Aussie start-up takes corporate Australia behind the scenes

A USTRALIAN corporate executives can now travel to Silicon Valley in a curated tour to meet with the Valley’s best and brightest tech minds, including senior employees from Google, Apple, Uber, Tesla and AirBnB, to name a few.

Offering a five-day innovation boot camp (June 10th – June 15th 2018), Silicon Valley Unlocked is an Australian business targeting founders, c-level executives and board members for an opportunity to gain unprecedented access to the masterminds that are quickly changing the landscape of how business is done one mouse click at a time.

Melbourne’s Jayson Frazer is the brainchild of Silicon Valley Unlocked who has over 25 years’ experience assisting businesses achieve greater results, including working with a wide range of clients such as Siemens, Samsung, BMW, Mini, Nissan, Bosch, Bestik, NHP and Virgin Australia.

Working in corporate travel management, Jayson quickly saw the need in tech learning programs, so he decided to start reaching out through his business networks, in solidifying relationships with industry experts that he felt the Australian business community could learn and be inspired from.

“Our Silicon Valley Unlocked Innovation Boot Camp is a five-day immersion. Each of the twelve participants get to go inside Silicon Valley’s major corporations and smaller startups and see for themselves how the most successful organisations of all time innovate and disrupt the world around us,” Frazer says.

The boot camp is also an ‘agile’ tour. We will tweak the program based on the collective preferences of the final group of delegates, thereby taking their needs on board to curate the most relevant tour for all involved.”

Ryan Scott, Founder & CEO of HUHY.com.au, has booked to go on the next boot camp, leaving in June.

“As a business leader I believe it’s vital to stay in touch with emerging trends that I can apply to my own business, or worse, disrupt it,” Scott said.

With so much change and disruption emanating from Silicon Valley, I jumped at the chance to be part of the tour. To be able to learn from the tech giants first hand, plus see the latest innovations from new start-ups is an opportunity I didn’t want to miss.” - Ryan Scott.

For more information about the 5-day Innovation Boot Camp visit: www.siliconvalleyunlocked.com

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SMARTLINE Machinery is introducing a new data management system for the company’s leading endoscope drying cabinets that will combine expertise around compliance and software development. CleanPath software, the solution being fast-tracked, will deliver Smartline’s customers the ability to track medical devices’ location, operator activity and validate cleaning of sensitive surgical equipment.

“Australia’s manufacturers like Smartline Machinery are well-placed to gain a competitive edge through product and service differentiation,” said Dr Jens Goennenmann, the Managing Director of the Advanced Manufacturing Growth Centre, whose team is supporting CleanPath’s development through $500,000 in co-funding.

“Smartline Machinery will be first to market with an offering that will help their clients meet increasingly tough standards in Australian, European and US markets, as well as increase Smartline’s earning potential through servitisation.”

By 2022, these markets will have to meet standards under AS4887 and EN 16442, with stricter requirements around monitoring and recording parameters such as temperature, pressure and humidity.

The new data system allows for remote monitoring of medical equipment and devices, and the possibility of creating new roles for high-skilled technicians at Smartline’s headquarters, providing services such as value stream mapping and infection control reports.

This solution, delivered by Smartline Machinery, illustrates the critical role servitisation plays in enabling Australian manufacturers to enter the global supply chain through adding value beyond only production.

“What we’ve done is pioneered beyond basic-type product and are now going into higher-technology products utilising RFID, database and cloud-hosted technologies,” said Will Smart, Managing Director and founder of Smartline Machinery.

The company has an installed base of around 350 endoscope cabinets in Australia and 180 overseas.

Established in 1996, Smartline Machinery provides a range of solutions for the healthcare and medical markets, and manufactures products including sinks, tables, leanse and CSSD equipment, trolleys and IV poles.
NATIONAL Manufacturing Week is the largest annual gathering of Australia’s manufacturing community and returns to Sydney in May 2018.

This three-day event promises inspiration, advice and connections for the thriving sector.

The opening morning of May 9 is not to be missed. Dr Stephanie Fahy, CEO, Austrade, will deliver the opening keynote at 10.20 AM, followed by a panel moderated by Advanced Manufacturing Growth Centre Managing Director, Dr Jens Goennemann, in conversation with some of the country’s most innovative manufacturers.

Titled Innovation Stories, the discussion will involve businesses who are taking on the world in a diverse set of areas.

The panel features Australian disruptors in sustainable eyewear (Dresden Optics), 3D printing for auto repair (Plastfix), industrial monitoring (Movus) and engineering solutions (Evolve Group and Austeng). This takes place at 10.40 AM at the Industry 4.0 Theatre.

For those interested in what Industry 4.0, the fourth industrial revolution, means, and how to future-proof their business, the AMGC and the Innovative Manufacturing CRC are hosting free marketplace workshops each morning from 7.30 AM.

A convergence of the cyber and physical worlds is reshaping workplaces, and the consensus among experts is that companies ignoring this do so at their peril.

The marketplace workshops will help attendees benchmark their current capabilities with an online tool, gaining a personalised report and advice on how to digitise their production and business models. It is the perfect place for those who are curious about Industry 4.0, but don’t know where to begin.

Joining the fourth industrial revolution will be a popular topic at NMW 2018. Being competitive on the world stage means getting on board; according to a 2016 PwC survey, 72 per cent of industrial companies surveyed expect to achieve high levels of digitisation within five years, compared to 33 per cent at the time.

The issue is particularly relevant here in terms of lifting competitiveness. According to AMGC’s Sector Competitiveness Plan, Australian manufacturing labour productivity is at a level of 60-65 per cent of the international benchmark.

“Studies in international contexts have indicated potential productivity gains of up to 25% more than conversion costs, and an overall gain of 5-8% from the adoption of Industry 4.0 technology,” the report says.

Manufacturers wanting advice on how to compete and win on the world stage will have access to top government experts at NMW.

Represented will be Austrade, EFIC (financial help when banks refuse), the Entrepreneurs’ Programme, the Centre for Defence Industry Capability, the Innovative Manufacturing CRC, Defence Materials Technology Centre and the AMGC.

NMW is unmissable for manufacturers looking to extend the industry’s current growth streak, and to unlock the next wave of productivity gains through advanced technologies and processes.

See next page for details on NMW.
NMW
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9 - 11 May 2018
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