Aran Research Development & Prototypes Ltd

Profile Summary:
Aran is a leading Israeli product design, development and production services firm since 1982, publicly traded at the Tel Aviv Stock exchange since Aug 2000 (I.P.O.).

We provide turnkey services – from idea to market launch, in partnership with today’s most promising industries. Our customers enjoy creative solutions, often with IP rights, putting them in an advantageous position in their markets.


Private MedTech incubator – cardiovascular, MIS, GI

Service Activity:

BIOTECH BRIDGE CONSULTING

Profile Summary:
At Biotechbridge, we are experts in innovation, business facilitation and strategic partnerships across Australia, Israel and Latin America. We know how to navigate the market and the innovation ecosystem to find you the right opportunity or solution faster.

Our solutions
• Market Briefings
• Market Research Analytics & Business Development Plan
• In-Market Support & Strategic Engagement Program
• Meeting Facilitation & Interpreting Services
• Strategic Partnership & Business Connection Mapping
• Business & Academic Representations In-Market
• Product Claim & Data Analysis Review
• Innovation Scouting Proposal
• Technical-Scientific Advisory Services

Benefits of working with us
• We focus on your business needs
• We work closely with you until the successful completion of your project.
• You receive personalised, flexible and convenient expert services with guaranteed outcomes

What makes us unique?
• Our business cultural understanding and market insight across Australia, Israel, Latin America
• Our network capital in government, industry, R&D and commercialisation centres
• Our intellectual capital in business, science, innovation

Service Activity:

Cobalt Design Pty Ltd

Profile Summary:
Cobalt is an industrial design and mechanical engineering consulting group offering a full service range for new product development.

We create tangible new IP for our globally focused clients through user-centred insights; creative solutions; and deep manufacturing knowledge.

Our clients range from multinationals to start-ups, within a range of industries:
• Analytical, medical devices
• Commercial, industrial products
• Transport design
• Consumer products, including sporting and soft goods

Our inhouse product development capability includes
• Industrial Design
• Insight-driven analysis & research
• User-interface (GUI) design
• Product Design and Mechanical Engineering
• DFM Design for manufacture
• CAD/CAD modelling
• Simulations; FEA, Fluid, Moldflow etc
• Prototyping, 3D-Printing
• Mechanical testing (load, ingress etc)
• Production sourcing & tooling management

We bookend the above:
• At the front end, when the opportunity is being defined – Design strategy, Design thinking, Ethnographic research etc
• At the tail end, when the product is being prepared for launch – Marketing support services, CG animations, Packaging etc

Service Activity:

CSIRO

Profile Summary:
CSIRO, Australia’s industrial research and development organisation offers the services of 3000 scientists, engineers and technicians; access to state of the art facilities and deep experience in research, intellectual property management, product development and commercialisation.

The Victorian based CSIRO Manufacturing houses a diverse range scientific capability including cell and molecular biology; materials science, materials processing, chemistry; process engineering and materials characterisation. The group has deep experience in development and testing of advanced materials, chemicals and device based technologies across the Australian manufacturing sector. It has demonstrated experience in many forms of partnership including contract and collaborative research, product development and process improvement through to varying forms of commercialisation. It is ably supported by the in house SME Connect group to further facilitate access particularly between smaller businesses and Australian government investment in industrially focused research and development.

Service Activity:

Australia - Israel Chamber of Commerce Victorian Division

Profile Summary:
The Victorian division of the Australia-Israel Chamber of Commerce (AICC) promotes business, trade and investment between Victoria and Israel.

With decades of experience in building industry connections and facilitating business in Israel and with an office in Tel Aviv, the AICC can assist companies with Marketing and Branding Strategy, Market Development Plan and In-Market Support in a speedy and efficient manner.

Service Activity:

Cobalt Design Pty Ltd

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Aran Research Development & Prototypes Ltd

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BIOTECH BRIDGE CONSULTING

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CSIRO

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Australia - Israel Chamber of Commerce Victorian Division

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Mobile: +61341200600
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Cobalt Design Pty Ltd

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BIOTECH BRIDGE CONSULTING

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CSIRO

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Deakin University Australia

Profile Summary:
Deakin University has a long and proud history of Industry Collaboration, delivering innovative real-world solutions for real-world challenges. Ranked within the top 300 Universities globally, Deakin has world class facilities and researchers and a reputation for excellence in applied Research in partnership with Industry.

Each Industry partner has a dedicated commercial manager from Deakin Research Commercial who will work with them to fully scope the project to ensure the desired outcomes are achieved. Deakin is home to the Institute for Frontier Materials which has over 300 researchers working on developing new materials. Deakin is also home of the Institute for Intelligent Systems Research which specialises in advanced robotics, haptics, VR & AR solutions as well as optimisation and scheduling. These institutes when combined with CADeT, the $55M Centre for Advanced Design and Engineering Training, enable Deakin to provide solutions across multiple sectors.

Deakin University HQ - Office of the Vice Chancellor

Profile Summary:
Deloitte’s Manufacturing Team appreciates the nature of the changes that the local sector is undergoing, particularly in regard to the middle market.

The advent of the advanced manufacturing toolkit, and assisting companies in understanding which of these innovations should be prioritised for their business, and how they are integrated into individual production processes are key.

The Team has worked with a number of manufacturers on diversification strategies, and can support businesses in seeking to establish new markets and products. We work with around 600 Australian businesses in regard to their R&D and innovation programs.

Through the Boost Your Business program, we seek to bring these insights to Victorian manufacturers, focusing on the implementation of innovation strategies and intellectual property issues.

Deloitte Australia

Profile Summary:
Deloitte’s Manufacturing Team appreciates the nature of the changes that the local sector is undergoing, particularly in regard to the middle market.

The advent of the advanced manufacturing toolkit, and assisting companies in understanding which of these innovations should be prioritised for their business, and how they are integrated into individual production processes are key.

The Team has worked with a number of manufacturers on diversification strategies, and can support businesses in seeking to establish new markets and products. We work with around 600 Australian businesses in regard to their R&D and innovation programs.

Through the Boost Your Business program, we seek to bring these insights to Victorian manufacturers, focusing on the implementation of innovation strategies and intellectual property issues.

DifferenThinking Pty Ltd

Profile Summary:
DifferenThinking specializes in creating, supporting and maximising growth.

Having deep knowledge and expertise working in the Israeli market, we help our clients think differently, and build IP that can be commercialised at scale. Our team has a special interest in connecting the Victorian and Israeli innovation ecosystems supporting future prosperity and growth.

Our services cover a broad range of strategic and hands on services in areas such as:

- Process Innovation
  - Ideation – Utilising Design Thinking, Lean Canvas, Agility, to crystallise your concept
  - Usability – Using Journey Mapping, Personas Frameworks to drive focus
  - Validation – Ensuring Gap, Discovery, Scale are incorporated
  - Capabilities – Coaching, Cross Culture, Talent Management, Scalability, Innovation Skills, Team Building

- Research & Development
  - Market: identifying gaps, defining Assumption and Hypothesis
  - Research – Asking the right questions and obtaining data
  - Performance – Building high performance and co working framework
  - Optimisation – Helping you disrupt your finding, to test and validate your Hypothesis
  - Gate – Building the appropriate decision points for Go/No Go

- Product Development
  - Life cycle – Developing your Creation, OKR’s, MVP metrics and plans
  - Early Stage – What does your success look like
  - Collaboration – Co working with your Israeli partners on Value, Culture, Change
  - Feasibility – Building your Go to market strategy
  - Pricing and Performance – Understanding your cost drivers and market switch triggers

Federation University Australia

Profile Summary:
Federation University Australia (FedUni) has a long and proud history of Industry Collaboration, delivering innovative real-time solutions to everyday industry challenges. FedUni is a major contributor to the economic productivity and employment within the region it serves, with over 3000 staff. FedUni is home to the Institute for Frontier Materials which has over 300 researchers working on developing new materials. Each Industry partner has a dedicated commercial manager from FedUni Research Commercial who will work with them to fully scope the project to ensure the desired outcomes are achieved. FedUni is also home of the Institute for Intelligent Systems Research which specialises in advanced robotics, haptics, VR & AR solutions as well as optimisation and scheduling. These institutes when combined with CADeT, the $55M Centre for Advanced Design and Engineering Training, enable FedUni to provide solutions across multiple sectors.

Findex (Aust) Pty Ltd

Profile Summary:
CrownHorwash - part of Findex - is a diversified professional and financial advisory with about 120 offices across Australia and New Zealand and employing about 3000 staff. We are the fifth largest firm in Australia and have the largest regional footprint of any similar provider.

We will draw on expertise from across our network to match the outcome required with the project at hand: ours in not a turn-key solution but is rather a solution tailored to your need.

Granthornton Australia Ltd

Profile Summary:
Granthorn Thornton has a long and proud history of Industry Collaboration, delivering innovative real-world solutions for real-world challenges. Ranked within the top 300 Universities globally, Deakin has world class facilities and researchers and a reputation for excellence in applied Research in partnership with Industry.

Each Industry partner has a dedicated commercial manager from Deakin Research Commercial who will work with them to fully scope the project to ensure the desired outcomes are achieved. Deakin is home to the Institute for Frontier Materials which has over 300 researchers working on developing new materials. Deakin is also home of the Institute for Intelligent Systems Research which specialises in advanced robotics, haptics, VR & AR solutions as well as optimisation and scheduling. These institutes when combined with CADeT, the $55M Centre for Advanced Design and Engineering Training, enable Deakin to provide solutions across multiple sectors.

Granthorn Thornton provides specialist services, business advice and growth solutions to SME organisations with a focus on helping them unlock their potential for growth.

Grant Thornton’s deep experience in the SME sector provides us with the ability to understand the unique issues and constraints that SME business face on a daily business level and during its life cycle.
Hydrix Services Pty Ltd

Profile Summary:
Hydrix provides advanced engineering and product development capabilities as a service to clients who seek to deliver new business strategies through the utilization of technology.

With a comprehensive range of engineering design services, more than 75 degree qualified engineers on staff (many with Masters and PhDs) and trusted manufacturing partners we cover the full development journey from concept definition and specification through to commercial production and regulatory approval.

Hydrix has seen the successful completion more than 250 complex and sophisticated projects for organisations such as Siemens, Sunshine Heart, Cochlear, Philips and many others.

Service Activity:
- Intellectual Property; Process Development; Research & Development

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Ideation Design

Profile Summary:
Iedation Design is a multi award winning Industrial Design consultancy based in Melbourne, established in 1987 by the current directors Allan Hooworth and Jon Seddon. Ideation is a Registered Service Provider with AusIndustry, has staff of 7 designers and is located in Burwood, Melbourne.

Iedation Design has worked on a diverse range of products for both local and international clients.

This experience coupled with an excitement of breaking “world first products” infuses our product development process resulting in products of the highest calibre.

Iedation can provide a complete product development service from concept generation, 3D CAD and prototyping, through to production documentation and specification.

Iedation use both SolidWorks and Pro Engineer (Creo) 3D CAD modelling software and have in house prototyping and testing equipment to facilitate and expedite the product development process.

Iedation Design have worked across a wide range of industry sectors including: consumer electronic products, medical and scientific instruments, baby and nursery hard goods, sport and leisure and industrial / new technology products.

Service Activity:
- Product Development

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Invetech Pty Ltd

Profile Summary:
Invetech is a leading provider of new product design and manufacturing services with a broad focus in healthcare technology markets.

With a staff of more than 300, we offer specialist expertise in innovative design, engineering and manufacturing, delivering solutions that are as practical as they are marketable. Our multi award-winning portfolio has led advances across industrial, medical and consumer markets, and the creation of intellectual property has enabled our clients to break new ground, and penetrate markets with commercial certainty. It is our capacity to bring ideas to market that sets us apart.

We are ISO 9001:2008 and ISO13485:2003 certified and our quality system and development processes address FDA QSR (Quality System Regulation) for biomedical products and GAMP (Good Automated Manufacturing Process) for custom automation.

Our manufacturing facilities are ISO13485:2003 certified, supported by regular reviews and audits with world leading biomedical clients such as Abbott, boehringer and Bio-Rad.

Service Activity:
- Process Innovation; Product Development

Contact: Mr Alan Morris
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Kin8

Profile Summary:
Kin8's team includes many years of corporate experience including executives from private industry, government, universities and start-up companies. The Kin8 team is complemented by our exclusive Network which brings diverse strategic and practical senior knowledge from a wide range of experiences.

Services we offer include:
- Market discovery research
- Market entry strategy development
- Voice of customer analysis
- Value proposition articulation and testing
- Business model creation and testing
- Strategic partner identification
- Communications and go to market strategy and execution
- Product development support
- Startup development support
- Operational planning and process improvement
- Commercialisation strategy development

Service Activity:
- Marketing and Branding Strategy
- Process Innovation; Product Development
- Financial Management Planning
- Business Process and Systems Development
- Intellectual Property; Process Development; Research & Development

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Website: https://www.kin8.com.au/

KPMG (Australia)

Profile Summary:
The KPMG team is passionate about manufacturing with experience working with and within some of Australia’s most successful manufacturers (both large and small). We bring industry leading knowhow to improve the capability and profitability of advanced manufacturers. With strong local, national and global networks we are also able to connect our clients to global opportunities.

Iedation Design is a multi award winning Industrial Design consultancy based in Melbourne, established in 1987 by the current directors Allan Hooworth and Jon Seddon. Ideation is a Registered Service Provider with AusIndustry, has staff of 7 designers and is located in Burwood, Melbourne.

Iedation Design has worked on a diverse range of products for both local and international clients.

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Iedation Design have worked across a wide range of industry sectors including: consumer electronic products, medical and scientific instruments, baby and nursery hard goods, sport and leisure and industrial / new technology products.

Service Activity:
- Business Process and Systems Improvements
- Financial Management Planning
- In-Market Support
- Industry Standards Implementation & Certification
- Intellectual Property
- Marketing Development Plan
- Marketing and Branding Strategy
- Tender Guidance

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La Trobe University

Profile Summary:
At La Trobe University, we believe there are exciting times ahead for Australian Manufacturing. Industry must create impact and attain

Order to grow our client’s business.

We seek to assist advanced manufacturers to prepare their business for growth through:

· A plan to win business overseas and support (leveraging KPMG’s global network) to execute that plan; and

· A clear plan for business growth (including operational efficiency, business process improvement etc.);

In short, KPMG seeks to assist advanced manufacturers to prepare their business for growth through:

· Operational planning and process improvement
· Startup development support
· Communications and go to market strategy and execution
· Strategic partner identification
· Business model creation and testing
· Voice of customer analysis
· Market discovery research
· Technical product development
· Start-up development support
· Operational planning and process improvement
· Commercialisation strategy development

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Website: www.latrobe.edu.au

La Trobe University

Profile Summary:
La Trobe University, we believe there are exciting times ahead for Australian Manufacturing. Industry must create impact and attain market influence by embracing innovation. The synergy between invention, science, engineering, and technology will be used to take R&D and turn its outcomes into competitive and desirable products or services. We will deliver:

Development of technologically intensive products or systems that help industry compete globally in markets such as Agriculture, Infrastructure, Medical, Defence, Space and Aerospace;

Development of innovations to access these markets;

Gap analysis, assisting companies who have a product, idea, capability or development they want to bring to the marketplace;

Assistance with risk management, especially as it relates to compliance for ISO9001, AS9100, ISO 13485 and ISO14001;

Facilitating business-to-business R&D in the advanced manufacturing space domestically and internationally. We aim to match synergistic companies with La Trobe staff to build high performing teams.

Service Activity:
- Process Innovation
- Product Development
- Industry Standards Implementation & Certification

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Monash University

Profile Summary:

Monash University is globally recognised for the breadth and depth of its research. Our strong focus on partnering with industry enables SMEs to work alongside our world-leading researchers and provides access to our unique infrastructure and research platforms. In Additive Manufacturing, Monash works closely with our partners to create bespoke solutions to unique manufacturing challenges. Leveraging our network of research centres at Monash and the Clayton Innovation Precinct, we are able to draw on cutting-edge capabilities and expertise and apply these in innovative ways to provide new opportunities for manufacturers. Metal and polymer printing is a key strength, exploiting recent discoveries in metallurgical and materials science - including applying emerging technology in real world applications.

Monash has established capability in aerospace, oil, gas and biomedical industries, including manufacture of new designs and complex geometries, production of new materials with improved properties, increased global competitiveness, and innovations to reduce manufacturing waste.

Service Activity:

- Process Innovation
- Product Development

Contact:

Dr Marc Pizzi
Job Title: Industry Portfolio Manager
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Mobile: +61 428 134 110
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Outerspace Design Group

Profile Summary:

Outerspace Design product development has been transforming insights into commercial outcomes for over 25 years. Our team of 25 industrial designers and engineers with diverse skills and perspectives add depth to your project.

Equipped with a unique range of resources, we deliver better results faster:
- Full service workshop for hand sculpted and 3D printed prototypes
- Office in California for a direct connection to the technology sector
- Latest 3D CAD and visualisation software
- Dedicated deep dive rooms and video conference facilities
- Trend forecasting hub and materials library

Whether you require a turnkey solution, or a little help, we offer a complete range of services:
- research
- concept development
- 3D CAD modelling
- mechanical engineering
- prototyping
- tooling & production management

Outerspace Design. When we see the potential in a great idea, we have to make it happen. www.outerspace.co

Service Activity:

- Product Development

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PwC Australia

Profile Summary:

PwC has a dedicated international trade practice across the Asia Pacific. We support clients in evaluating export markets, developing market entry strategies, value chain analysis, navigating regulatory requirements and trade and risk management. We have teams in-country across North and South Asia to facilitate better engagements and longevity of relationships abroad.

Service Activity:

- In-Market Support; Process Innovation; Product Development; Business Process and Systems Improvements; Business Transformation; Financial Management Planning; Industry Standards Implementation & Certification; Tender Guidance

Contact:

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Rectifier Technologies Pacific Pty Ltd

Profile Summary:

Rectifier Technologies Pacific (RTP) Pty Ltd, is an Australian company with a global presence. The design of switched-mode power converters is our core technology, and products based on RTP designs are widely used throughout the world in critical power applications. Our innovative products have serviced the Defence, Scientific Instrumentation, Electric Vehicle Charging, telecommunications, Rail, Utilities and Mining industries for over 26 years, providing high reliability power supplies. RTP have designed and manufactured high performance power electronic platforms for companies to OEM, allowing them entrance into the market without a large R&D investment.

Service Activity:

- Product Development; Research and Development;

Contact:

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RMIT University

Profile Summary:

RMIT’s Advanced Manufacturing Precinct offers amazing technologies in practice, focusing on 3D printing of advanced products and components. Housing some of the most advanced manufacturing technologies available, RMIT’s Advanced Manufacturing Precinct brings design and engineering together, from digital design to digital manufacturing.

We offer: additive and subtractive process manufacturing in a range of materials; high-speed multi-axis machining centres; and reverse engineering. We focus in particular on 3D printing of advanced products and components.

Service Activity:

- Process Innovation
- Product Development

Contact:

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Website: www.rmit.edu.au
### Strategic Project Partners

**Profile Summary:**

Strategic Project Partners is a mid-sized high-impact general management consulting firm. Based in Melbourne and Sydney, Australia, we work with Senior Executives, General Managers and CEOs on difficult strategic and operational challenges. As a generalist management consulting firm we can support organisations across any part of their lifecycle. We have a specific capability in end-to-end business development – identifying strategic options, developing innovative solutions, establishing commercial deals with suppliers, channel partners and distributors, and assisting with delivery of an operational outcome.

When we deliver projects, whether it’s a strategic study or the implementation of process change, we focus on:

- Excellence in project management
- An obsessive focus on project benefits
- Robust analysis, which is clearly (and simply) communicated
- Bringing experience to bear throughout the project life cycle

Our aim is to deliver high-impact, practical results, no matter the industry the organisation is looking to succeed in.

**Service Activity:**

<table>
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<tr>
<th>Marketing and Branding Strategy</th>
<th>Process Innovation; Business Process and Systems Improvements; Business Transformation; Tender Guidance; Branding Strategy; Marketing Strategy</th>
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<tr>
<td>Contact</td>
<td>Mr David Mackay</td>
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<tr>
<td>Job Title</td>
<td>Partner</td>
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<tr>
<td>Email</td>
<td><a href="mailto:david.mackay@ipp.com.au">david.mackay@ipp.com.au</a></td>
</tr>
<tr>
<td>Phone</td>
<td>+61 3 9669 6900</td>
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<td>Mobile</td>
<td>+61 407 483 951</td>
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<td>Website</td>
<td><a href="http://www.ipp.com.au">www.ipp.com.au</a></td>
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### Swinburne University of Technology

**Profile Summary:**

Swinburne University of Technology is one of the world’s leading universities, ranking within the top 3% of universities around the world, as assessed by the Academic Ranking of World Universities, and ranked in the Top 100 universities under 50 years of age by the Times Higher Education World University Rankings.

We combine innovative, leading-edge research in Advanced Manufacturing with outstanding research facilities. This, coupled with dynamic partnerships with industry, government and other research organisations and universities, leads to world-first research outcomes that have direct benefits for the local and global community.

Our in-house world-leading capabilities include: materials processing, Industry 4.0, manufacturing process development, robotics/mechatronics, nanotechnology, bio-devices, surface science, physical chemistry, biotechnology, solar materials, photonics, data science and business analytics, internet of things, business modelling, industrial design, and technology innovation.

Talk to us today about how we can help your company get the business it deserves.

**Contact:**

- Andrew Rudge
  - Job Title: Senior Business Development Manager
  - Email: andrew.rudge@unimelb.edu.au
  - Phone: +61 3 8344 4000
  - Mobile: +61435827789
  - Website: https://www.unimelb.edu.au/

### Victoria University

**Profile Summary:**

Victoria University (VU) is one of Victoria’s leading research institutions. VU can provide end-to-end product and process solutions, as well as technical assistance for businesses in the Food Manufacturing Sector.

VU has fully equipped analytical laboratories for testing and product development, and pilot plant facilities for larger-sized projects.

VU specialises in developing innovative and collaborative projects. Utilising the resources of its various colleges VU can help businesses develop high value projects for new product and process development, and provide access to emerging technologies.

Businesses will benefit from access to VU’s capabilities in areas including Advanced Food Systems, Data Analytics, Artificial Intelligence, Engineering, Sustainability, Water and Waste Management, Alternative Energy and Smart Energy Systems.

**Contact:**

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  - Job Title: Director Office for Research
  - Email: donna.hannan@vu.edu.au
  - Phone: +61 3 9919 4708
  - Mobile: +61 410 353 742
  - Website: www.vu.edu.au

### Xsallarate Pty. Ltd.

**Profile Summary:**

Xsallarate is an advisory firm focused on strategic, marketing and growth consulting, M&A and capital raising for the technology and services sectors. Xsallarate is different from standard advisory firms or venture firms in being able to understand and improve a business at multiple levels:

- Strategic (markets, segments, directions, products),
- Operational (sales implementation, cashflow planning, financial forecasting, stock control and business metrics),
- M&A (planning and executing acquisitions or spin-offs) and
- Capital planning (directions on securing capital and driving toward an exit).

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**END OF LIST**