

List of Registered Service Providers by Name - Advanced Manufacturing Stream

As at 9 May 2019

4 Volts Electronic Engineering Pty Ltd

Profile Summary :

4Volts is an innovative contract electronics design company specialising in the design of IoT embedded systems and wireless sensors technologies. We offer clients a professional turnkey experience, with services designed to take a new product idea from concept through to production. We focus on fully understanding all aspects of the clients' requirements (both technical and business) and work on a tailored solution to ensure these requirements are met on time and within budget.

We have worked on over 70 IoT products and projects. Our high calibre engineering team has over 100 years of combined product development experience across a wide range of technologies and industries, and work with clients both in Australia and abroad.

We strive to develop long-term relationships with our clients through:

- Providing industry-leading engineering expertise
- Leveraging extensive experience in a multitude of technologies
- Ongoing commitment to our clients and their evolving needs
- Providing a professional outsourcing experience

Service Activity :

Process Innovation
Product Development

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International Market :

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 composites design, 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 :

Process Innovation
Product Development

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International Market :

United States of America ,China ,United Kingdom ,

Aerium

Profile Summary :

Aerium consists of a team of experienced consultants from a diverse range of industries including , automotive, food, engineering, Government, Industrial and Power to name a few having occupied roles including CEO and CFO of major listed companies, Engineering Management, SME owners and Lean and Agile practitioners and Trainers.

Services provided include-

- Strategic Planning
- Financial Reviews and Profit Improvement Plans
- Sales and Marketing Plans
- Export Development Plans
- Manufacturing reviews
- Costing Reviews
- Delivery (IFOT) improvement plans
- Lean and Agile Training
- Workshops & Training
- HR reviews
- Innovation Commercialisation

Service Activity :

Marketing and Branding
Strategy; Business Process and
Systems Improvements; Tender
Guidance; Branding
Strategy; Marketing Strategy

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International Market :

ALS Industrial Pty Ltd

Profile Summary :

ALS offer a suite of testing, inspection and engineering services assisting clients to maximise production, extend asset life, ensure reliable plant operation and achieve compliance.

Since 1957 we have been providing condition monitoring, inspection and engineering services across Australia. We currently maintain over 600 staff nationally across 12 branch locations (and many site based engagements) providing services to the Power, Mining, Oil and Gas and Water Industries nationally. Our services include:

- Condition Monitoring – including vibration analysis, lubricant analysis, thermography, machine balancing, and laser alignment
- Non-Destructive Testing – including all traditional (radiography, magnetic particle testing, dye penetrant testing, ultrasonics, Eddy Current Testing) and advanced methods (including Phased Array Ultrasonics (PAUT), Long range ultrasonics (LRUT), Saturate Low Frequency Eddy Current (SLOFEC), Computed and Digital Radiography
- Vessel Inspection
- Tank Inspection
- Materials Engineering Testing and Consultancy
- Civil and Concrete Testing and Consultancy
- Mechanical Testing
- Reliability and Integrity Engineering

Service Activity :

Process Innovation
Product Development
Industry Standards
Implementation & Certification

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International Market :

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 :

Process Innovation; Product
Development

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International Market :

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 :

In-Market Support

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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 (hydrodynamics, 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 processes, improve products, and realise commercial potential.

Service Activity :

Product Development
Industry Standards
Implementation & Certification

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International Market :

Africa Region Generally ,Colombia, United States of America ,Asia Region Generally ,Qatar ,

ANZA Technology Network

Profile Summary :

ANZA Technology Network is the leader in launching Australian technology companies in the U.S. market. Our business accelerator services are world-class, customized and targeted to each individual entrepreneur's unique needs to build a sustainable, high-growth business in the U.S. Our talented network of market experts are matched with you at each phase of your journey and work with you to develop strategic partnerships, get new customers and raise capital.

Service Activity :

Market Development Plan
In-Market Support

Contact : Ms Viki Forrest
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International Market :

United States of America ,

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 :

Process Innovation
Product Development

Contact : Mr Harry Hickling
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International Market :

United States of America ,

Arrayware Pty Ltd

Profile Summary :

Arrayware develops hyper-fast, 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.

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

Service Activity :

Process Innovation
Product Development

Contact : Mr Paul Savage
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International Market :

Canada, United States of America ,Europe Region Generally ,New Zealand ,

Arthur St Digital

Profile Summary :

Arthur Street Digital is a boutique digital marketing agency based in Melbourne and Geelong. Our clients range from national corporations such as News Corp to local small businesses and span all market sectors, including manufacturing. Our services include:

- Marketing Strategy
- Brand Strategy
- Digital Marketing Training
- Website Development
- SEO and SEM (AdWords)
- Social Media
- Content Development
- Pay Per Click Campaigns
- Marketing Automation
- Lead Nurturing

Service Activity :

Marketing and Branding
Strategy; Branding Strategy;
Marketing Strategy;

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International Market :

Australian Continuous Improvement Group (ACIG)

Profile Summary :

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.

ACIG delivers capacity building and implementation services which directly fit within DEDJTR's Service Activities of Process Innovation, Business Process and System Improvement; and Business Transformation.

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.

Service Activity :

Business Process and Systems
Improvements

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International Market :

Australian Engineering Solutions Pty Ltd

Profile Summary :

Innovative Engineering Solutions
Austeng has a proven track record in working with clients to assist them to introduce cutting edge systems that enable them to compete in an increasingly global market.

Austeng is proud of the reputation it has built as an innovative and world-class designer and manufacturer of quality automated special purpose equipment for industry.

A Solutions Approach

A core approach to our business is engineering solutions. This involves several key initial stages including defining client needs and suggestion and development of concept drawings, integration of all elements as well as design, manufacture and installation of the end product.

Tech Enabler

Austeng has a proven track record in providing a bridge between a concept, idea or research and a commercial reality.

Austeng is adept to taking the next step in this process by the novel and creative application of existing technology and/or the development of new technology.

Austeng's outstanding reputation and track record in the industry was recognised when it was inducted into the Victorian Manufacturing Hall of Fame in recognition of its world class innovative and sophisticated solutions to manufacturing challenges. It has also been awarded 2014 & 2016 Engineers Australia Innovation /R&D Awards.

Service Activity :

Process Innovation
Product Development

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International Market :

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 :

Marketing and Branding
Strategy
Market Development Plan
Business Process and Systems
Improvements
Industry Standards
Implementation & Certification
Tender Guidance

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International Market :

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
Product Development

Contact : Mr Mark Bayly
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International Market :

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; defence; 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 consider holistically

Bevington Group 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

Service Activity :

Business Process and Systems
Improvements

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International Market :

BIG Change Opex Pty Ltd

Profile Summary :

BIG Change Agency are specialists in helping businesses to increase profits by transforming company culture and engagement levels while at the same time improving business capability through training and consulting in business process improvement tools including but not limited to Business Process Mapping, Lean and Six Sigma and Strategic Assessment and Analysis.

Service Activity :

Business Process and Systems Improvements;

Contact : Mr Simon Murray
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International Market :

Bravo Charlie Pty Ltd (Social Media)

Profile Summary :

Bravo Charlie exists to transform Australian industrial, advanced manufacturing and agricultural companies into world class story tellers; who focus on global markets and connecting with Asia.

On an individual level, we support business, community and political leaders to realise their dreams.

Services include Business growth, sales and IT system consulting through to implementation; C-level marketing coaching for established companies, plus early stage commercialization for innovative products and technologies.

Our 90-day Business Transformation Projects include lead-generation focused website development, photography / collateral development, video content, translation services for Chinese market access, plus ongoing 'content as a service' video production and SEO / SEM management via our digital implementation partner, King Kong.

Established 9.5 years, we have documented case studies and testimonials in all requested areas.

Additionally we regularly link clients to commercialisation and R&D programs through Swinburne University, from which our founder has a Masters in Entrepreneurship and Innovation.

Service Activity :

Marketing and Branding Strategy; Branding Strategy; Marketing Strategy;

Contact : Mr Philip Bateman
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Website : http://bravocharlie.tv

International Market :

China, Hong Kong ,

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 ICT networked systems that incorporate CISSP 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 AS1270.

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 maritime environments.

Service Activity :

Product Development Industry Standards Implementation & Certification

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International Market :

Cobalt Design Pty Ltd

Profile Summary :

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

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

Our clients range from multinationals to start-ups, within a range of industries:

- Analytical, medical devices
- Commercial, industrial products
- Transport design
- Consumer products, including sporting and soft goods

Our inhouse product development capability includes

- Industrial Design
- Insight-driven analysis & research
- User-interface (GUI) design
- Product Design and Mechanical Engineering
- DfM Design for manufacture
- CAD/CAID modelling
- Simulations; FEA, fluid, moldflow etc
- Prototyping, 3D-Printing
- Mechanical testing (load, ingress etc)
- Production sourcing & tooling management

We bookend the above:

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

Service Activity :

Process Innovation; Product Development; Marketing and Branding Strategy;

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Website : cobaltdesign.co

International Market :

Conflux Technology Pty Ltd

Profile Summary :

Conflux Technology is an Advanced Manufacturing operation focused on the design, development and serial production of parts utilising 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.

Service Activity :

Process Innovation Product Development

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International Market :

United States of America ,Europe Region Generally, Germany ,

CSIRO

Profile Summary :

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

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

Service Activity :

Process Innovation
Product Development

Contact : Dr Keith McLean

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International Market :

United States of America ,

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.

Service Activity :

Process Innovation
Product Development

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International Market :

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.

Service Activity :

In-Market Support
Intellectual Property
Business Process and Systems
Improvements
Financial Management
Planning
Tender Guidance
Branding Strategy and
Marketing Strategy
Market Development Plan

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International Market :

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

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, D+I are able to provide a complete industrial design and product development solution for clients ranging from startups to global brands.

D+I have 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.

D+I 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 - D+I are your proven partner.

Service Activity :

Process Innovation
Product Development
Marketing and Branding
Strategy,

Contact : Gary Haywood

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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 :

Marketing and Branding
Strategy;
Marketing Strategy;
Business Process and System
Improvements.

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Website :

International Market :

DISEGNO GROUP PTY. LTD.

Profile Summary :

CREATIVITY KNOWS NO BOUNDARIES

We're not a brand consultancy, a packaging design studio or even a communications agency. We're a creative business that doesn't limit itself by what we can do, but rather what we can achieve.

Since opening our doors in 1995, we've partnered with some of Australia's most recognisable brands to understand their vision (or challenge) and develop commercially focused, creative solutions across a number of disciplines.

- Brand strategy
- Identity
- Packaging
- Environmental design
- Communications
- Activation

Service Activity :

Marketing and Branding
Strategy

Contact : Mr Aaron Turner

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Website : 129 Queensbridge Street

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; Business Process and Systems Improvements; Business Transformation; Financial Management Planning; Industry Standards Implementation & Certification;

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Website : www.doingbusinessbetter.com.au

International Market :

Dowling Consultancy Pty Ltd

Profile Summary :

Dowling Consultancy recognise 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 your 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 optimizing 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.

Service Activity :

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

Contact : Mr Stephen Dowling
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International Market :

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

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 growth markets, planning organisational change, and implementing process and capability improvement programs.

Service Activity :

Marketing and Branding Strategy
Business Process and Systems Improvements
Tender Guidance
Market Development Plan

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International Market :

FAL Patents Pty Ltd

Profile Summary :

A boutique IP firm specialising in intellectual property, FAL Patents has the expertise to not only protect but also maximize our clients' most valuable asset – their IP. FAL's clients include IP and technology innovators within industry, research organisations, CRCs, the Victorian and Commonwealth government departments and key agencies together with start-ups and SMEs.

As a specialist IP practice, FAL can offer key benefits to clients including:

- Commercially focused approach to the protection, management and leveraging of IP assets
- Patent, trade mark, design and commercial /IP legal experts in one office
- In-house patent and trade mark renewal management which is not handled by third parties
- Strong global networks with trusted IP service providers
- Accessible, responsive and personable IP team practitioners
- Flexible, customised and strategic approach to client needs
- Experienced IP records management and administrative support staff
- Highly competitive pricing without the "big firm" overheads
- Commercial legal expertise available if required

Service Activity :

Intellectual Property

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International Market :

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

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 management services to the Applicant.

FB Rice has proven itself as a committed, high quality IP service provider with a diverse and talented, and comprises team members with a relevant range of technical and legal skills from different locations, from various ethnic backgrounds and with foreign language skills.

Taken together with our track record of effective teamwork with a range of Victorian clients. a thorough understanding of business and commercialisation needs and growing IP portfolio expert knowledge of all relevant intellectual property legislation, regulations, and protocols competitively priced IP 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

Service Activity :

Intellectual Property

Contact : Dr Brett Lunn
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Website : www.fbrice.com.au

International Market :

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

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;

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International Market :

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 in not a turn-key solution but is rather a solution tailored to your need.

Service Activity :

Business Process and Systems Improvements
Financial Management Planning

Contact : Mr David Reid
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Website : www.crowehorwath.com.au

International Market :

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

Foreign Market Consulting Ltd

Profile Summary :

FMConsulting is an Istanbul-based full-service consulting company established in 1999 and now the longest standing consultancy of its type in Turkey. For each inquiry, we put ourselves into the shoes of our clients and act as their business development team. Since we are also locals, we can act as the bridge between our clients and local businesses.

We can provide in-market support for businesses looking to expand their presence in Turkey, Iran and/or UAE. Our services range from market research, market visits, company formation, location search, financial services, employee leasing and to market entry strategy. We give our clients the option of having a single local service partner in Turkey, and can provide continuous support throughout their market entry and expansion phase through our operational services.

Service Activity :

Marketing and Branding Strategy
In-Market Support
Market Development Plan

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Website : www.fmconsulting.com

International Market :

Turkey ,Iran, United Arab Emirates ,

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.

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

Service Activity :

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

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

International Market :

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

High Performance Consortium

Profile Summary :

We have delivered bespoke 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 relationship networks to deliver pragmatic solutions to clients using appropriate methodologies and tools.

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 begin by understanding our client's needs, aspirations, objectives, positioning and capabilities as well as assessing our 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.

Service Activity :

Marketing and Branding Strategy
Market Development Plan
Business Process and Systems Improvements

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International Market :

HRL Technology Group P/L

Profile Summary :

For the Advanced Manufacturing Voucher Program (AMVP), HRLT offers:

- (i) Materials selection for:
 - Strength, corrosion resistance, erosion/abrasion, 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 to provide compliance to given criteria.
- (v) Non-destructive Testing (NDT) solutions for products manufactured by the emerging 3-D manufacturing industry. Engineering analysis such as critical crack-size, defect tolerance assessments and fitness-for-purpose may also be required.

Service Activity :

Process Innovation
Product Development

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International Market :

Hydrix Pty Ltd

Profile Summary :

About Hydrix
Hydrix provides advanced engineering and product development capabilities as a service to Clients who seek to deliver new business strategies through the realisation of technology.

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

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

Service Activity :

Intellectual Property (F2E);
Process Innovation; Product Development; Intellectual Property;

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International Market :

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 Hooworth and Jon Seddon. Ideation is a Registered Service Provider with AusIndustry, has staff of 7 designers and is located in Burwood, Melbourne.

Ideation Design has worked on a diverse range of products for both local and international clients. This experience coupled with an exciting mix of ground breaking "world first products" infuses our product development process resulting in products of the highest calibre. Ideation can provide a complete product development service from concept generation, 3D CAD and prototyping, through to production documentation and specification.

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

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

Service Activity :

Product Development

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Website : <http://www.ideationdesign.com.au/>

International Market :

United Kingdom ,Middle East Region Generally ,

IDT Australia Limited

Profile Summary :

IDT Australia Limited is a publicly listed Australian pharmaceutical manufacturing company headquartered in Boronia, Victoria. The Company specialises in the development, formulation, scale-up, and Good Manufacturing Practice (GMP) manufacture of Active Pharmaceutical Ingredients (APIs) and Finished Dosage Forms (FDFs).

IDT's facilities are audited and accredited by the US Food and Drug Administration and Australian Therapeutic Goods Administration and operate to cGMP standards. The Company has extensive expertise developing difficult and/or dangerous to manufacture high potency high containment drugs (including certain cytotoxic anti-cancer drugs, antibiotics and controlled substances). For over thirty years IDT has successfully undertaken many API or finished drug manufacture and technology transfer projects for local and international companies with products bound for US, European, Japanese and other global markets.

Service Activity :

Process Innovation
Product Development
Industry Standards
Implementation & Certification

Contact : Dr David Sparling

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Website : www.idtaus.com.au

International Market :

United States of America ,Japan ,

Insight Engineering Australia Pty Ltd

Profile Summary :

Insight Engineering Australia is a Geelong-based automation and electrical engineering drafting 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 MES 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 training, 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 energy risk assessment contractors with expertise in safety systems and engineering hazard identification checks. Insight Engineering also provides the option of automation training on projects running at facilities.

Service Activity :

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

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International Market :

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; Business
Process and Systems
Improvements; Business
Transformation;

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International Market :

Integra Systems Pty Ltd

Profile Summary :

Integra Systems is a multi-award winning product development and advanced manufacturing company offering a comprehensive service from product ideation through to manufacturing and delivery.

Our product design and development team transform concept ideas for products and components into fully resolved designs. Working in partnership with you, we utilise our industrial design, product design engineering, mechanical engineering and design for manufacture expertise to empower and enable you so that you can achieve your product aspirations and business outcomes.

Our advanced manufacturing facility based in Melbourne, Victoria, Australia is where your products come to life and we 'Make Your Vision Real'. Co-located with our product design and development team for optimal results, this is where we set the standard as to how your product should be made. We care about the commercial viability of your products, so every production step is undertaken as if it were our own investment.

Service Activity :

Product Development

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Website : www.integrasystems.com.au

International Market :

Invetech

Profile Summary :

Invetech is a leading provider of new product design and manufacturing services with a broad focus in healthcare technology markets. With a staff of more than 300, we offer specialist expertise in innovative design, engineering and manufacturing, delivering solutions that are as practical as they are marketable. Our multi award-winning portfolio has led advances across industrial, medical and consumer markets, and the creation of intellectual property has enabled our clients to break new ground, and penetrate markets with commercial certainty. It is our capacity to bring ideas to market that sets us apart. We are ISO 9001:2008 and ISO13485:2003 certified and our quality system and development processes address FDA QSR (Quality System Regulation) for biomedical products and GAMP (Good Automated Manufacturing Process) for custom automation.

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

Service Activity :

Process Innovation
Product Development

Contact : Mr Alan Morris

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Mobile : +61 417565492

Website : www.invetech.com.au

International Market :

Japan Growth Partners

Profile Summary :

Japan Growth Partners know that establishing a business presence in Japan comes with challenges beyond other markets. Our value is in our ability to be your extended resource to navigate Japan with ease and minimal stress/disruption to your existing business.

We'll work with you to ensure your business is oriented to maximise value, mitigate risks, pinpoint best market opportunities, determine best moves and accelerate Japanese market entry success.

We are a 'Japan-specialist-team' of skilled and knowledgeable international business development professionals that exist to complement your existing organisational resources by adding firsthand exposure to Japanese business operating principals with in-market experience and language capabilities spanning across an array of market segments.

Our expertise serves you in optimizing 'new-to-market' entry or 'in-market' expansion related to bespoke in-market activities, partner profiling/selection, growth planning, relationship building, negotiation support, early market representation, multi-lingual branding and marketing to achieve long-term sustainable and profitable positioning in Japan.

Service Activity :

Marketing & Branding Strategy;
Market Development Plan;
In-Market Support; Intellectual Property

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International Market :

Japan ,

JMB Partnerships

Profile Summary :

The JMB Partnership is a UK based, award-winning B2B Sales Lead Generation and Market Entry Agency specialising in high-quality, integrated lead generation & new market entry services to both the public and private sector. We help our customers to generate sales meetings, RFQ's and help them find 1st UK customers and partners.

Having helped over 750 international companies enter UK market, we understand the vital components required to help international companies be successful in the UK market. Our close working relationships with trade bodies and in-market reputation has positioned JMB as a leading service provider for organisations exploring the UK and seeking to capitalise on the opportunities presented. Furthermore in 2016 JMB was awarded The Queen's Award for Enterprise in International Trade - One UK's highest accolade for British business success. And awarded only those who demonstrate the highest levels of excellence within their field of expertise in international trade.

JMB have extensive experience specifically in the automotive and advanced engineering sector with directors having over 100 years combined experience in the sector.

Service Activity :

In-Market Support

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Website : www.thejmbpartnership.com

International Market :

United Kingdom ,

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 (SME). 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.

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.

Service Activity :

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

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International Market :

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

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 ISO14001;
Facilitating business-to-business R&D in the advanced manufacturing space domestically and internationally. We aim to match synergistic companies with La Trobe staff to build high performing teams.

Service Activity :

Process Innovation
Product Development
Industry Standards
Implementation & Certification

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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, PwC and recently as Partner at Grant Thornton. Our clients today include Australia's largest Vitamin brand, an Australian \$80b 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.

Service Activity :

Marketing and Branding Strategy
Market Development Plan
In-Market Support

Contact : Mr Richard Gruppetta
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Mobile : +61 447 021 202
Website :

International Market :

Japan, South Korea ,

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 be top 10 in their chosen market.

We have the right tools and know-how to turn this potential into rapid momentum. We will help 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.

Service Activity :

Business Process and Systems Improvements

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Mobile : +61 0400 888 186
Website : no website for this account

International Market :

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 :

Marketing and Branding Strategy; Process Innovation; Business Process and Systems Improvements; Business Transformation; Financial Management Planning; Tender Guidance; Branding Strategy; Marketing Strategy;

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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 :

Financial Management Planning;

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Website : www.matthewssteer.com.au

International Market :

Mawson Business Advisory

Profile Summary :

True value-creation growth demands a balance of investment, industry expertise, strong leadership, strategic planning and execution and a structured framework of support. At Mawson we work with you to actively develop, implement and manage financial, management, and decision-making infrastructure to realise your full growth potential through exploiting latent synergies within your existing supply chain and/or taking advantage of new market opportunities.

WHAT WE DO

- Business strategy, planning and execution.
- Organisational structure review and performance management.
- Business Turnarounds and Transformations.
- New market expansions (product-line & geography).
- Recruitment, retention and training for growth.
- Leadership-team creation.
- Development of finance function providing visibility of key operational drivers and linkages to economic objectives.
- Development of policies and procedures for day to day decision making.
- Capital raising.
- M&A.
- Implementation of governance and accountability frameworks.
- Provide access to critical industry networks and expert advice from an experienced team who have successfully owned and managed their own businesses.

Service Activity :

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International Market :

China ,

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.

Service Activity :

Intellectual Property

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International Market :

United Kingdom ,

Melbourne Centre for Nanofabrication

Profile Summary :

The MCN is the largest and broadest capability within the Australian National Fabrication Facility (ANFF) — a national network of micro/nano research infrastructure. The MCN is an open-access, multi-institutional laboratory employing LEAN operating principles akin to those of a high-throughput industry environment to ensure a consistent and high-quality client experience (certified under ISO 9001:2015)

Staff at MCN can train new users to become proficient in tool operation of the tools and systems, using the facility as an extension in-house R&D. Staff can also conduct fabrication or analysis services by quotation, or collaborate fully design, prototyping and batch production.

The MCN enables productivity and quality gains for users by providing a pipeline for design, fabrication, characterisation and testing of materials and devices within one facility. This enables an easy transition from concept to prototype, with the possibility to scale up to trial batch production, creating a comprehensive user experience.

Service Activity :

Process Innovation; Product Development

Contact : Dr Sean Langelier
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Mobile : +61 467296865
Website : www.nanomelbourne.com

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'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 and 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

Service Activity :

Early Stage Feasibility
Industry Standards
Implementation & Certification
Process Innovation
Product Development

Contact : Mr Brenton Dodd
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Email : brenton@memko.com.au
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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 :

Intellectual Property;
Intellectual
Property;

Contact : Mr Jason Mullen
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Mobile : +61 408 574 278
Website : www.minterellison.com

International Market :

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

Monash University

Profile Summary :

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

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

Service Activity :

Process Innovation
Product Development

Contact : Mr Marc Pizzi
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Website : www.monash.edu

International Market :

Ghana, South Africa ,China, Indonesia, Japan, Malaysia ,United Kingdom ,United Arab Emirates ,

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

International Market :

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

Outerspace Design Group

Profile Summary :

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

Equipped with a unique range of resources, we deliver better results faster:

- Full service workshop for hand sculpted and 3D printed prototypes
- Office in California for a direct connection to the technology sector
- Latest 3D CAD and visualisation software
- Dedicated deep dive rooms and video conference facilities
- Trend forecasting hub and materials library

Whether you require a turnkey solution, or a little help, we offer a complete range of services:

- research
- concept development
- 3D CAD modelling
- mechanical engineering
- prototyping
- tooling & production management

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

Service Activity :

Product Development

Contact : Mr Andrew Moore
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Mobile : +61 448812235
Website : www.outerspace.co

International Market :

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
Improvements;
Financial Management
Planning;
Industry Standards
Implementation &
Certification;
Tender Guidance;
Marketing Strategy

Contact : Mr Geoff Everist
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Mobile : +61 407 314 319
Website : www.pertathomsonpartners.com.au

International Market :

Planet Innovation

Profile Summary :

Planet Innovation is an Australian company that specialises in developing and commercialising products that have a positive impact on the world. We provide technology innovation, product development and commercialization expertise to companies around the world and we focus on the biomedical, clean-tech and hi-tech industries.

We have over 250 brilliant, passionate and commercially focused employees, including product developers, engineers, scientists, industrial designers, technicians, project managers and QA managers.

We specialize in Biomedical and Hi-Tech connected devices; and excel at exploiting the technology convergence between these sectors. In addition to developing products for our clients we also develop and launch our own products and platforms. We apply the learnings from developing these internal products to benefit all our clients by ensuring that if there is a faster, smarter way to help clients launch their products then we will achieve this by leveraging existing technologies.

Service Activity :

Marketing and Branding Strategy; In-Market Support; Process Innovation; Product Development; Business Process and Systems Improvements; Industry Standards Implementation & Certification; Branding Strategy; Marketing Strategy;

Contact : Mr Sam Harris
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Mobile : +61 408 053722
Website : www.planetinnovation.com.au

International Market :
Americas Region Generally ,

Procept

Profile Summary :

At 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 experience 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.

Service Activity :

Product Development

Contact : Mr Dino Bravin
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Mobile : +61 0 477 477 989
Website : www.procept.com.au

International Market :
India ,

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 Veronica Grossman
Job Title : Head of Business Development & Marketing
Email : vgrossman@rigbycooke.com.au
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Website : www.rigbycooke.com.au

International Market :

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 efficient 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 entire tenure 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.

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.

Service Activity :

Marketing and Branding Strategy; Business Process and Systems Improvements; Business Transformation; Financial Management Planning; Industry Standards Implementation & Certification; Branding Strategy; Marketing Strategy;

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

International Market :

RMIT University

Profile Summary :

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

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

Service Activity :

Process Innovation
Product Development

Contact : Ms Alexia Pisani
Job Title : Senior Advisor - Bids & Tenders
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Mobile : +61 412 204 989
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International Market :
Asia Region Generally , Middle East Region Generally ,

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 March 2010.

Our customers generally have sales ranging from \$3m-5m at the low end, averaging around \$10m-\$50m, and on up to \$200m revenue; 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 of areas of strategy, marketing or performance.

In 2012, we created and ran the Ford of Australia, Supplier Diversification Program which helped 13 auto component suppliers to think through how to diversify. (Details available on request.)

We have most recently been working as an approved supplier to help 11 clients on the Victorian Government's ASCTP Program, and we regularly win work with manufacturing clients on the Federal Government's Entrepreneurs' Program.

We offer our services to eligible customers who are energised to create and win new business opportunities.

We have a team based methodology - operating the company with 1 director and 7 registered associates.

Service Activity :

Marketing and Branding Strategy;
Business Process and Systems Improvements; Business Transformation;
Financial Management Planning;
Marketing Strategy

Contact : Mr Steve Wood
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International Market :

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 :

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

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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.

(Created from an application form on the Grants portal)

Service Activity :

Marketing and Branding Strategy; Process Innovation; Business Process and Systems Improvements; Business Transformation; Tender Guidance; Branding Strategy; Marketing Strategy

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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 ,

Successful Endeavours Pty Ltd

Profile Summary :

Successful Endeavours designs electronics based products that are intended to be manufactured in Australia.

Our primary services are:

- Requirements capture and analysis
- Technology selection
- Electronics Design
- PCB Layout
- Software Development
- Prototyping
- Production preparation

Our aim is to provide affordable but world class product development services that allow you to be locally and internationally competitive in your chosen market.

And we can also manufacture the product for you if you want that too. Some examples of products we have developed are:

- GPS trackers
- Vehicle management systems
- High voltage power distribution equipment
- Industrial controls
- Digital musical instruments
- Custom IoT
- Ultra-low powered sensors
- Telemetry
- Electronic Locks
- Bushfire prevention systems
- Smart city sensors
- Air quality monitoring

Service Activity :

Product Development;

Contact : Mr Ray Keefe
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Phone : +61 3 9796 0365
Mobile : +61 418 173 052
Website : successful.com.au

International Market :

Swinburne University of Technology

Profile Summary :

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

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

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

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

Service Activity :

Process Innovation
Product Development
Industry Standards
Implementation &
Certification,

Contact : Prof Aleksandar Subic
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Phone : +61 3 9214 4812
Mobile : +61 418 525 670
Website : <http://www.swinburne.edu.au>

International Market :

India, Malaysia ,

taktik(z), Inc.

Profile Summary :

taktik(z) is an independent consultancy company dedicated to helping enterprise customers align technology applications, optimize business processes and achieve superior value, whether the business goal is to enhance business productivity, improve customer understanding, increase loyalty and retention, build incremental or new revenue streams, or realize measurable competitive advantage.

taktik(z) recognizes the importance of providing a complete suite of services, including business and technology strategy, systems design and architecture, applications implementation, network infrastructure, and managed services, empowering businesses to achieve an unprecedented level of interaction, integration, and value in their enterprises.

Service Activity :

Marketing and Branding
Strategy
In-Market Support
Market Development Plan

Contact : Mr Thomas M Smith
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Phone : +13137992699
Mobile : +13132311012
Website :

International Market :

United States of America ,

Tekt Industries Pty Ltd

Profile Summary :

Tekt Industries is a technology design and product engineering company that helps to take the pain out of product development by providing end-to-end development services guided by a quality assured design process. We specialise in developing the industrial design and electronics engineering within each product but also offer a full range of additional commercialisation services so that each product can be mass manufactured. Tekt Industries offers additional mobile app, user-interface (UI), animated 3D rendering, and graphic design services to augment our standard product engineering and design communication services.

Service Activity :

Contact : Mr Matthew Adams
Job Title : Managing Director
Email : m.adams@tektindustries.com
Phone : +61394151551
Mobile : +61439368984
Website : www.tektindustries.com

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 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 :

Business Process
and Systems Improvements;
Financial Management
Planning

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Mobile : +402489266
Website :

International Market :

Threshold Ventures

Profile Summary :

Threshold Ventures works with innovative startups and more established companies from around the world which are looking to enter the US market and/or access capital.

Founded by a serial entrepreneur and former venture capital investor, Threshold Ventures has an extensive network of contacts in the US, particularly in Silicon Valley. We have successfully worked with numerous Australian companies and leading organizations including CSIRO. Our team has a variety of expertise, industry and sector experience and contacts which we leverage to help companies get market feedback as well as connect to potential customers.

We help companies develop the right story, identify the most appropriate target markets/customers, and help navigate business introductions.

Service Activity :

In-Market Support

Contact : Mr Jonathan Baer
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Mobile : +1 265 9977
Website : www.thresholdventures.com

International Market :

United States of America ,

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 senior management 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.

- Business Process and Systems Improvements

Our team has wide experience in evaluating business processes and systems and developing business cases for new technologies. We have experience in research, design and install of large scale processes. We can also review existing systems to maximise your operational performance and benchmark against best practice.

- Market Development Plan

Our approach is the pragmatic consideration of the current business assets, processes and value proposition in respect to the goals of the business owner and the market opportunities. We start with a comprehensive business review to capture the knowledge and sentiment of the business management team. We design tailored workshops to test and address the priority issues, and build your business roadmap with a clearly defined action plan.

Service Activity :

Business Process and Systems
Improvements
Market Development Plan

Contact : Mr Peter Nolle
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Mobile : +61 401 428 657
Website : www.treadstone.com.au

International Market :

TRICYCLE DEVELOPMENTS PTY LTD

Profile Summary :

Tricycle Developments is a full service product development organisation with a strong focus product commercialisation.

Our company is structured to provide an agile and personable service from initial idea generation through to product commercialisation.

We run a team of 16 staff with a proven network of partners. Our team has broad experience in developing products across the biomedical, medical, industrial, care and consumer product sectors.

We have a strong internal discipline in full program management of electromechanical solutions, industrial design, mechanical and production engineering.

Our Melbourne based studio and adjoining workshop and lab spaces combine as a collaborative environment designed for agile product development. This allows us to design, build and test in house- ensuring proven solutions and successful project outcomes.

Service Activity :

Process Innovation
Product Development

Contact : Mr Luke Martin
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Mobile :
Website : www.trike.com.au

International Market :

TXM Lean Solutions Pty. Ltd. ATF TXM Lean Solutions Unit Trust

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 :

Business Process and Systems
Improvements;

Contact : Mr Tim McLean
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Mobile : +61 404480517
Website : https://txm.com/

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
- Industry 4.0

Contact us today to discover how we can work together.

Service Activity :

Product Development
Process Innovation

Contact : Dr Andrew Rudge
Job Title : Senior Business Development Manager
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Mobile : +61 4 35 827 784
Website : https://www.unimelb.edu.au/

International Market :

Whistle Design Group Pty Ltd

Profile Summary :

Whistle provides end-to-end technical product development support to our clients. Our team of designers and engineers help with user research, ideation and concept development, detail design, production documentation and support, and tooling and manufacture sourcing.

Service Activity :

Contact : Mr Lucas Lastman
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Email : luc@whistledesign.com.au
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Mobile : +61 428 338 668
Website : www.whistledesign.com.au

International Market :

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;
Business Process and Systems
Improvements;

Contact : Mr Wayne Allan
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Mobile : +61432242776
Website : www.workplacealliance.com.au

International Market :

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

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Website : http://xsallarate.com/website/index.htm

International Market :

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

END OF LIST