Acclimation

Profile Summary:
With the Go-Live Execution Service, Acclimation plans and supports the majority of activities required for the productive use of SAP Business ByDesign. Acclimation supports Australian Maritime Technologies Pty Ltd staff during the project (The Go-Live Project) and is responsible for specific activities as outlined below. The Go-Live project includes the phases: Prepare, Fine Tune, Integrate & Extend (incl. Data Migration), Test and Go-Live.

Service Activity:
Contact: Mr Andrew Stuart
Job Title: Sales Director
Email: andrew.stuart@acclimation.com.au
Phone: +61 412 330 111
Mobile: +61 412 330 111
Website: www.acclimation.com.au

International Market:
United States of America ,

Advanced Composite Structures Australia Pty Ltd

Profile Summary:
Advanced Composite Structures Australia (ACS Australia) is a world leader in composites technology development and implementation; delivering innovative light-weight designs, advanced manufacture of components and assemblies and through-life support of application-critical composite structures.

ACS Australia is focused on delivering competitive advantage for our clients using novel, cost-effective and practical solutions. This is achieved via provision of precision engineering and manufacturing services, including:

- Light-weight composite designs, analysis and optimisation
- Innovative materials and manufacturing technologies
- Globally recognised expertise in inspection and maintenance of composites
- A portfolio of innovative products and patented processes that are available for commercialisation and technology transfer.

ACS Australia has the expertise and experience to conduct and manage any project from start to finish; and commits to the provision of on-going, value-adding technology development, applied engineering services, and niche low-volume advanced manufacturing, with long-term engagement being the driving principle.

Service Activity:
Contact: Dr Paul Falcon
Job Title: General Manager
Email: p.falcon@acs-aus.com
Phone: +61 3 9765 4604
Mobile: +61 412643275
Website: www.acs-aus.com

International Market:
United States of America , China , United Kingdom ,

Altair Engineering Software Pty Ltd

Profile Summary:
Altair is a global multi-disciplinary engineering software and consulting service provider, specialising in the simulation and design of components, systems, vehicles and infrastructure by modelling the structural, fluid, thermal and electromagnetic behaviours which govern their performance.

Altair is a major supplier to defence and industry in all engineering verticals, from medical and marine to automotive and aerospace.

For more information, please go to www.altairengineering.com.au.

Service Activity:
Contact: Mr Alexander Quirk
Job Title: Technical Manager
Email: quirk@altair.com
Phone: +61 3 9866 5557
Mobile: +61 449 877 808
Website: www.altairengineering.com.au

International Market:
China, Hong Kong, India, Singapore, France, Germany, United Kingdom,

ALTIOS International

Profile Summary:
ALTIOS is an accelerator for international growth. We provide international expansion and cross-border investment services for SMEs at every stage of their external development. ALTIOS brings together 200 employees from 18 different markets worldwide including; business development consultants, accounting experts, corporate finance specialists, tax & HR professionals to offer in-market structural support to businesses looking to expand and consolidate their overseas activities.

ALTIOS’ services include: market entry & expansion, business development, market assessments & qualification, investment strategy, cross-border acquisition, greenfield & brownfield investments.

Service Activity:
Contact: Mr Robert Hossary
Job Title: Trade Advisor
Email: r.hossary@altios.com
Phone: +61292644199
Mobile: +61404618568
Website: www.altios.com

International Market:
China, Hong Kong, India, Singapore, France, Germany, United Kingdom,

AMOG Pty Ltd

Profile Summary:
For more than 25 years, Australian-owned AMOG has provided high-end and award-winning engineering consultancy services to the offshore, marine, mining, rail/transport, and renewable energy sectors. Staffed by highly qualified and experienced civil, structural, and mechanical engineers, AMOG is certified to ISO 9001 Quality Management standards.

Our services include: engineering design and analysis (hydraulics, naval architecture), structural engineering, installation engineering and support (analysis, procedures, equipment specification, on-site management), risk and safety engineering (Risk Assessments, Safety Cases, Software Assurance, SIL assessments, consequence modelling, audits, training), complex numerical modelling and analysis (including Computational Fluid Dynamics (CFD) and Finite Element Analysis (FEA)), and physical model testing and validation.

Familiar with innovation and R&D processes, from concept to commercial product realisation and through all Technology Readiness Levels (TRLs), we can operate within specified domestic and international standards, and provide third party verification, benchmarking, and certification services to advance products, improve products, and realise commercial potential.

Service Activity:
Contact: Hayden Marcollo
Job Title: Director - AMOG
Email: hayden.marcollo@amog.consulting
Phone: +61 430 132 787
Mobile: +61 430 132 787
Website: www.amogconsulting.com

International Market:
Africa Region Generally, Colombia, United States of America , Asia Region Generally, Qatar ,

APV Engineering and Testing Services Pty Ltd

Profile Summary:
APV operates Australia’s leading Industrial and Dynamic Test Lab. Specialising in: Dynamic, Crash, Environmental, and Photography & Data Acquisition services across the Automotive, Transport, Industrial, Defence, Marine, Rolling Stock, and Aerospace industries.

APV-T, is a Tier #1 service provider of engineering and test services to many FTSE100, Fortune500, ASX200, and NIKKEI 225 companies around the Globe.

Testing and Certification for Environmental, Tensile, Durability, and Dynamic Testing to all International Standards.

We are committed to providing services that consistently meet or exceed our customer’s expectations in terms of quality, timing, and accuracy.

Service Activity:
Contact: Mr Harry Hickling
Job Title: Managing Director
Email: harry.hickling@apvcorporation.com
Phone: +61 419 011 092
Mobile: +61 419 011 092
Website: www.apvcorporation.com

International Market:
United States of America ,

ACS Australia

Profile Summary:
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Service Activity:
Contact: Mr Robert Hossary
Job Title: Trade Advisor
Email: r.hossary@altios.com
Phone: +61292644199
Mobile: +61404618568
Website: www.altios.com

International Market:
China, Hong Kong, India, Singapore, France, Germany, United Kingdom,

ALTIOS International

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International Market:
China, Hong Kong, India, Singapore, France, Germany, United Kingdom,

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Our services include: engineering design and analysis (hydraulics, naval architecture), structural engineering, installation engineering and support (analysis, procedures, equipment specification, on-site management), risk and safety engineering (Risk Assessments, Safety Cases, Software Assurance, SIL assessments, consequence modelling, audits, training), complex numerical modelling and analysis (including Computational Fluid Dynamics (CFD) and Finite Element Analysis (FEA)), and physical model testing and validation.

Familiar with innovation and R&D processes, from concept to commercial product realisation and through all Technology Readiness Levels (TRLs), we can operate within specified domestic and international standards, and provide third party verification, benchmarking, and certification services to advance products, improve products, and realise commercial potential.

Service Activity:
Contact: Hayden Marcollo
Job Title: Director - AMOG
Email: hayden.marcollo@amog.consulting
Phone: +61 430 132 787
Mobile: +61 430 132 787
Website: www.amogconsulting.com

International Market:
Africa Region Generally, Colombia, United States of America , Asia Region Generally, Qatar ,

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Website: www.apvcorporation.com

International Market:
United States of America ,
If you are looking for family values in your business relationships, Bayly is the place to find them.

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

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.

**Australian Continuous Improvement Group (ACIG)**

<table>
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<tr>
<td>A clear view of the way forward, so you can make better decisions, and a guiding hand along the way, so you achieve your goals. That’s what ACIG has been doing for our clients for over twenty-five years.</td>
<td>Business Process and Systems Improvements</td>
<td>Ms Michelle Scott Tucker</td>
<td>Executive Director</td>
<td><a href="mailto:michelle@acig.com.au">michelle@acig.com.au</a></td>
<td>+61 9347 6465</td>
<td>+61413997330</td>
<td><a href="http://www.acig.com.au">www.acig.com.au</a></td>
</tr>
</tbody>
</table>

ACIG will work with your team to deliver training and/or implementation of:

- Continuous Improvement
- Change Management
- Process Mapping and Review
- Systems Thinking
- Governance and Strategy Overhaul

Since 1992 ACIG has worked with hundreds of companies throughout the private, not-for-profit and government sectors. Small enough to listen but large enough to deliver, ACIG provides the skills and tools necessary for your organisation to take the next steps with confidence.

**Arrayware Pty Ltd**

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<tr>
<td>Arrayware develops high-speed, custom-engineered hardware for complex analysis, diagnosis, extreme image processing, time intensive modelling, advanced control, big data solutions, wired and wireless data transport. Its customer base has grown over twenty years to include: life science; mining; chemistry; medical; communications; physics; automotive; agriculture and finance. The results are 100’s of times speed-up and significant power and space reductions over conventional hardware.</td>
<td>Product Development</td>
<td>Mr Paul Savage</td>
<td>Managing Director</td>
<td><a href="mailto:paul.savage@arrayware.com.au">paul.savage@arrayware.com.au</a></td>
<td>+61 3 8740 3149</td>
<td>+61 409 140 884</td>
<td><a href="http://www.arrayware.com">www.arrayware.com</a></td>
</tr>
</tbody>
</table>

Why our solution is different

Arrayware applies FPGA technology to accelerate digital computation in diverse domains. Unlike other computation technologies FPGAs can drastically accelerate computation even when the problem cannot be solved using parallel computing methods. When algorithms need a high amount data passing between iterative solution steps, FPGAs do not suffer from high performance roll-off.

Regardless of the problem type, FPGA technology uses less power and has less latency than fetch and execute machines such as microprocessors, DSPs, and GPUs

**Bayly Group Pty Ltd**

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</tr>
</thead>
<tbody>
<tr>
<td>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</td>
<td>Process Innovation</td>
<td>Mr Mark Bayly</td>
<td>Director</td>
<td><a href="mailto:m.bayly@bayly.com.au">m.bayly@bayly.com.au</a></td>
<td>+61941399300</td>
<td>+61413957414</td>
<td><a href="http://www.bayly.com.au">www.bayly.com.au</a></td>
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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.
BEVINGTON CONSULTING PTY. LTD.

Profile Summary:
For over 25 years the Bevington Group has been providing specialist productivity improvement services in a wide range of government services and commercial sectors, including: aviation; consumer affairs; defense; education; health; human services; local government; transport and border security; trade and treasury and finance.

Our services include:
• Lean and Agile Practice supports rapid non value add (Noise or Waste) removal from processes
• Process Re-engineering Practice provides quantified process and roles data that supports FTE reduction or role redesign
• Operating Model Practice enables the organisation to reconfigure itself to deliver on its products or services. Often a top down (strategic – future view) and bottom up (current view) analysis is required
• Change Management Practice supports the delivery of change that ensures the role, process and system are deliver holistically

Bevington has significant advantage in delivering productivity improvement services compared to larger, generalist consultancies because of our:
• Specialisation – Our personnel are specialists in our core disciplines. They are supported by leading edge methods, powered by advanced cloud based software
• Methods – We deploy a series of methods which means that you have data to make important decisions about your business. These methods have been tested and proven in hundreds of assignments
• Knowledge transfer – We provide a genuine knowledge transfer service, growing the capability of your team, so they can lead the definition and delivery of change

C4 Engineering Pty Ltd

Profile Summary:
C4 Engineering is an engineering consultancy that provides technical and project delivery services. Our ISO-15288 Systems Engineering team offers requirement development, management, modelling and test services using DOORS, CORE and ReqPro.

We also offer RF antenna performance modelling alongside design of IOT networked systems that incorporate CISP accredited cyber security architecture, vulnerability analysis, design and test including cyber risk management and auditing. Members of our team are certified as a vibration analysts Cat. II in accordance with ISO 18436-2 and can conduct surveys to ISO10816-3, AS1269 and AS13270.

Our Defence recognised structural team provides problem solving for mechanical and marine structure Australia wide. The team can provide a range of technical design packages supporting bespoke structural designs and system modifications. From systematic assessment and analysis we can provide solutions engineered to survive extreme conditions found in defence and marine environments.

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 services include:
• 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
• CAE/CAD modelling
• Simulations; FEA, Fluid, moldflow etc
• Prototyping, 3D-Printing
• Mechanical testing (load, ingress etc)
• Production sourcing & tooling management

We booked 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

Conflux Technology Pty Ltd

Profile Summary:
Conflux Technology is an Advanced Manufacturing operation focused on the design, development and serial production of parts utilizing direct metal additive manufacturing (AM) technology.

Manufacturing is changing rapidly. Leading organisations are embracing the unique capabilities of AM to improve product performance and innovation speed, and gain competitive advantage in a global market. However, integrating AM into existing process poses considerable challenges for those without existing expertise.

Conflux Technology works with organisations through pain-point identification, solution ideation, concept development and selection, engineering design and simulation, prototype production and validation testing, so they can realise the power of AM.

We are an applications focused company with experience in the customer journey on the adoption and development for AM.
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 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 ideally 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.

Deakin University HQ - Office of the Vice Chancellor
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.

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.

Deloitte’s Global Consumer and Industrial Products group also provides access to a range of leading edge international insights to support the development of Victoria’s manufacturing base.

Design + Industry
Profile Summary:
Design + Industry is Australia’s largest and leading industrial design and product development consultancy, with over 50 specialist designers and engineers working out of offices in Melbourne and Sydney.

By combining design thinking with in-house mechanical engineering expertise and extensive manufacturing knowledge, Design + Industry are able to provide a complete industrial design and product development solution for clients ranging from startups to global brands.

Design + Industry has been internationally recognised as leaders in the design of consumer, business and medical devices, with more than 165 awards for design and engineering excellence. These local and international awards acknowledge our ability to deliver the best solution for any application, in any market with any production process.

Design + Industry has been driving success for clients in global markets for over 30 years. From research and strategy, concept development, product design and engineering, to prototyping and manufacturing - Design + Industry are your proven partner.

Dinner For Two or More Pty Ltd
Profile Summary:
GVB Regional is a Regional Business Consultancy specializing in Strategic Planning, Market Development, Export Marketing (IQP 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 R&D programs including but not limited to MY Business My People, Grow Your Business, Business Continuity and Business Intelligence Programs. GVB Regional has an extensive client base in North East Victoria which would benefit form the Voucher Programs applied for.

DNV GL Business Assurance Australia
Profile Summary:
We are a global classification, certification, technical assurance and advisory company, with more than 12,000 employees in 350 offices around the world. We’ve also taken a position as one of the top three certification bodies (CB) in the world. We have issued over 80,000 management system certificates globally. DNV GL offers independent review, third-party and second-party audit and certification. We also offer:
- Management system certifications
- Product assurance
- Supply chain management and assurance
- Training
- Sustainability Services (strategy and reporting)
- Food & beverage certification and assessment
- Healthcare accreditation and assessments
Grant Thornton is one of the world’s leading organisations of independent assurance, tax and advisory firms. Grant Thornton has developed a particular strength in the provision of services to the small to medium enterprise (“SME”) market. Grant 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 businesses face on a daily business level and during its life cycle.

Dowling Consultancy Pty Ltd
Profile Summary:
Dowling Consultancy recognises it’s not a simple process when expanding business internationally. We’ll go through every aspect with you step-by-step. As your extended resource we’ll work closely with you and your team to ensure your business is oriented to maximise value, mitigate risks, pinpoint best markets, determine best moves and accelerate international success.

Our specialist team of skilled and knowledgeable international business development managers complement our existing organisational resources having firsthand exposure to international business activities with in-market experience and language capabilities spanning across the business environments of an array of countries and markets.

Our guidance serves you in optimising new market entry or expansion, accessing multi-lingual marketing, branding and in-market support, navigating partnerships, achieving long-term sustainable outcomes, planning for growth, improved profitability and enhanced chances of success.

Our Mission is to educate, inspire and empower your business to accelerate its international value proposition, market positioning and bottom line performance.

DQS Certification AUSNZ Pty Ltd
Profile Summary:
As-AINZ accredited third party certification body providing audit services, training, second-party assessments for ISO standards across various industries.

duMonde
Profile Summary:
duMonde is established as a market-leading provider of Strategy, Management and Professional Development solutions mostly targeted towards companies engaged in advance manufacturing seeking to supply to Defence and Government.

The services offered by duMonde include access to industry-leading expertise in support of strategic planning, business advisory, successful tendering and business winning in defence and adjacent markets. Our business process improvement and program management support services are tailored solutions that could support business goals related to Innovation, Business Capability, and Market Engagement. Leveraging first-hand experience from former executives of the Department of Defence and the global defence prime contractors within and outside Australia, duMonde provides guidance and support to clients in dealing with difficult issues from leading major strategic reviews, conducting program reviews and project assessments, analyzing existing and growing markets, planning organisational change, and implementing process and capability improvement programs.

FB Rice Pty Ltd
Profile Summary:
FB Rice is the right and best choice to deliver carefully targeted, superior quality, and highly cost-competitive intellectual property service delivery, including new pricing options genuine client-mindedness and consistent performance leverage from our extensive international relationships and ASEAN hub services leverage from our deep local industry relationships

Findex (Aust) Pty Ltd
Profile Summary:
Crowe Horwath - 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 is not a turn-key solution but is rather a solution tailored to your need.

Grant Thornton Australia Ltd
Profile Summary:
Grant Thornton is one of the world’s leading organisations of independent assurance, tax and advisory firms. Grant Thornton has developed a particular strength in the provision of services to the small to medium enterprise (“SME”) market. Grant Thornton provides specialist services, business advice and growth solutions to SME organisations with a focus on helping them unlock their potential for growth.

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Service Activity:
Market Development Plan
Planning
Financial Management
Business Transformation
Business Process and Systems
Improvements
Financial Management
Planning; Business Transformation
In-Market Support
Strategy
Tender Guidance
Market Development Plan

Contact:
Mr Stephen Dowling
Director
Phone: +61 040978850
Mobile: +61 040978850
Website: www.dowlingconsultancy.com.au

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

Service Activity:
In-Market Support
Market Development Plan
Marketing and Branding
Strategy
Intellectual Property

Contact:
Mr Lance Brendon
CEO
Phone: +61 0388044940
Mobile: +61 0388044940
Website: dqausanz.com.au

International Market:

Service Activity:
Intellectual Property
Marketing and Branding
Strategy
Business Process and Systems
Improvements
Tender Guidance
Market Development Plan

Contact:
Mr David Reid
Senior Partner
Phone: +61 9258.6700
Mobile: +61 408 170 862
Website: www.crowehorwath.com.au

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

Service Activity:
Business Process and Systems
Improvements
Financial Management
Planning; Business Transformation
In-Market Support
Market Development Plan
Marketing and Branding
Strategy
Tender Guidance

Contact:
Mrs Jacky Millership
Partner
Phone: +61 0886636723
Mobile: +61 0404080921
Website: https://www.grantthornton.com.au/

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

Service Activity:
Industry Standards Implementation & Certification;

Contact:
Mr Nicolas Mondou
Principal
Phone: +61 300 940 967
Mobile: +61 410 004 809
Website: www.dumonde.com.au

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

Service Activity:
Investigation and report on helping them unlock their potential for growth.

Contact:
Mr David Reid
Senior Partner
Phone: +61 9258.6700
Mobile: +61 408 170 862
Website: www.crowehorwath.com.au

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

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

Service Activity:
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International Market:
China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam,
Japan Growth Partners

Profile Summary:
Japan Growth Partners know that establishing a business presence in Japan comes with challenges beyond other markets. Our overarching philosophy is to share our industry knowledge, experience and expertise with clients, so they can develop their own capability to adapt and grow.

We will work with you to ensure your business is oriented to maximise value, mitigate risks, pinpoint best market opportunities, develop business strategic alignment to form a productive working relationship.

Based on the client’s needs and capability, we select the appropriate team and resources from our extensive local and international networks, collaboration partners and associates. Having agreed a project plan, we regularly review progress with our client to maintain alignment, address any roadblocks and adjust the plan to maximise the business outcomes.

Our clients are progressive organisations across many sectors including but not limited to Food, Beverage, Packaging, Transport Technologies, Defence Technologies, Pharmaceuticals and Construction Technologies. We are ready to commence a dialogue with your leadership team now.

ISO Global

Profile Summary:
ISO Global is an ISO Management Consulting company operating Australia wide, but predominantly in Victoria. We provide specialised Management Consulting services to SME and large clients in Australia and internationally for over 15 years. Our associates are experienced industry practitioners who have held senior leadership positions in global manufacturing and branded businesses. Our multi-disciplined team leverages their extensive experience, industry knowledge and relationships to deliver pragmatic solutions to clients using appropriate methodologies and tools.

Our value is in our ability to be your extended resource to navigate Japan with ease and minimal stress/disruption to your business.

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Insight Engineering Australia Pty Ltd

Profile Summary:
Insight Engineering Australia is a Geelong-based automation and electrical engineering consulting and design firm servicing clients locally, nationally and internationally. Our team of highly motivated professionals specialises in all areas of electrical engineering and design. Insight Engineering also provides support and expert advisory and training services including construction and installation supervision, plant commissioning and operator training, ongoing engineering (support and design), energy and building assessments, safety systems and automation training.

Insight Engineering specialist services include PLC systems development, HMI and SCADA systems development, RTU systems development and telemetry systems development, as well as EES system development. Our experienced professionals also deliver a range of supervision and training services such as construction and installation supervision, operator training and plant commissioning service, as well as ongoing engineering support and ongoing engineering design.

We are also fully qualified and skilled in carrying out energy efficiency building assessments and we are able to provide expert advice and training in electrical safety and electrical design.

Ideation Design

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

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

We are also fully qualified and skilled in carrying out energy efficiency building assessments and we are able to provide expert advice and training in electrical safety and electrical design.

HRL Technology Group P/L

Profile Summary:
For the Advanced Manufacturing Voucher Program (AMVP), HRLT offers:
(i) Materials selection for:
   - Strength, corrosion resistance, erosion/lubrication, high temperature use,
   - Coatings for abrasion/erosion resistance and corrosion.
(ii) Mechanical testing for strength, fatigue and creep life, impact resistance.
(iii) Product testing to Australian and international Standards.
(iv) Innovative product testing where specifically designed tests (often one-off) are required for product compliance to given criteria.
(v) Non-destructive Testing (NDT) solutions for products manufactured by the emerging 3-D manufacturing industry.

Insight Engineering also provides the option of automation training on projects running at facilities.

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Profile Summary:
HRLT offers a range of services designed to support clients throughout the product development process:
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Insight Engineering also provides the option of automation training on projects running at facilities.
Highly regarded as trusted advisors by clients, we are valued for our judgement, commercial acumen and straight-talking. O'Brien and award-winning mobile learning platform Quitch. Our IP Director, Sarah Gilkes, sits on the board of Quitch and has our Managing Director Michael McDonald is the Chairman of six SMEs, including environmental engineering company Leighton. We recognise the link between the IP advice we provide and the impact it could have on the overall commercial success of our clients' business. In short, KPMG seeks to assist advanced manufacturers to prepare their business for growth through:

- A well-defined value proposition for domestic and international business development;
- A clear plan for business growth (including operational efficiency, business process improvement etc.);
- A clear understanding of global market opportunities;
- A plan to win business overseas and support (leveraging KPMG's global network) to execute that plan; and
- Access to engineering and technical experts from a range of sectors to provide a different perspective on related business challenges.

We Design, Build and Ignite Greatness.

Lean Design Australia Pty Ltd

Profile Summary:
We Design, Build and Ignite Greatness.

- As a Strategic Partner we help clients transform into high-performance, high-growth, high-profit, outcome-focused, customer-centric businesses, with capability to top 10 in their chosen market.
- We have the right tools and know-how to turn this potential into rapid momentum. We will help you take your business out of the ordinary and into the realm of high performance – while not an easy journey, allow us to help you become the business you want and need to be.

Our extensive experience in Toyota's unique Innovation and Business Transformation principals and methodology can lead you in a structured step by step process along this path.

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 strategies that deliver real results to organisations. Interests include:

- Business Process and Systems Improvements
- Process Innovation
- Early Stage Feasibility & Testing
- Process Innovation
- Business Process and Systems Improvements
- Business Transformation
- Financial Management Planning
- Marketing and Branding Strategy
- Implementation & Certification
- Technology Innovation
- Tender Guidance
- Branding Strategy
- Marketing Strategy

We can support your EXPORT PLANNING (one-off consulting, training and workshops) supporting Victorian companies (all sectors plus ADVANCED MANUFACTURING) create robust export plans where we can also support their hands-on implementation.

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 and bring the latest insights, from around the world, to our clients.

KPMG is a significant supporter of founders, sole-proprietors and entrepreneurial small-to-medium enterprises (SMEs). We apply proven and tested methodologies to assist businesses to achieve business growth, improvement and profitability and to scale their business through planning and identifying new domestic and international growth opportunities. KPMG’s advanced manufacturing team works with our clients to develop enhanced business processes, improved business models and accelerated growth (in Australia and overseas). KPMG also possesses considerable technical expertise in the form of highly qualified and experienced scientists and engineers across a broad range of disciplines that can be used to resolve technical challenges and assist with the development of innovative solutions in order to grow our client’s business.

Mr Tony Karabatzas
Contact: tony.karabatzas@madisoncross.com.au
Website: www.madisoncross.com.au

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

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 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 facilitate access to 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 ISO45001;
- 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.

Mr Gary D Stewart
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Website: www.latrobe.edu.au

International Market:
India ,

Agriculture, Infrastructure, Medical, Defence, Space and Aerospace;

International Market:
India ,

Laneway Consulting

Profile Summary:
We provide Asian Market business development services to Japan and South Korea; providing strategic planning, implementation and hands-on new market development. We also service other Asia markets (Indonesia, Greater China).

With Japanese fluency, we have an extensive in-market network, with 22 years market experience gained at Austrade, Babcock & Brown, KPMG, Pac and recently as Partner at Grant Thornton. Our clients today include Australia’s largest Vitamin brand, an Australian SBIR fund, plus other Melbourne brands. With experience as Trade Commissioner, Tokyo (2007-2012), we can provide thorough planning and guidance to support your new business. As head of the Philip Morris Japan Marketing Research Department we have solid experience in brand and marketing strategic development into Japan (and South Korea).

We can support your EXPORT PLANNING (one-off consulting, training and workshops) supporting Victorian companies (all sectors plus ADVANCED MANUFACTURING) create robust export plans where we can also support their hands-on implementation.

Mr Richard Gruppetta
Contact: richard.gruppetta@lanewayconsulting.com
Website: www.lanewayconsulting.com

International Market:
Japan, South Korea ,

Mdp McDonald Partners

Profile Summary:
mdp is a contemporary commercial advisory, intellectual property (IP) and patent law firm. Our services include protecting, commercialising and enforcing IP for our clients. With our established network of international associates, we can assist you with brand protection and commercial advice domestically and globally.

We recognise the link between the IP advice we provide and the impact it could have on the overall commercial success of your business. As shareholders and board members ourselves, we ensure we understand and support your commercialisation needs as well as your growth objectives.

Our Managing Director Michael McDonald is the Chairman of six SMES, including environmental engineering company Leighton O’Brien and award-winning mobile learning platform Quitch. Our IP Director, Sarah Gilkes, sits on the board of Quitch and has held board positions in several not-for-profit organisations.

Highly regarded as trusted advisors by clients, we are valued for our judgement, commercial acumen and straight-talking advice.

International Market:
United Kingdom ,
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’s services span multiple industries with a focus on the business processes covering design and engineering, digital mock-up, product development, virtual process planning and simulation, and digital manufacturing.

Services include:
- Business planning – includes facilitating strategy, business process optimisation, project management and accreditation and certification services
- Design & engineering services - includes project feasibility and risk assessments, 3D design, virtual design and process simulation, problem solving, and process system optimisation
- Technology services – includes system design, requirements gathering, systems selection, implementation, training and support, bespoke development and hosting services
- Training – includes development of training programs and materials

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 for 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.

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

Perta Thomson Partners
Profile Summary:
We have experience of providing businesses with the strategies and ongoing support they require to improve internally and externally allowing them to grow their business. We achieve this by combining our experience, expertise and leadership with integrity and objectivity to achieve our clients end goal.

Service Activity:
Business Process and Systems
Planning; Industry Standards
Implementation & Certification;
Tender Guidance; Marketing Strategy

Contact:
Mr Geoff Everist
Phone: +61 3 5821 8644
Mobile: +61 407 334 439
Website: www.pertathomsonpartners.com.au

International Market:
Ghana, South Africa, China, Indonesia, Japan, Malaysia, United Kingdom, United Arab Emirates.

Phasor Innovation Pty Ltd
Profile Summary:
Phasor Innovation provides specialist engineering services to government and industry in the areas of radio frequency (RF), communications and electromagnetics (EM) engineering.

Our expert capabilities cover all areas of RF related technologies including communications, satellite, radar, electronic warfare, antennas and electromagnetic compatibility. Capabilities include:
- RF engineering, design, analysis, measurement
- Electromagnetic simulation
- EM Model development and validation
- Advanced RF/EM measurement
- RACHAPL and SAR assessment
- Co-site interference
- RF circuit and antenna design
- EM/EMC

International Market:

Contact:
Mr Adam Silverter
Phone: +61 472 685 860
Mobile: +61 413 516 222
Website: www.phasorinnovation.com

Procept
Profile Summary:
All Procept we are specialists in product development and design for IoT Products, Medical Devices and Consumer Wearables. Our goal is to build businesses by providing services in product development and design, all the way from initial concept to volume manufacturing.

We work at the intersection of business and product development. Using a combination of product management and engineering skills we explore where business and technology feasibility meet. Using our engineering experience in connected technology we make opportunities real through research, rapid prototyping, product development and world-class manufacturing support.

We have over 10 years’ experience in the hardware and software that drives connected hardware. By staying up to date on the latest technologies we’re able to bring fresh thinking to revolutionary product ideas. Delivery is our strength. Our expertise cuts through the mass of standards, protocols, and available technologies for IoT Products, Medical Devices and Consumer Wearables. This approach will ensure our clients achieve the right business outcome required from their investment in development efforts.
Talk to us today about how we can help your Company get the business it deserves.

photonics, data science and business analytics, internet of things, business modelling, industrial design, and technology

robotics/mechatronics, nanotechnology, bio-devices, surface science, physical chemistry, biotechnology, solar materials, research outcomes that have direct benefits for the local and global community.

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.

Through the 'Boost Your Business Program' we believe that we can add a lot of value to organisations whose capability includes design, manufacture and service support with sales revenue up to approximately $50m P.A.

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 globally, 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/machine learning, 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.

SWMU Australia

Profile Summary:

SWMU Australia is a globally recognised engineering services business providing solutions that improve the way organisations do business. We deliver outcomes for our clients by applying our specialist knowledge and skills in the real world, backed by our advanced research and development facilities.

Our clients are in both Australia and overseas, providing a diverse range of engineering services to large and small companies in various industries.

Our capabilities include all aspects of the design, engineering and manufacturing process, from concept to production.

We have a strong research and development capability and are an active player in the Australian and global engineering services industry.

Contact:
Senior Advisor – Bids & Tenders
Email: industryconnect@rmit.edu.au
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Mobile: +61 412 204 989
Website: www.rmit.edu.au

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.

Contact:
Ms Alexia Pisani
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Mobile: +61 412 204 989
Website: www.rmit.edu.au

Roaring Success

Profile Summary:
Roaring Success Pty Ltd is a niche business consulting firm that has been helping our SME customers to overcome growth challenges in the areas of strategy, marketing and performance since 2003.

Our customers generally have sales ranging from $3m-$5m at the low end, averaging around $10m-$30m, and on up to $200m and beyond, and find themselves in businesses with a mix of product development, manufacturing and service capability.

We have a wide range of industry and manufacturing experience including the automotive components sector, plastic parts production, metal components forming and the like.

All clients we work with generally need help with one or more areas of strategy, marketing or performance.

Contact:
Peter Hook
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Email: peter.hook@au.bosch.com
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Mobile: +61 421 587 385
Website: www.bosch.com.au

Robert Bosch Australia

Profile Summary:

Our Manufacturing Services 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 Manufacturing process reviews and 4.0, 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
11. Assembly and Testing Facilities

Contact:
Mr Steve Wood
Job Title: Roaring Success Pty Ltd
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Phone: +61 3 8640 9009
Mobile: +61 424 205 763
Website: www.roaringsuccess.com.au

Rightstrategy

Profile Summary:
Rightstrategy has been successfully providing a range of ‘business improvement’ related services to the sector for over 25 years. In that time we have directly supported numerous Large Multi-National OEM’s as well as Small and Medium sized Enterprises both here in Australia and in overseas assignments.

We are a very cost effective solution for the sector.

We do not profess to be all things to all people, rather, we have a targeted service offering aimed at helping our customers get the right balance between being effective in the marketplace and being delivered with the delivery of their products and services.

Our team are very experienced and we ensure that level of experience and quality is maintained throughout the entirety of our improvement projects.

The objective of our team is to assist with the creation of sustainable improvement. We do this by using a very practical and hands on approach focused on engaging the customer’s team and transferring our knowledge and skills in the simplest possible way.

Contact:
Mr Steve Robinson
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Mobile: +61 417 340 761
Website: www.rightstrategy.com.au

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/machine learning, 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.
Our Melbourne based studio and adjoining workshop and lab spaces combine as a collaborative environment designed for the biomedical, medical, industrial, care and consumer product sectors. We run a team of 16 staff with a proven network of partners. Our team has broad experience in developing products across commercialisation.

Our company is structured to provide an agile and personable service from initial idea generation through to product development. Tricycle Developments is a full service product development organisation with a strong focus product commercialisation.

Profile Summary:

**TRICYCLE DEVELOPMENTS PTY LTD**

- **Service Activity:** Process Innovation Product Development
- **Contact:** Mr Luke Martin
- **Job Title:** Head of Innovation & Strategy
- **Email:** luke.martin@tricycledevelopments.net
- **Phone:** +61 9326 5365
- **Mobile:**
- **Website:** www.trike.com.au

International Market:

Taktik(z), Inc.

Profile Summary:

- **Service Activity:** Marketing and Branding Strategy
- **Contact:** Mr Thomas M Smith
- **Job Title:** taktik(z), Inc.
- **Email:** tsmith@taktikz.com
- **Phone:** +13137992699
- **Mobile:** +1313231012
- **Website:**

International Market:

**The trustee for NEM Business Development Unit Trust**

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 CANAtm process identifies a businesses competitive advantage (CA) (they all have at least one) as well as markets that may be attractive (MA). The CANAtm 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:** Business Process and Systems Improvements; Business Transformation; In-Market Support; Market Development Plan; Financial Management Planning; Industry Standards Implementation and Certification; Tender Management; Marketing and Branding Strategy; Market Development Plan;
- **Contact:** Mr Andrew Jones
- **Job Title:** Director
- **Email:** ajones@nem.net.au
- **Phone:** +61 3 9809 8888
- **Mobile:** +61 404 480 527
- **Website:**

International Market:

**Treadstone Enterprises Pty Ltd**

Profile Summary:

Treadstone offers a pragmatic approach to help manufacturers grow. We specialise in delivering capability improvement and business strategy consulting in line with the Boost Your Business voucher guidelines. Established in 2008, Treadstone's consultants are industry practitioners who have deep backgrounds working with founders, CEOs and management teams at various stages of growth. We delivered workshops under the Victorian Government's Innovation Voucher Program as an approved supplier from 2012 to 2014 and are pleased to be approved for the new Boost Your Business Voucher program in 2018.

Our clients are from a range of industry sectors including, food and beverage, transport, agricultural machinery, defence technologies, engineering, sport tech, furniture, glass manufacturing and construction.

- **Service Activity:** Business Process and Systems Improvements; Market Development Plan;
- **Contact:** Mr Peter Nolle
- **Job Title:** Director
- **Email:** peter.nolle@treadstone.com.au
- **Phone:** +61 401 428 657
- **Mobile:** +61 3 9008 5937
- **Website:** www.treadstone.com.au

International Market:

- **Service Activity:** Business Process and Systems Improvements; Market Development Plan;
- **Contact:**
- **Job Title:**
- **Email:**
- **Phone:**
- **Mobile:**
- **Website:**

- **Service Activity:** Business Process and Systems Improvements; Market Development Plan;
- **Contact:**
- **Job Title:**
- **Email:**
- **Phone:**
- **Mobile:**
- **Website:**
TXM Lean Solutions Pty. Ltd. ATF TXM Lean Solutions Unit Trust

Service Activity:
- Business Process and Systems Improvement;
- Business Transformation; Financial Management Planning;
- Industry Standards Implementation and Certification; Tender Guidance;
- Marketing and Branding Strategy; Market Development Plan;
- Process Innovation;
- Product Development;
- Intellectual Property; Early stage feasibility & testing;
- Research & Development

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International Market:

University of Melbourne

Profile Summary:
As Australia’s #1 University in Engineering and Technology, and ranked #1 overall in Australia and 32nd globally, The University of Melbourne is ideally placed to assist Victorian businesses strengthen Advanced Manufacturing capability and capacity. We’re also world-class in industry engagement and collaboration – we’re the only Australian University in Nature’s Index ranked 48th for the number of bilateral partnerships forged with corporates. Our dedicated business development team works with industry of all sizes, and can facilitate leveraging our national and international networks.

We offer world-class expertise and facilities in most aspects of Advanced Manufacturing, including:
- Advanced materials development (including custom-designed materials using integrated computational material engineering);
- Advanced fabrication techniques (including additive manufacturing/3D printing);
- Prefabricated construction and manufacturing;
- Advanced automation, control & optimised scheduling;
- Data analytics, machine vision, artificial intelligence and robotics to improve process control, quality, cost and safety

Contact us today to discover how we can work together.

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:
- Marketing and Branding Strategy (international);
  Market Development Plan (international);
  In-Market Support (international);
  Intellectual Property (export related);
  Process Innovation;
  Product Development;
  Intellectual Property; Early stage feasibility & testing;
  Research & Development;
  Business Process and Systems Improvement;
  Business Transformation; Financial Management Planning;
  Industry Standards Implementation and Certification; Tender Guidance;
  Marketing and Branding Strategy; Market Development Plan;

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International Market:
China, Hong Kong, Japan, Singapore, South Korea,

END OF LIST