](mailto:mfairbairn@icnvc.org.au).



Australian Pavilion, Shanghai 2010 World Expo

## International Opportunities for Businesses in the Urban Development Sector

Does your business provide goods or services to the sustainable urban development sector? Are you interested in accessing international markets?

ICN manages the Victorian Government's Australian Urban Systems (AUS) initiative, an industry cluster that promotes local firms with capabilities in the sustainable urban development sector into international markets. AUS has been successful helping member companies access business opportunities in the Chinese market as well as in regions such as South America and the Middle East.

For more information contact Dom Tassone, Project Director – AUS on (03) 8689 2538 or [dtassone@icnvc.org.au](mailto:dtassone@icnvc.org.au).



## National Broadband Network Business Opportunities

ICN is currently taking registrations from construction, equipment (sellers / resellers) and software companies to supply goods and services to the National Broadband Network (NBN) project.

The project is being delivered by NBNco and is expected to create thousands of jobs nationally over the next eight years. All company registrations collected via ICN will be available to both NBNco and the prime contractors, who will be responsible for procurement.

For more information on the goods and services required and to register your company visit [www.nbn.icn.org.au](http://www.nbn.icn.org.au).



## Major Projects Forum

Feedback following ICN's Major Projects Forum in August has been positive, with nearly 500 attendees taking advantage of the chance to learn about business opportunities with some of Victoria's largest projects.

The networking also proved valuable with more than 70 percent of survey respondents claiming to have made contacts that they expect will lead to increased business.

Presentations from the day are available on the Events page at [www.icnvc.org.au](http://www.icnvc.org.au).



## Greater Access to Opportunities for Australian SMEs

Two new positions at ICN Victoria will provide companies in the rail and healthcare sectors with increased access to business opportunities and major projects.

Tony Carney and David Ryant have been appointed in the newly created roles of National Sector Manager – Rail and National Sector Manager – Health, respectively.

The primary focus for these roles is to work nationally with industry, project managers and government to promote Australian suppliers and help them access new business and projects.

National Sector Managers have been appointed to ICNs around Australia to develop key industry sectors including clean technologies, oil and gas, the National Broadband Network (NBN Co.) and water, as well as rail and health.

For more information and contact details visit [www.icnvc.org.au](http://www.icnvc.org.au) and click on ICN Services – National Sector Manager program.



Tony Carney,  
National Sector Manager – Rail



David Ryant,  
National Sector Manager – Health