

List of Registered Service Providers by Name - Food Innovation Stream

As at 9 May 2019

Agent Oriented Software Pty Ltd

Profile Summary :

AOS leads the world in the revolutionary new field of autonomous and semi-autonomous systems. Current applications include decision support, oil production management, autonomous air, land and maritime vehicles. AOS specialises in operational autonomous software, covering the full spectrum, from "intelligent assistants" supporting experts in solving mission-critical problems, to autonomous systems performing tasks delegated by humans. AOS has developed the iWD™ (intelligent Watch Dog) an autonomous response system that provides a rapid and effective response to unexpected situations at large sites, sensitive areas or high value assets. In response to an alert, iWD launches an autonomous vehicle, e.g., UAV, UGV or USV, or it will direct another system, such as a remote surveillance camera, to monitor the situation. iWD is based upon a distributed, multi-agent, software architecture. AOS is currently working with Sydney University on the research and development of an autonomous bird scaring system for a wide range of agricultural enterprises.

Service Activity :

Research & Development

Contact : Mr Ian Mathieson
Job Title : Senior Software Engineer
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Phone : +61 3 9349 5055
Mobile :
Website : www.aosgrp.com

International Market :

United States of America ,United Kingdom ,

Avant Group

Profile Summary :

Avant Group offers technical engineering research support combined with marketing and commercialisation guidance and advisory services. The business specialises in technical consultancy and innovation, research and development project management and new market entry and facilitation services.

Avant Group is a team of specialised Business Advisory, Marketing Strategy and Government Grant consultants with representatives across Victoria, South Australia and New South Wales. The Avant Group team works with an array of different businesses from varying Industry Sectors to identify growth and commercialisation opportunities for its clients.

The business employs a team of engineers to assist companies in R&D project management activities. In addition, the company has a suite of services including marketing and strategic advisory, and trade assistance.

The business is a unique offering in Australia in that it is the only independent firm with multi faceted support services and a strong focus on technical innovation partnerships with clients.

Service Activity :

Contact : Ms Kate Whitehead
Job Title : Managing Director
Email : kate.whitehead@avantgroup.com.au
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Mobile : +61 409 909 694
Website : www.avantgroup.com.au

International Market :

Badalya Pty Ltd

Profile Summary :

George Gekas is the Co – Founder of Badalya. The company provides services and assistance to the Food and Beverage industry including New Product Development, Product Sourcing and support in upscaling.

George's innovation experience spans over 30 years in Australia and internationally with the size of clients ranging from start-ups to some of the most iconic well-known food and beverage brands in the world. His experience also includes retail private label development and international franchise expansion. This vast experience provides him with the knowledge you require for projects ranging from accurately preparing early stage feasibility and testing of concepts to commercialising and launching new products into the market.

The current client base includes Universities, retailers, manufacturers, brand owners, and suppliers of ingredients and packaging from the F&B industry. This extensive network ensures you are receiving the most valuable and innovative advice and support available.

www.badalya.com

Service Activity :

Early Stage Feasibility
Product Development
Process Innovation

Contact : Mr George Gekas
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Mobile : +61 424 034 747
Website : www.badalya.com

International Market :

Japan ,

Bayly Group Pty Ltd

Profile Summary :

We know you have some problems, can we help?

- Design Strategy for your business
- New Product Development
- Innovation in food and enhanced packaging
- Grow your business organically

We understand what family business is all about. Bayly is and has been a family business since 1971.

We work to ensure that your family business creates a legacy that you and your family can be proud of for generations to come.

We have a knack for creating great industrial B2B products for our customers and typically service them for many years.

By helping our customers discover the most valuable, important and unfulfilled needs of their customers, we design products that provide organic growth. This approach is cost effective and guarantees maximum product success in the shortest possible time.

We use our unique design process, proper planning and structure to ensure a delightful experience and reduce the risk of product failure.

If you are looking for family values in your business relationships, Bayly is the place to find them.

Service Activity :

Process Innovation
Early Stage Feasibility

Contact : Mr Mark Bayly
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Mobile : +61419597414
Website : www.bayly.com.au

International Market :

BDO AUSTRALIA LIMITED

Profile Summary :

Our primary services are focused on capability building for SMEs wanting to engage in export oriented international trade. We provide businesses with advice and implementation assistance in order to :

- determine "best fit" destination markets; assess product readiness; identify packaging and documentary requirements, assess supply chain options and contractual trading terms; minimise regulatory and border duty/tax impacts.

Service Activity :

Prepare for and attract Investment; Process Innovation; Product Development; Intellectual Property; Early Stage Feasibility; Research & Development; Market Positioning and Labelling;

Contact : Mr William Cole
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Mobile : +61411312429
Website : www.bdo.com.au

International Market :

beanstalk AgTech

Profile Summary :

Beanstalk AgTech helps primary producers, industry associations, research institutions, SMEs, corporates and governments solve their biggest challenges through facilitating access to the innovation and technology ecosystem. Beanstalk acts as your innovation partner to leverage cutting-edge technologies across the agri-food sector and adjacent industries through adopting a proven low-risk process to technology trialling and adoption, with return on investment front of mind. The first stage before any idea is pursued should always be customer and market validation using a customer centric design process. If you are one of the following, Beanstalk AgTech would be interested to hear from you:

Agri-food business looking for an innovative solution to an identified problem, or has an innovative idea to take to market.

Also, if you are looking to get investment ready, our 5-module approach can help you get ready for investors.

Researcher / start-up that does not meet the above SME criteria but has prospective clients who are eligible to prototype your technology to demonstrate technical merit, feasibility, and commercial potential.

Industry organisation looking to develop new innovative solutions to their agri-food sector cohort, or help them get investment ready.

Get in touch here: <http://beanstalkagtech.com/grants/>

Service Activity :

Early Stage Feasibility
Product Development
Process Innovation
Prepare For and Attract Investment

Contact : Mr William Taing
Job Title : Director
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Mobile : +61 404 459 018
Website : www.beanstalkagtech.com

International Market :

China, India, Indonesia, Japan, Singapore, Taiwan, Vietnam ,

Best Exchange Group P/L

Profile Summary :

The Best Exchange Group P/L (AUS) (trading as Global City Connect), connects organisations through value based relationships, internationally.

We are based in Bendigo Victoria and have two international offices; one in China, and one in Malaysia servicing South East Asia.

Through our platform we identify, build and maintain transaction based relationships, that align with predetermined strategic goals, predominantly for Victorian businesses. (95% VIC)

Our services are bespoke and highly customised, meaning we work with our clients to create highly targeted strategic plans and execute resulting tactics to engage, facilitate and convert trade opportunities in international markets. We focus on niche products, exporting specialist I.P. and value-added products created in Central & North Central Victoria.

We are a very well networked organisation both domestically and internationally, offering unique access and opportunities to businesses, industry groups and local government departments.

Service Activity :

Product Development; Intellectual Property; Early Stage Feasibility; Research & Development; Market Positioning and Labelling;

Contact : Mr Martin Szakal
Job Title : Managing Director
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Phone : +61421324509
Mobile : +61421324509
Website : www.globalcityconnect.org

International Market :

China, Japan, Malaysia, South Korea, Thailand, Vietnam ,

BIOTECH BRIDGE CONSULTING

Profile Summary :

- Innovation advising
- Scientific consulting agfoodtech, medtech, aquaculture
- In-market support & strategic engagement
- Market research analytics & marketing plan
- Market entry & business development
- Strategic partnerships & corporate development
- Business & academic representations

Service Activity :

Prepare for and attract Investment; Process Innovation;

Contact : Dr Antonio Castillo
Job Title : Strategic Business Facilitator
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Phone : +61434962182
Mobile : +61 434 962 182
Website : www.biotechbridge.com.au

International Market :

Chord Advisory

Profile Summary :

Chord Advisory is a mid-market corporate adviser providing financial and strategic advice (www.chordadvisory.com.au). Chord Advisory holds an Australian Financial Services Licence (no. 499615).

We work closely with our clients in making businesses and projects investor ready prior to an equity capital raising or debt financing. This helps the client to achieve the best outcome in any given transaction.

An investor readiness review may include a review of business plans, business strategy, corporate and organisational structure, governance, internal controls, historical financial track record and key material contracts. Making a business investor ready will allow management to maximise their time on the commercial aspects of the capital raising such as interacting with potential investors.

We can assist clients in raising funds from the private and public equity markets including IPOs. Chord Advisory has broad transactions experience across the different types of equity financing, with this experience accumulated across different sectors.

Chord Advisory also provides specialist, corporate finance support to in-house management teams in the delivery of efficient equity funding solutions for businesses and projects.

Service Activity :

Prepare for and attract Investment

Contact : Mr Ric Sotelo
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Website : www.chordadvisory.com.au

International Market :

CSIRO

Profile Summary :

A key part of CSIRO's role as Australia's Innovation Catalyst is connecting Australian industry with research. SME Connect is CSIRO's specialist national SME engagement team, working with companies ranging from start-ups up to those employing 200+ people.

SME Connect provides a single point of contact for businesses to interact with universities, CSIRO and other research organisations. SME Connect utilises an end-to-end facilitation model in which we work with SMEs to identify opportunities for research to benefit their business, connect SMEs with Australia's best researchers, support feasibility evaluation, participate in project scoping, provide access to voucher funding, oversee project establishment and monitor project delivery.

SME Connect provides solutions tailored to the needs of SMEs and focuses on 'making it easy' for SMEs to do business with research organisations.

SME Connect leverages its extensive networks across research and industry, and specialises in working with companies which have never before engaged with research organisations.

Service Activity :

Early Stage Feasibility

Contact : Mr Simon Hanson
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Mobile : +614 08 335 468
Website : www.csiro.au

International Market :

United States of America ,

CSIRO

Profile Summary :

Our expertise in food science helps the Australian food industry compete in domestic and global markets and make food products for Australian consumers that are safe, sustainable and taste great. Exemplar capabilities include innovative food processing, separation technologies and waste to value capabilities. The extensive list and details are provided in the link below.

<https://www.csiro.au/en/Do-business/Partner-with-our-Business-Units/Do-business-Agriculture-Food/Food-innovation-centre/Our-facilities>

Service Activity :

Process Innovation
Product Development
Research & Development

Contact : Dr SHARAD MENON
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Mobile : +61411450879
Website : www.csiro.au

International Market :

United States of America ,

Deakin University

Profile Summary :

The Deakin University Centre for Advanced Sensory Science (CASS) is dedicated to helping the sustainable growth of the Australian food industry. By using state-of-the-art facilities and renowned researchers, we aim to deliver high-quality sensory and flavour research, as well as training the next generation of sensory scientists.

Service Activity :

Product Development
Research & Development

Contact : Prof Russell Keast
Job Title : Professor and Director of the Centre for Advanced Sensory Science
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Mobile : +61 417 819 126
Website : <http://www.deakin.edu.au/about-deakin/leadership-and-governance/university-executive>

International Market :

Deloitte Australia

Profile Summary :

Deloitte Australia has a long history in assisting companies that continually create innovative products and processes during research and development activities. The innovative activities undertaken by Victorian food companies can be instigated by a number of different drivers and can be found throughout the entire food supply chain. Our approach will assist organisations to access the information and know how required to innovate and improve an organisation's ability to compete by helping to progress the commercialisation of new and innovative products.

We also provide a gateway to international thinking around innovation strategies and their connection to the sector through our global food and beverage teams.

Service Activity :

Early Stage Feasibility
Process Innovation
Market Positioning and Labelling
Prepare for and Attract Investment service

Contact : Mr Damon Cantwell
Job Title : Partner
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Mobile : +61 412 500 473
Website : www.deloitte.com.au

International Market :

China, Hong Kong, India, Japan, Malaysia, Singapore, Vietnam ,

Derio Comar Consulting

Profile Summary :

Derio Comar has 45 years experience in food microbiology and food technology with an emphasis on food safety, prevention of contamination, risk assessment and HACCP applications across a broad range of foods. Derio was also a founder and the CEO of a NATA accredited food testing laboratory. This experience brings business management skills and a unique expertise into testing requirements to achieve food safety and comply with current food regulations and labelling. Product testing techniques, including challenge studies, determine an accurate shelf life as well as assessing the microbiological risks associated with specific food poisoning micro-organisms.

The management skills and food production experience contribute to the development of practical and effective Quality Assurance programs. Product and food concept assessments can assist in building quality and safety into a product from the onset. A feasibility approach contributes significantly to the planning requirements for the development and launch of any product.

Service Activity :

Early Stage Feasibility
Market Positioning & Food Labelling

Contact : Mr Derio Comar
Job Title : Director and principal consultant
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Mobile : +61 3 488088340
Website : N/A

International Market :

Dinner For Two or More Pty Ltd

Profile Summary :

GYB Regional is a Regional Business Consultancy specializing in Strategic Planning, Market Development, Export Marketing (QIP EMDG Consultant). Chris has worked with many of the most entrepreneurial businesses throughout the region as a highly respected business consultant over the last 16 Years and has delivered many RDV programs including but not limited to MY Business My People, Grow Your Business, Business Continuity and Business Intelligence Program. GYB Regional has an extensive client base in North East Victoria which would benefit from the Voucher Programs applied for.

Service Activity :

Process Innovation; Research & Development; Market Positioning and Labelling;

Contact : Mr Christopher Green
Job Title : Managing Director
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Mobile : +61437 733 636
Website :

International Market :

Doing Business Better

Profile Summary :

Doing Business Better is a Lean Manufacturing and Lean Service specialist organisation. We partner with businesses to implement Lean business processes and systems by developing the mind-set of management to create to environment and resources to plan and sustain future growth. We work with staff to develop a culture of continuous improvement and become proactive in their pursuit of excellence and organisation efficiency. We create measurements systems to drive improvement and introduce methods, tools and techniques to drive quality improvement and efficiencies which release capacity to grow the business and maximise outputs. We transform business processes and systems to achieve targeted performance measures and standards enabling productivity improvement and release capacity to grow the business. Doing Business Better will develop internal Lean capability across your leadership team designed to ensure process innovation and productivity improvement is implemented and sustain to accelerate growth and realise new opportunities. We raise participation by managers through coaching and mentoring and create a long term path for business expansion and long term sustainability.

Service Activity :

Process Innovation;

Contact : Mr Stephen Grech
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Website : www.doingbusinessbetter.com.au

International Market :

FAPIC Pty Ltd

Profile Summary :

FAPIC works to:

- * Save money and increase business at the same time
- * Transform companies by increasing profits while reducing their working capital and growing their business
- * Improve the business performance of our food industry partners by providing novel and well established development and quality solutions
- * Provide resources and outsourced solutions to Food Industry Partners
- * Provide expertise to save time and money
- * Remove non-productive activities
- * End-to-End project management
- * Provide expertise outside of company politics & friendships
- * Use and promote World Best Practices
- * Build the internal capability to ensure successful completion

FAPIC also has access to skilled resources and programs.

Service Activity :

Early Stage Feasibility

Contact : Mr Tom Debney
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Website : www.fapicglobal.com

International Market :

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 economic productivity and employment within the regions it serves, substantiated by a new impact study by the Nous Group. Our facilities and researchers offer a reputation for excellence in applied Research in partnership with Industry. Each Industry partner will be supported to fully scope their projects to ensure the desired outcomes are achieved. FedUni School of Science and Technology contributes to the challenge of meeting today's needs without compromising future opportunities. With specialists in advanced robotics, VR & AR solutions as well as optimisation and scheduling. These institutes when combined with CADET, the \$45M Science and Engineering Precinct and our \$19 million Manufacturing Engineering Skills Centre enable FedUni to provide solutions across multiple sectors.

Service Activity :

Process Innovation; Product Development; Research & Development; Business Process and Systems Improvements; Industry Standards Implementation and Certification;

Contact : Mrs Helen Thompson
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Phone : +61 3 5327 9418
Mobile : +61 417059659
Website : www.federation.edu.au

International Market :

Findex (Aust) Pty Ltd

Profile Summary :

We are so pleased to be able to provide services under the Advanced Manufacturing Voucher. Additionally, Crowe Horwath provides professional services for clients looking to export to Asia via market access, customs and supply chain strategies. Additionally our specialist tax team specialise in R&D advice, innovation and product development. The Firm has also recently built our Community Fund and specialist team to directly work with social enterprise and not for profit groups. Additional information can be provided as needed for these additional services. I would be pleased to discuss in more detail.

Service Activity :

Process Innovation; Product Development; Intellectual Property; Early Stage Feasibility; Research & Development; Market Positioning and Labelling; Prepare For and Attract Investment

Contact : Ms Amelia Hartney
Job Title : Associate Partner
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Phone : +02 6021 1111
Mobile : +0458 027 673
Website : www.crowehorwath.com.au

International Market :

China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam ,

Food Innovation Centre at Monash (FIC)

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 them with access to our unique infrastructure and research platforms. Drawing on the world-class capabilities of Monash University, the Monash Food Innovation Centre opens new pathways to Asia by providing local food producers with the support and expertise to rapidly adapt and develop products for export markets.

By working with us, businesses can access our research expertise and consumer design led services such as early stage market and opportunity identification, product and packaging design and research in areas like food chemistry, value from waste streams, personalised nutrition, food integrity and security. To date, we have helped over 2,500 businesses develop successful innovations in Australia and Asian markets.

The Centre's end-to-end consumer-led approach uses the latest in science, technology and research to help businesses optimise their products for success. Leveraging the Monash Business School's deep research and teaching expertise across all commercial and economic disciplines, we can deploy expert capability in programs, content and individual consultants that cover the full range of business and management competencies for Australian and Asian export markets

Service Activity :

Process Innovation
Product Development
Research & Development
Market Positioning & Food Labelling

Contact : Dr Angeline Achariya
Job Title : CEO - Monash Food Innovation Centre
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Phone : +613 99051435
Mobile : +61477371949
Website : www.foodinnovationcentre.com.au

International Market :

China, India, Indonesia ,

Freshlink Services Pty Ltd

Profile Summary :

Freshlink Services Pty Ltd was founded in 2007 and Director, Neil Offner offers many years of experience in agri-business exports across government, statutory bodies and business sectors; fresh and processed products. These roles include within C/W Department of Agriculture, Australian Horticulture Corporation (now HIA), fresh produce companies, food processing companies. Also consultancies, export development retainer arrangements and directorships (private sector and Industry boards) This experience brings with it, a practical knowledge of all elements of export supply chains and an ability to communicate effectively with personnel within all sectors in Australia and overseas. Export development has been a keen interest and focus for many years and Neil Offner is very enthusiastic about ongoing opportunities for Victorian food exports.

Service Activity :

Product Development; Early Stage Feasibility; Market Positioning and Labelling;

Contact : Mr Neil Offner
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Mobile : +61434253978
Website : www.freshlinkservices.com.au

International Market :

China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam ,

Freshlogic Trust

Profile Summary :

Freshlogic is a Melbourne based specialist provider of food market information and insight to support companies assess markets and inform their research and development activities. Our capabilities are enabled by a set of unique research tools and analysis processes and deep experience in fresh food value chains and markets.

Our approach can therefore draw on up to date food market information and insights that has been designed to inform development and strategy decisions. These capacities combine to allow us to profile the complete value chain and the dynamics of value creation and capture. Our services help enterprises define market size and attractiveness, guide strategy decisions on retail, food service or export distribution channel options and frame the platforms for product differentiation. We provide access to the precedents from more developed food markets that can indicate the gaps and opportunities in other markets. We also have the inhouse research tools to undertake tailored research should that be required.

Service Activity :

Prepare for and attract Investment; Product Development; Early Stage Feasibility; Research & Development; Market Positioning and Labelling;

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Mobile : +61 418 372 988
Website : www.freshlogic.com.au

International Market :

Geoffrey W. Smithers

Profile Summary :

Geoffrey Smithers Food Industry Consulting Services (GSFICS) is managed by an experienced research scientist and scientific entrepreneur who has worked both at the bench but also at the science-business interface linking business outcomes with relevant science and technology tools. GSFICS can 'speak' both science and business language, and can facilitate strategic and innovation planning and implementation for an on-time/on-budget/on-expectation outcome.

GSFICS provides a range of services including
(i) R&D planning notably in process and product development
(ii) linking business outcomes with science/technology tools
(iii) innovation, strategic and operational planning
(iv) trouble-shooting
(v) technology audits
(vi) intellectual property management.

Further details of the GSFICS offering can be found at: www.geoffreysmithers.com.

Service Activity :

Early Stage Feasibility

Contact : Dr Geoffrey Smithers
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Website : www.geoffreysmithers.com

International Market :

Grant Thornton Australia Ltd

Profile Summary :

With an abundance of land and natural resources, and a reputation for quality products, the Australian food and beverage industry is in a strong position for continued growth and investment.

Grant Thornton's food and beverage industry team understands the opportunities and issues across all sub-sectors of the industry, and across all aspects. We advise at all stages of the food and beverage lifecycle - from production through to processing, packaging, distribution, export and beyond - and understand the pressures of running your business and the steps to reaching your strategic goals.

We can help position your business to capitalise on the latest industry trends and innovations and provide expert advice on exports, international trade, merger and acquisitions, supply chain management, financing, tax, audit, and more.

By working with Grant Thornton, our clients gain access to global expertise and relationships throughout the world.

Service Activity :

Prepare for and attract Investment

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International Market :

China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam ,

Inspirative Training Pty Ltd (Vative)

Profile Summary :

Vative are a Victorian based consulting and training provider servicing the manufacturing industry for over 10 years.

Our specialised consulting services ranges from business analysis & strategy, project management and outsourcing, quality, safety and environmental management, leadership mindset development and executive coaching.

Our training services incorporate structured and proven lean manufacturing techniques which are designed to raise the level of employee skills in alignment with business goals and objectives by improving profitability, product / service quality and team morale. Our programs educate employees on process efficiency and instil a culture in the work place that drives towards an overall growth strategy through flexibility, quality, transparency, standardisation, empowerment, and continuous improvement, helping businesses become more efficient through the reduction of wasted effort and a focus on value added operations.

Service Activity :

Process Innovation;

Contact : Mr Theo Pappas
Job Title : Director
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Mobile : +614 51 855 558
Website : www.vative.com.au

International Market :

InterGO Partners

Profile Summary :

InterGO Partners specialise in partnering with small to medium sized businesses in the FMCG sector. InterGO partners is a unique blend of highly capable senior consultants collaborating to achieve unique outcomes through expert advisory. InterGO Partners have a wealth of experience in the food and beverages industries throughout Victoria and Australia.

Service Activity :

Prepare for and attract Investment; Early Stage Feasibility; Research & Development; Market Positioning and Labelling

Contact : Mr Nathan Hyde

Job Title : Lead Partner

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Phone : +61428799931

Mobile : +61428799931

Website : www.intergopartners.com.au

International Market :

China, Hong Kong, Japan, Singapore, South Korea ,

KPMG (Australia)

Profile Summary :

KPMG Australia has a strong interest in the agriculture and food sector and is a lead partner of the new Food Agility Cooperative Research Centre. We provide a broad ranging innovative service offering expert advice and methodologies designed to help businesses to build their capability and strategy. In particular, KPMG can assist food companies in accelerating the development of new products and services to global markets.

Based on solid industry experience. KPMG works with its clients, augmenting their internal capabilities and providing a fresh, independent perspective on important strategic and operational issues. This includes bringing the best ideas through commercialisation and implementation to improve the productivity and profitability for our food & fibre sector. We draw on our considerable technical expertise, including highly qualified and experienced scientists and engineers across a broad range of disciplines, to validate and enhance innovative solutions in order to help extract maximum commercial potential. With strong local, national and global networks within food and fibre, KPMG is able to bring market insights to focus innovation and growth strategies.

Service Activity :

Early Stage Feasibility
Process Innovation
Prepare for attract investment

Contact : Ms Corrina Bertram

Job Title : Partner – Management Consulting

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Website : www.kpmg.com.au

International Market :

China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam ,

La Trobe University

Profile Summary :

La Trobe works with businesses in the food, fibre and agribusiness sector to develop differentiated products; identify system and process improvements (including streamlining supply chains); utilise new technologies in animal and plant health; and provide advice to ensure businesses use market signals to inform decisions. La Trobe's approach is to work with industry to understand their challenges and jointly identify solutions that will deliver productivity gains, increased revenue and market growth. We have a proven record of delivering services designed to meet business needs. Led by highly respected research practitioners with experience in government, education, industry and policy, La Trobe will deliver services tailored to industry needs and will manage research outputs to maximise revenue and growth for our partners. Services include process innovation, product development, early stage testing and research and development.

Service Activity :

Process Innovation
Product Development
Research & Development

Contact : Dr MaryAnne Aitken

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Phone : +61 3 9479 1124

Mobile :

Website : www.latrobe.edu.au

International Market :

India ,

Madison Cross Australia Pty Ltd

Profile Summary :

Madison Cross is a specialist strategy and operations organisation which has strength in corporate and business strategy, business transformation, marketing and customer, product & service offer development, supply chain, operations / process optimisation and technology. Our organisation has a very experienced team of senior consultants who have been on both the Executive Team of many small, medium and large organisations as well as having been partners and senior consultants across all of the major global consulting organisations. The focus of Madison Cross is development and implementation of practical strategy that delivers real results to organisations.

Service Activity :

Process Innovation; Product Development; Intellectual Property; Early Stage Feasibility; Research & Development; Market Positioning and Labelling;

Contact : Mr Tony Karabatsas

Job Title : Director

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Website : www.madisoncross.com.au

International Market :

China, Hong Kong, Indonesia, Japan, Malaysia, Singapore, South Korea ,

Matthews Steer Pty Ltd

Profile Summary :

Matthews Steer are community-focused accountants and business advisors operating throughout Melbourne, with a particular focus on the North West.

We provide tailored services for SMEs, aimed at assisting clients to build a foundation, unlock growth potential, support decision making and convert efforts into wealth.

RESULTS (<https://www.matthewssteer.com.au/testimonials-case-studies/testimonials>)

Successful outcomes our clients have achieved following our Business Growth Support program include:

- Redefining leadership team roles
- Introducing automated production lines
- Refined online sales and marketing strategies
- Adoption of Lean manufacturing processes

RESOURCES (<https://www.matthewssteer.com.au/our-team>)

We are committed to recruiting and developing new university graduates to be broadly skilled advisors.

Our core team is supported by a network of industry specific advisors.

SERVICE DELIVERY (<https://www.matthewssteer.com.au/services/business-services>)

Our proprietary business analysis programs produce maximum outcomes for clients:

- Strategic Focus Workshops
- Catalyst Program
- Virtual CFO
- 3 Way Financial Forecasts
- MS Hothouse

STRATEGIC ALLIANCES

If appointed, we will draw on our extensive network to promote the program:

- Melbourne's North Food Group
- NORTH Link
- Victorian Transport Association
- Family Business Australia
- Industry Capability Network
- Space Tank

Service Activity :

Prepare for and attract investment

Contact : Mr Stephen Wooster

Job Title : Partner

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Phone : +61 + 61 3 9325 6300

Mobile : +61 + 61 419 306 061

Website : www.matthewssteer.com.au

International Market :

Memko Pty Ltd

Profile Summary :

MEMKO's primary focus is to bring sustainable and measurable performance improvements to businesses through the integration of technology, training and process improvements.

MEMKO is able to deliver substantial and sustainable benefits to Food and Beverage Companies in a range of areas including new product introduction, specification management, cost reduction from ingredient and formula optimisation, regulatory compliance, lifecycle & information management.

Specific solution capabilities include:

- Centralised 'single version of the truth' for all specifications, recipes and documents without the need to 'rip and replace' current systems – your choice
- Optimise recipes for quality and cost
- Process optimisation and simulation tools to streamline production and supply chain processes and resolve bottlenecks
- 'Perfect Package' solution to centrally manage all aspects of package design and development including managing internal and external resources and advanced 3D design options
- Portfolio, program and project management
- Collaboration and integration platform

Service Activity :

Process Innovation
Early Stage Feasibility

Contact : Mr Brenton Dodd
Job Title : Sales Manager
Email : brenton@memko.com.au
Phone : +61 3 8605 7777
Mobile : +61 413 516 222
Website : www.memko.com.au

International Market :

Minter Ellison

Profile Summary :

MinterEllison is a leading Australian commercial, risk and legal advisory firm. Our multi-disciplinary team includes lawyers, technology consultants, governance experts, tax consultants, design thinking experts, business transformation experts and registered IP and patent attorneys who bring together a broad range of expertise to deliver solutions to different organisations in all sectors and at different stages of growth.

Service Activity :

Process Innovation;
Intellectual Property;
Market Positioning and
Labelling;

Contact : Mr Jason Mullen
Job Title : Senior Manager
Email : jason.mullen@minterellison.com
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Mobile : +61 408 574 278
Website : www.minterellison.com

International Market :

China, Hong Kong, Mongolia ,United Kingdom ,New Zealand ,

Moore Stephens

Profile Summary :

Moore Stephens (with offices in over 112 countries) has extensive experience and understanding of private business, public companies and the Not-For-Profit sector. We also provide various services to the Victorian Public Sector (VPS) and are well placed to assist as a Registered Service Provider in the Boost Your Business program.

Within Victoria, we have offices in Geelong and Melbourne.

Relevant Service offering are (further details are available on request):

- Business and strategic plans;
- Capital raising, funding and investment attraction;
- Internal controls;
- Accounting policies/framework;
- Financial modelling;
- Feasibility analysis and reports;
- Internal/external financial and board reporting;
- Business process improvement (including implementation);
- Global business engagement (SME market);
- Taxation advice (including the R&D Tax-Offset and Early Stage Innovation Companies);
- Outsourced Chief Financial Officer and Advisory Services;
- Project management (software selection and implantation);
- Implementation of cloud based accounting systems
- Exit and succession planning;
- Decisions support;
- Risk management;
- Governance advice;
- Procurement and Probity advice.

Service Activity :

Early Stage Feasibility;
Research & Development;

Contact : Mr Paul Robson
Job Title : Director
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Mobile : +61 439 373 025
Website : www.moorestephens.com.au

International Market :

China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam ,

Norton Rose Fulbright Australia

Profile Summary :

Norton Rose Fulbright can assist Australian companies looking for intellectual property advice when seeking to expand their business overseas. We can advise companies in respect of clearing their trade marks for use, seeking registered protection and managing their brands overseas. We have acted for clients in a number of sectors, including in the agribusiness, food, consumer products, pharmaceutical and technology industries.

Service Activity :

Contact : Ms Georgina Hey
Job Title : Partner
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Phone : +61 2 9330 8210
Mobile : +61 402 970 421
Website : http://www.nortonrosefulbright.com/au/

International Market :

China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam ,

OzScientific Pty Ltd

Profile Summary :

OzScientific Pty Ltd is a commercial food science and technology consultancy and a leader in innovative food research and development. Our clients are food processors, especially dairy processors, in Australia.

We provide services in

- 1) product innovation, formulation and development
- 2) process optimisation and efficiency
- 3) food analysis and characterization
- 4) grant assistance and project plan development,
- 5) market intelligence and research
- 6) factory based training in specialist processing skills.

Led by owner and director, Dr Ranjan Sharma, our consultants collectively have over 100 years of experience in food science and technology. OzScientific Pty Ltd is based in Hoppers Crossing SW of Melbourne and owns a 250 m2 pilot factory equipped with a product development kitchen, analytical laboratory and pilot plant facilities. Our strength is the deployment of innovative technologies for food processing, building new product pipelines and projects that lead to substantial business expansion for our clients.

Service Activity :

Process Innovation
Product Development
Research & Development

Contact : Dr Ranjan Sharma
Job Title : Director
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Phone : +61 3 386409709
Mobile : +61 448004996
Website : www.ozscientific.com

International Market :

Pricewaterhouse Coopers - PwC (VIC)

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.

PwC has extensive knowledge and experience in innovating new ventures building our own platforms such as PwC's Open Innovation Platform, Airtax and Nifty R&D and helping our clients of different sizes and industries create successful new ventures, for example Data61's UNLOCK incubator. Key to the success of these ventures is innovation partnered with commercialisation and business acumen.

We have been engaged by our clients to roll-out innovation programs to coach and mentor their workforce to become innovative. We have worked in partnership with QUT to deliver PwC Chair in the Digital Economy to provide digital thought leadership for Queensland. We have designed, developed and run numerous innovation events across the country and globally for a diverse range of audiences.

Social enterprises, Not-for-profits and charitable organisations are at the heart of PwC's global purpose. We are a team of committed professionals with significant sector experience working with social enterprises. We understand the particular challenges facing social enterprises and our focus is on how we can partner with you and leverage our skills and expertise.

Service Activity :

Process Innovation; Product Development; Early Stage Feasibility; Research & Development; Market Positioning and Labelling; Prepare For and Attract Investment

Contact : Dr Marcus Tierney

Job Title : Partner

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Mobile : +61 407055782

Website : www.pwc.com.au

International Market :

China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam ,

Rigby Cooke Lawyers

Profile Summary :

Intellectual Property:
registering and protecting trade marks
trade mark opposition proceedings
certification trade marks
parallel imports
branding issues and what can be protected
dealing with intellectual property infringement or threatened legal proceeding, including misleading and deceptive conduct and passing off issues
sale and assignment of IP
commercialisation and licensing of IP
all aspects of copyright, including publishing and licensing arrangements, and protecting content published in different formats, including online
identifying and protecting confidential business information through employee, supplier, business partner, funding or other commercial agreements, including Non-Disclosure Agreements
domain name disputes and transactions
software and IT agreements

Service Activity :

Intellectual Property

Contact : Mrs Karen Pither

Job Title : Head of Business Development & Marketing

Email : kpither@rigbycooke.com.au

Phone : +61 3 9321 7853

Mobile : +61 466 821 944

Website : www.rigbycooke.com.au

International Market :

RM Consulting Group

Profile Summary :

RMCG is an environmental and agricultural consultancy. We provide advice to government agencies, water authorities, institutions and private sector clients in the fields of environment, water, agriculture, economics and communities.

We apply our expertise and insight to drive sustainable resource use. RMCG provides policy, planning and technical consulting services to ensure a healthy future for the environment, industry and communities by helping them to plan and implement change. We combine our sound technical knowledge and ability to work through complex problems with a passion for working with people to develop practical, effective and fair outcomes for agriculture, the environment and the communities that depend upon it.

RMCG is one of Australia's strongest regionally focused consulting groups. We have achieved this position through a commitment to the sustainable development of rural industries and communities.

RMCG is based in Victoria and works nationally. Our Victorian offices ensure holistic coverage across the state.

Service Activity :

Early Stage Feasibility

Contact : Dr Anne-Maree Boland

Job Title : Managing Principal

Email : anne-mareeb@rmcg.com.au

Phone : +613 9882 2670

Mobile : +61427 679 042

Website : www.rmcg.com.au

International Market :

RMIT University

Profile Summary :

RMIT's Food Research and Innovation Centre is a world-class facility that helps Australian food businesses develop and market innovative, high value products for the global marketplace. The \$15 million state-of-the-art facility brings together multidisciplinary R&D capabilities in all areas related to the post-farm gate food value-chain.

The Centre has three core functions:

- (1) it is an incubation facility that enables start-up businesses and entrepreneurs to turn their ideas into commercial realities
- (2) it assists existing food manufacturers, especially SMEs, in becoming more innovative and competitive
- (3) it builds capability and capacity by offering staff training and upskilling.

It also provides teaching and research training with the latest technologies, hands-on experience in product development, food safety, quality assurance, and nutrition and industry placements.

Its services for industry include:

Help with idea generation
Product development and reformulation
Optimisation of formulations for cost, quality and ingredient functionality
Development of new ingredient systems
Development and optimisation of processing protocols
Shelf-life testing
Sensory evaluation and consumer testing
Packaging design and testing
Food safety and HACCP analysis
Nutrition and health benefit evaluation

The Centre has a broad industry network and links with leading research organisations around the world.

Service Activity :

Process Innovation
Product Development
Research & Development

Contact : Prof Harsharn Gill

Job Title : Director, Food Research & Innovation Centre

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Phone : +613 9925 2600

Mobile : +61400635622

Website : www.rmit.edu.au

International Market :

Asia Region Generally ,Middle East Region Generally ,

Robert Bosch Australia

Profile Summary :

Our Manufacturing Solutions division is globally recognised for their innovative work in engineering services. As part of our dedication to quality and customer satisfaction, we offer a highly structured approach to project management, overseeing the quality, cost of ownership and risk management, keeping our customers informed every step of the way.

Our flexibility in manufacturing solutions allows us to create:

1. Improvement of yield and throughput on assembly lines
2. Designing, building, installing and integrating assembly lines for electronic products in both low volume and highly automated/high volume applications.
3. Development of various assembly and joining processes
4. Integrating equipment into different servers / Manufacturing Execution Systems

Facilitating Design for Manufacture process reviews and i4.0, resulting in significant manufacturing efficiencies, material, labour and equipment savings along with establishing robust and reliable manufacturing solutions. Bosch globally supports leading brands through all major industries and SME'S and sectors, to do things more safely, with greater efficiency and improved quality.

Solutions

1. Automated Test Systems
2. Production Automation Solutions
3. Turnkey Special Purpose Equipment
4. LEAN Manufacturing Services
5. Project Management
6. Mechanical & Electrical Design
7. Process Engineering
8. Control System Engineering
9. Integration to MES
10. Integration into all facets of i4.0
10. Assembly and Testing Facilities

Service Activity :

Process Innovation
Research & Development

Contact : Peter Hook

Job Title : National Sales Manager (BAMS) (RBAU/TEF-BUD)

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Phone : +61 3 9541 5555

Mobile : +61 421 587 385

Website : www.bosch.com.au

International Market :

Runway Geelong Limited

Profile Summary :

We offer services to SME's based in Victoria, focused on growth, process improvement, and innovation. We support people in organisations to apply their knowledge, skills, capability and extend their capacity to deliver on innovation projects that achieve commercial outcomes.

Innovation: We are currently working with a large Australian legal firm, supporting their Victorian teams to innovate by running experiments and tapping into the skills, capabilities, and capacity of their people to then accelerate ideas and create tech solutions to remain competitive.

Business Capability: We are also working with a large Victorian Organisation whereby we take a team and facilitate an Immersion Program in Singapore to build awareness and knowledge of Industry 4.0.

Early Stage Testing & Feasibility: Returning from Singapore we support businesses to choose a significant problem to solve, we then attract Startup/Scaleups to propose a solution. Both parties then test and build out the early stage solution.

Service Activity :

Prepare for and attract Investment; Process Innovation; Product Development; Intellectual Property; Early Stage Feasibility; Research & Development; Market Positioning and Labelling;

Contact : Mr Peter Dostis

Job Title : CEO

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Mobile : +61 419 372 973

Website : http://www.runwaygeelong.com.au/

International Market :

China, Malaysia, Singapore ,

ShopAbility Pty Ltd

Profile Summary :

ShopAbility will provide you with a solid Innovation, Branding, Manufacturing, Channel and Brand Activation Programs and Insights solution for your business and Brands/Products. With a team that has extensive experience in all of business functions and aspects, we will deliver focused strategies that are both realistic and commercial. With a broad Brand and Channel experience base in our team, we can help you in activating a trialling and full activation into the channel(s) you want to develop - we can help in formalising those Channel and Customer plans with you. In addition we will work with you in measuring the success of these initiatives. We will focus on building your business capabilities to support these initiatives – these are built around the following - people, process, system and at a cultural and business management and behaviour level as required.

ShopAbility has a proven success in the SME base through a flexible and focused solution designed model to meet any business's special needs – we are not a one size fits all model.

Service Activity :

Early Stage Feasibility
Product Development
Process Innovation

Contact : Mr John Day

Job Title : Director

Email : john@shop-ability.com.au

Phone : +61 3 98002068

Mobile : +61 418992121

Website : www.shop-ability.com.au

International Market :

Snaptrap Pty Ltd

Profile Summary :

Snaptrap is a digital technology company focused on Australian agriculture (agtech). The company works on solving problems that are obstacles to Australian agriculture achieving its economic potential.

We work with primary producers and marketers to identify inefficiencies and opportunities for optimization using new digital technology innovations. We strive to enable primary producers and marketers to identify and create solutions for themselves.

Our principal and consultants focus on economic outcomes for industry. We are technology-agnostic and seek the best improvements for our customers' businesses.

We seek to match problems with leading edge science and research (such as agronomy, entomology and biometry) to provide decision information customized for local conditions. This results in reductions in risk and costs, and provides efficiency gains leading to increased production quality and yield. We also seek to create rigour in customers' records and evidence that support trade negotiations and maintenance of trade agreements.

Service Activity :

Early Stage Feasibility

Contact : Mr Kim Khor

Job Title : Director

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Phone : +61 408228282

Mobile : +61 408228282

Website : http://snaptrap.com.au/

International Market :

Solutions in Food

Profile Summary :

Solutions in Food offers services such as New Product Feasibility, Product Development, Concept Sample Development, Label Compliance, Ingredient Sourcing, Contract Manufacturer Sourcing, Scale up Trials leading to commercialisation. Tapping into a vast and established network of commercial suppliers, packaging experts, manufacturers and distributors. Assisting small start up businesses as well as larger established companies seeking a skill set in food product development.

Service Activity :

Product Development
Early Stage Feasibility
Market Positioning and Labelling

Contact : Ms Irma de Bree

Job Title : Owner/Founder

Email : irma@solutionsinfood.com.au

Phone : +61 397874270

Mobile : +61 425789008

Website : www.solutionsinfood.com.au

International Market :

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 :

Prepare for and attract Investment; Process Innovation; Early Stage Feasibility; Research & Development; Market Positioning and Labelling;

Contact : Mr David Mackay
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Phone : +61 3 9669 6900
Mobile : +61 407 483 951
Website : www.spp.com.au

International Market :

China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam ,

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 leading-edge research and innovation 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.

We have assisted industry to develop and optimise methods of extracting high-value compounds from agricultural food waste and we have a major focus on materials science and the development of novel, innovative and functional materials. This expertise is supported by strong data science and analytics capability that enable multi-disciplinary approaches to address problems at all steps of the food production chain.

Service Activity :

Research & Development

Contact : Mr James Davern
Job Title : Business Development Manager
Email : jadavern@swin.edu.au
Phone : +61 3 9214 7374
Mobile : +61 475 751 074
Website : http://www.swinburne.edu.au

International Market :

India, Malaysia ,

Tarn Food Consulting

Profile Summary :

Tarn Food Consulting creates innovative food solutions built on a customer-centric philosophy and robust financial foundations. Our extensive experience in global food retailing, FMCG manufacturing and financial management underpin our development of brand and product offers to foresee fast-moving market conditions that drive your bottom line and entice your customers.

Our collective experience in food retailing, manufacturing, hospitality and finance allow us to identify, develop and launch food ranges that grow your core business or unlock new business opportunities. We work with our clients creating brand and product strategies to support the whole development process delivering right-first-time launches and an on-going strategy for the entire lifecycle of the project. We are passionate about keeping up to date with global trends and emerging markets to challenge boundaries and deliver products that delight consumers to ensure your business stays ahead of the market.

Service Activity :

Early Stage Feasibility; Process Innovation

Contact : Ms Hilary Heslop
Job Title : Director
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Phone : +61400938722
Mobile : +61400938722
Website : www.tarnfoodconsulting.com

International Market :

Haines Consulting Group

Profile Summary :

Haines Consulting Group is a management consultancy firm specialising in business growth, strategy, marketing and new venture developments. With our head office in Melbourne, Australia we operate locally and internationally with our clients to solve their toughest challenges. We work with some of Australia's fast growing companies to help the expand Nationally and internationally.

Services include:
Business Growth and Development
Business Advisory
Business Planning
Business Strategies
Market Analysis
Industry Analysis
Brand and Positioning Analysis
New Venture Developments
Export Market Planning and Implementation

Marketing & Communication Strategy
Consumer Analysis
Industry and Market Analysis
Segmentation Strategy
Digital Media Strategy
Go To Market Strategy
Platform Analysis
Media Production - Branding
Communication Management

Service Activity :

Process Innovation; Product Development; Early Stage Feasibility; Research & Development; Market Positioning and Labelling;

Contact : Mr STUART HAINES
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Mobile : +61 0458704455
Website :

International Market :

NEM Australasia

Profile Summary :

NEM has 45 Partners, spanning Australia, NZ & Singapore. NEM has been working with Victorian Medium businesses and supporting the Government initiatives & programs for many years with our 25 Victorian based partners all of who have either successfully owned or managed businesses. NEM is a member of the Business Specialist Advisory Panel for the Latrobe Valley Supply Chain Transition Program (LVCTP) Our experience and deep industry knowledge spans Advanced Manufacturing, Food and Agriculture, Export Asia specific and we help a number of Social Enterprises.

Nem has significant SME based IP such as the Strategic Business Review process, A Business Potential Analysis shows the owner the financial impact of making improvements, detailed Improvement Plan is developed in conjunction with their team and provides a step by step approach, supported by specific actions and timelines, to improve business performance. NEM's CAMAtm process identifies a businesses competitive advantage (CA) (they all have at least one) as well as markets that may be attractive (MA). The CAMAtm results are then put on one page for easy viewing. NEM can provide all the supporting services eg. capital raising, financial management/analysis, marketing, governance, human resources, interim management, Mergers & Acquisition knowledge etc, to assist the business successfully implement its Development Plan. nem is non conventional as we help the business put the actions in place - we do not just produce a plan and walk away.

Service Activity :

Process Innovation; Product Development; Early Stage Feasibility; Market Positioning and Labelling;

Contact : Mr Andrew Jones
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Mobile : +16 404 480 527
Website :

International Market :

Robert Weller & Associates Australia

Profile Summary :

Robert Weller and Associates (RWA) are experienced consultants specialising in providing commercialisation advice to SME's from FMCG Food & Beverage, AgTech, Heavy Industry and Manufacturing sectors. Our services include;

1. Producing professional and compelling funding applications for the most popular state and federal government grant schemes.
2. Direct insertion of RWA team members into your business for projects that require specialist skills and assistance.
3. Advisory board facilitation and membership.

Service Activity :

Process Innovation; Product Development; Intellectual Property; Early Stage Feasibility; Research & Development; Market Positioning and Labelling;

Contact : Mr Robert Weller
Job Title : Executive Director
Email : robert@rwainnovate.com.au
Phone : +61394313788
Mobile : +61408352494
Website :

International Market :

TXM Lean Solutions Pty. Ltd.

Profile Summary :

TXM are Australia's leading Lean Manufacturing consultants with offices in every state. Home grown in Victoria, TXM are now a global operation with offices in China, UK, France, Canada and the USA. The key to our success over the past 15 years has been our focus on delivering outstanding and sustainable business improvement through Lean, especially for SMEs. TXM Consultants pride themselves on being manufacturing people first and Lean manufacturing consultants second. Every member of our team has extensive practical manufacturing experience including in leadership and management roles in addition to their deep knowledge and experience in Lean Thinking. This means that we develop a program tailored to your unique needs that will deliver a sustainable business transformation.

Service Activity :

Process Innovation

Contact : Mr Tim McLean
Job Title : Managing Director
Email : tim.mclean@txm.com
Phone : +61 1800 319 552
Mobile : +61 404480517
Website : https://txm.com/

International Market :

University of Melbourne

Profile Summary :

Established in 1853, the University of Melbourne remains a public spirited institution making a valuable contribution to Victorian society through research, learning and teaching and community engagement.

Businesses are at the heart of Victoria's rich and diverse economy, and the University is excited to contribute through the

- Advanced Manufacturing Voucher Program
- Food Innovation Voucher Program
- Social Enterprise Capability Voucher Program.

(Different text for each stream SP list)

From the first meeting, we would seek to understand the unique history and aspirations of the Applicant's business. We would then leverage in-house expertise, global knowledge and industry networks to propose an approach and drive solutions.

Drawing on our diverse disciplines, we can provide businesses with specialist services in strategy, operations, skills development and delivery.

Service Activity :

Process Innovation
Product Development
Research & Development

Contact : Associate Professor Greg Harper
Job Title : Director - Business Development
Email : harper.g@unimelb.edu.au
Phone : +61390353479
Mobile : +61428217192
Website : https://www.unimelb.edu.au/

International Market :

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.

Service Activity :

Process Innovation
Product Development
Research & Development

Contact : Ms Donna Hannan
Job Title : Director Office for Research
Email : donna.hannan@vu.edu.au
Phone : +61 3 9919 4708
Mobile :
Website : www.vu.edu.au

International Market :

Mexico ,China, India, Indonesia, Japan, Malaysia, Pakistan, Sri Lanka, Thailand, Vietnam ,Germany ,

Workplace Alliance Pty Ltd

Profile Summary :

We offer extensive industrial services to businesses in a range of industries, in particular the manufacturing industry. Workplace Alliance's projects extend to the cutting edge involving clients such as Deakin University, CSIRO, Data M, HeiQ Australia, Carbon Fibre and Defence related projects. As a privately owned company we see ourselves as leaders in Facilities Management and optimising the performance of Manufacturers. Overall services include: Industrial Machinery Relocation Services, Industry Maintenance Shutdown Services, Workplace Relations Consulting, Plant Machinery Maintenance / Production, Relationships Management, Mechanical Projects & Installations, Industrial Project Management, Ancillary to Production Services, The homogenous integration of Maintenance, reliability & Manufacturing, Facilities Management.

Service Activity :

Process Innovation; Product Development; Research & Development; Market Positioning and Labelling; Early Feasibility and Testing; Prepare for and attract investment

Contact : Mr Wayne Allan
Job Title : Managing Director
Email : wayne@workplacealliance.com.au
Phone : +61432242776
Mobile : +61432242776
Website : www.workplacealliance.com.au

International Market :

XPotential

Profile Summary :

We have delivered differentiated revenue growth and profitability for our clients through customer-centric and holistic business innovation programs. Our Associates are experienced international practitioners who have held senior leadership positions within the food and agri-business industry.

Our overarching philosophy is to share our industry knowledge, experience and expertise with clients, in tandem with using proven processes and tools such as design-led innovation and lean canvas, so they can develop their own capability to adapt and grow.

In addition to our consulting business, XPotential™ have successfully developed and run the 'Fast 'n Furious Innovation' short course with over 50 companies across Australia in conjunction with FIAL.

Our team has deep connections within the research community that allow us to practically apply the latest technology to your individual innovation challenge.

We are ready to commence a dialogue with your leadership team now.

Service Activity :

Early Stage Feasibility

Contact : Mr Michael Harley
Job Title : Managing Director
Email : mike.harley@xpotentialanz.com
Phone : +61404098892
Mobile : +61404 098 892
Website : www.xpotentialanz.com

International Market :

China, Hong Kong, Indonesia, Malaysia, Singapore, Thailand, Vietnam ,

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).

Service Activity :

Prepare for and attract Investment; Process Innovation; Product Development; Intellectual Property; Early Stage Feasibility; Research & Development; Market Positioning and Labelling;

Contact : Mr Campbell Sallabank
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Mobile : +61 0418171950
Website : http://xsallarate.com/website/index.htm

International Market :

China, Hong Kong, Japan, Singapore, South Korea ,



END OF LIST