



Australian Government

Department of Innovation
Industry, Science and Research

SUPPLIER
ADVOCATE

CLEAN TECHNOLOGIES

MELBOURNE WORKSHOP

Cleantech Industry Capability Teams

Helping cleantech companies collaborate to target customer groups

Cleantech companies provide a wide variety of solutions including products and services involved in renewable energy, water, waste, recycling, energy efficiency, energy storage, building products, transport technologies and environmental services. Many of these companies are however targeting the same customer groups. The national Cleantech Industry Capability Teams will provide a mechanism for diverse cleantech companies to effectively collaborate in their dealings with these customer groups.

Cleantech Industry Capability Teams will...

- Target up to five different customer groups. These might include the Built Environment, Mining/Resource and Minerals Processing, Food Processing, SME Manufacturing, International Aid Development.
- Unite companies with common customer targets.
- Be industry-driven and chaired by industry members.
- Be largely self-sufficient and commercially focussed.
- Pursue opportunities and market members' capabilities as a group.

National Workshops

A series of free national workshops will be held in November to engage with interested companies and to help design the priorities and operations of the national teams so that they best meet the needs of the industry.

How to Register

To register your interest to participate in the national workshops please send an expression of interest to detailing your:

- Name
- Company
- Contact details
- Which workshop you want to attend
- Specific customer groups that your solution is targeting.

Please send these details to:

cleantech-teams@auscleantech.com.au

RSVP - WEDNESDAY 2 NOVEMBER

Supported by:



Melbourne Workshop

WHEN

Monday 7 November
Workshop:

2pm-5:30pm

Networking Drinks:

5:30-6:30pm

WHERE

Level 27,
121 Exhibition St,
Melbourne

FREE TO ATTEND

There is no cost to attend for registered participants

WHO SHOULD ATTEND

Any cleantech solution provider that wants to have an opportunity to more successfully access its target clients

**RSVP - WEDNESDAY
2 NOVEMBER**

Speakers

Customer Speaker

**Dexter Clarke,
Futuris
Automotive**



Futuris is a leading Australian manufacturer that is reducing its carbon footprint and increasing profits. Futuris is actively changing the way they run their operations to use less energy and produce less waste. In addition, Futuris is adapting its existing resources to secure new cleantech revenues from products such as energy efficient consumer products and CPV solar systems.

Customer Speaker

**Scott Boskay,
Sustainable
Melbourne
Fund**



As CEO, Scott is charged with leading his team to deliver positive environmental outcomes in a commercial and innovative manner. Currently Scott and his team are delivering a new environmental upgrade financing mechanism for the City of Melbourne and administering their 1200 Buildings Program.

Integrator Speaker

**Jürgen
Schneider
Regional GM,
Siemens**



Jürgen is responsible for the leadership and coordination of Siemens business activities in Victoria, SA and Tasmania. Siemens operates across eight solution areas: Water, Energy, Environment, Healthcare, Productivity, Mobility, Safety and Security.

Cleantech Speaker

**Gary Bertuch,
Managing
Director,
HySSIL**



Gary has spent over 25 years in general management of public and private engineering and technology companies. In 1993 Gary helped establish Australia's first public hydro electric company, Pacific Hydro Limited, via a A\$20 million initial public offering. He was also the project director for the development of the A\$75 million Ord Hydro Electric scheme.

Contacts

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The Cleantech Industry Capability Teams are an initiative of the Gillard Government's Supplier Advocate Program and its Clean Technology Focus for Supply Chains. More information is available at

www.innovation.gov.au/supplieradvocates.



An Australian Government Initiative



Shaping Business, Transforming Industry