Congratulations

2016 BUSINESS OF THE YEAR

Category Winners
- Adactin Group
- African Theatres (Patron’s Choice)
- Azrim Pty Ltd
- Children’s Medical Research Institute
- Evolve Housing
- Excel Logistics Pty Ltd
- Sparks and Partners Consulting Engineers
- GWS Giants
- Moorebank Sports Club
- Gina Field, Nepean Regional Security
- The Edible Bug Shop
- The Kuisine Company
- The Smith Family
- Vishal Sood, Nucam Group
- Holly Kershaw, Fizzics Education

At ACCESS NEWS AUSTRALIA WE LOVE A GOOD STORY

Which is one reason why we are proud to be a media partner with the 2016 WSABE program. As producers of this souvenir edition, we congratulate all entrants, finalists and winners for their success and for creating the stories of inspiration that help drive one of Australia’s most dynamic regions - Greater Western Sydney.

Michael Walls
Publisher
www.wsba.com.au
HOW CAPIFY IS LEADING THE WAY IN SMALL BUSINESS FUNDING.

1 Nominated for 2016 Excellence in Business Ethics:
• We have introduced numerous initiatives to reflect our leadership in ethics. The latest being our introduction of the Business Funding Bill of Rights: www.capify.com.au/Business-funding-bill-of-rights.

2 Nominated for 2016 Excellence in Business:
• We value the hardship of every small business and work endlessly to develop more products to suit individual business owners’ needs with a specific focus on customer service.

3 2015 winners for Excellence in Customer Service:
• With various initiatives across customer service, we have been tracking at a customer satisfaction rate of 9.5 out of 10 through an independent 3rd party; Trustpilot.

TO FIND OUT HOW YOU CAN GET ACCESS TO UNSECURED BUSINESS FUNDING CALL US TODAY
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Check-In is your perfect opportunity to find out.

Check-In is a personalised service where we at Telstra Business Centre West Sydney will take a closer look at your business, and give you suggestions and tips on how to get more from your relationship with us. Plus we can help provide you with better service and solutions to suit your business needs. So you can focus on doing your thing.

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To find out more, visit

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Next to CommBank

Or you can read more about Check-In at telstra.com/business/checkin

Proud history reaching back 26 years

By Michael Mekhitarian
President Parramatta Chamber of Commerce

We are delighted to celebrate WSABE 2016 which has been proudly hosted by the Parramatta Chamber of Commerce for the past 26 years. The Western Sydney Awards for Business Excellence has grown significantly to cover all of the Western Sydney region.

The continued success and growth of these awards recognizes the significance and prestige associated with winning these awards.

Parramatta is the second CBD and as the gateway to Western Sydney - it is now recognized as an economic powerhouse in Australia. Our WSABE finalists contribute to the Western Sydney success stories.

They are driving innovation and creating a buzz with excitement and positive change. And we in turn are here to celebrate these businesses.

WSABE 2016 recognizes the diversity and talent across 16 categories for their excellence in Innovation, Marketing, Sustainability, Business Ethics, Customer Service and Education among others.

Continued on page 4
N March this year, Telstra Business Centre West Sydney received a very big pat on the back from their customers.

The group took the highly sought Telstra Excellence in Customer Advocacy Award for the 2016 quarter three period, an honour decided solely by customer feedback.

This meant the country’s first Telstra Business Centre was number one in customer satisfaction.

“For us, the award is fantastic. It further confirms we’re doing the right things in caring for our customers," marketing director Jennifer Vella said.

“This is not our peers judging our performance, our customers telling us we’re doing a good job serving them.”

Customer care has been at the heart of the business since it was started in 2000 by Mrs Vella’s father, Joe Khoury.

Mr Khoury held several management roles at Telstra over 20 years. He left Telstra as he saw a need for Telstra presence in Western Sydney, a team who would give customers and business personalised advice on products and services.

He and his wife, Georgette opened their first Telstra store in Merrylands. It was shortly followed by a second Telstra store in Wetherill Park.

Many businesses were soon seeking advice on their communications systems. Inevitably, the Khourys knew they had to set up a more business-focused team and storefront. In 2009, they opened Australia’s first Telstra Business Centre in Merrylands.

Many businesses have won 24 industry state and national awards. The group also is a Gold sponsor of the Parramatta Chamber of Commerce and the Penrith Valley Chamber of Commerce as well as a major sponsor of Convoy for Kids and the 10th Annual Blue Mountains Business Awards.

Local soccer and basketball teams have also received its sponsorship and support over the years.

With three divisions, Telstra Business Centre West Sydney is able to provide comprehensive account management and advice to customers, Mrs Vella said.

A team caters for enterprise and government customers which include Colliers, Canon, ASX, British American Tobacco, Baxter Health, Auroa, Parramatta Diocese and Parramatta Eels to name a few.

Another division looks after thousands of small to medium businesses while the third division is responsible for complex data solutions.

“We strive to help customers find the best system for their businesses, going beyond fixed line, mobile, broadband and data solutions, to ensure our customers are at the forefront of technology.”

- Jennifer Vella

We strive to help customers find the best system for their businesses, going beyond fixed line, mobile, broadband and data solutions, to ensure our customers are at the forefront of technology.”

Gina’s at home in a man’s world

By Nini Laxamana

GINA Field is in a man’s world - and winning it. She has been the sole owner of multi award winning Nepean Regional Security over the past 18 years.

Under her leadership, the Penrith-based business has won 24 industry state and national awards over the period.

The managing director of Nepean Regional Security scored her latest and 25th gong on August 19, winning the Business Leader trophy at the annual Western Sydney Awards for Business Excellence (WSABE).

Her business won several WSABE awards in other categories in the previous years. Ms Field also shined in the international stage in 2014 when she placed third in the Stevie Awards’ Executive of the Year category. Not many Australians feature in the Stevie Awards which was presented in Paris, she said.

The Stevie’s bronze medallion was a significant recognition because she finished third in an international field of 4500 applicants coming from different industries in many countries, she said.

She has gone a long way from the days when she was starting in a “very male-dominant industry”.

She formed her home-based company in 1998 after 10 years of employment in the security industry. At the start, she did all the shifts herself as she could not afford to pay wages and would use her spare time canvassing for customers.

“I was a time when people still had the mindset that security was a man’s job and they did not have the confidence to sign on with a female,” she said.

“IT was difficult. I had to prove myself and prove my credibility and knowledge of the industry.

“I had to go through first base in the early years. It was several years of constantly pounding the pavement.”

“Those days of ‘hard yakka’ are gone. I’ve got a name in the industry,” the 47-year-old said.

Nepean Regional Security has 30 permanent people and can go up to 100 casuals.

The firm provides comprehensive security services including guards, mobile patrols, traffic control, cameras and alarms all over Sydney, including the bush areas.

And their jobs can range from the glamour and excitement of Hollywood movies to literally “watching concrete dry” in public works projects.

Her crew was in charge of security for Wolverine, starring Australia’s Hugh Jackman, during location shoots in the streets of Parramatta.

Another movie security job is Baz Luhrmann’s remake of The Great Gatsby, featuring Leonardo DiCaprio.

The president of the Penrith Valley Chamber of Commerce for the second year running, Ms Field said she made it in 24/7, 365 days-a-year operation because she was “absolutely hands on.”

“My finger is on the pulse. People like it when they get the boss. I am the face of Nepean Regional Security. She dismissed the idea that gender could be limiting.

“It’s not about gender. Put that aside. It’s about what you can do.”

We strive to help customers find the best system for their businesses, going beyond fixed line, mobile, broadband and data solutions, to ensure our customers are at the forefront of technology.”

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Footers

SOUVENIR EDITION

WSABE 2016

Nepean Regional Security: Winner, Business Leader award

Proud history reaching back 26 years

Continued from page 3

Special thanks to our principal partner Commonwealth Bank, major sponsor City of Parramatta and to our category sponsors, event partners and supporters.

It is with the support and commitment of these partnerships in the community that allow these awards to showcase and celebrate business excellence in Western Sydney.

Our valued sponsors are featured for WSABE 2016 and take the time to consider using them when you require a business or service in the future.

Over the past 26 years many Board Members and Judges and others have volunteered their precious time to ensure these awards are a success. We thank you.

Special thanks to Chair Jennifer Vella and Steve Reynolds for their outstanding contribution, members of the WSABE committee and team.

Congratulations to this year’s finalists

From the original Telstra Business Centre at Merrylands, they have added a second Telstra Business Centre in Penrith to meet the needs of businesses in the Nepean and Hawkesbury region.

Over the past 16 years, the group has won several customer and local business awards.

“The business has been very active in the region's business community.” We believe in supporting the local community that supports us,” Mrs Vella said.

This year, one of the group’s community initiatives is sponsoring WSABE’s Excellence in Marketing category.

The group is also a Gold sponsor of the Parramatta Chamber of Commerce and the Penrith Valley Chamber of Commerce as well as a major sponsor of Convoy for Kids and the 10th Annual Blue Mountains Business Awards.
Young firm takes top gong

By Di Bartok

WINNING the two major categories of WSABE in a first attempt at entering any industry awards means a company must be doing a few things right. Meet the young vibrant team of 20 at Sparks and Partners Consulting Engineers, headed by managing director Leon Dimino, civil engineering manager Morgan Walter and director Bruno Lara.

Sparks and Partners are winners in the Excellence in Small Business and Business of the Year awards.

The company has had a meteoric rise since forming three years ago, amalgamating with another engineering company to become a force in the industry.

Mr Dimino, 32, has firm views on how a company should be run successfully, starting with how staff are treated.

“We are strong internally because we retain staff by being family friendly,” Mr Dimino said.

“We want to employ local people so we are flexible about fitting in family commitments. If they need to take time off to attend family events, bring children into work to do colouring-in in the boardroom, then we allow that. It is a good way to retain staff and have them motivated.”

Understanding people’s strengths and weaknesses was also a good way to get the best out of staff, Mr Dimino said.

Mr Dimino, who has a one-year-old daughter with another child on the way, is running a successful company that keeps on scoring choice projects.

But he is a man who does not do things by halves.

“As an engineer, he felt he was ready to start his own business with his partners in a leap of faith three years ago. “I threw my hat over the fence and jumped over to fetch it,” is how he describes his life-changing decision.

On the growth of the business, Mr Dimino said: “There are two ways to grow – organically or by acquisition.” “We have done both,” Working hard, Mr Dimino said he would not have thought of entering the awards, if not for the urging of his new marketing manager.

“She said we should be WSABEs and also has social media presence,” It is a strategy that worked.

Some of the major projects that the Parramatta based company has worked on are Norwest Private Hospital, Union Place Jennings, The Banc at Bankstown, Loft Sutherland, Adina Apartments Sydney Airport, Kensington Street Heritage Site, The Mint Willoughby, Watsons Grove.

Leon Dimino and the team at Sparks and Partners Consulting Engineers.

Ruth brings her culture to youth

S PENDING time in impoverished communities in Africa has proved to be life-changing for troubled teens in Western Sydney.

And it is all due to Ruth Magodo, 42, a vibrant Baulkham Hills woman from Zimbabwe who knows how better life is here compared to her own country.

But young people in Australia have to be shown that poorer life to appreciate what they have, Mrs Magodo said.

Through her company African Theaters, Mrs Masood takes groups of 11 to 18 year olds to Zimbabwe for two weeks twice a year to see how the children over there live, often with much less behavioural problems despite living in comparative poverty.

And she does it with no government funding - existing on vigorous fund-raising and contributions from companies.

It is no wonder that African Theaters has taken out the Patron’s Choice Award in the Western Sydney Awards for Business Excellence.

“Kids who are in trouble or at risk of being in trouble here are referred to me, so I can show them the value of what they have,” Mrs Magodo said.

“I see a lot of kids around Blacktown living a bad kind of life. Some are suicidal.”

In Africa, the Western Sydney kids take part in village life, with all its dancing and family rituals.

“In Africa, people who don’t have anything will embrace you and invite you in. They have nothing yet always want to share. “Here, in the west, people are very self-centred. They are not community people in the same way,” Mrs Magodo said.

“The experience in helping others builds self-confidence and self-esteem,” Mrs Magodo said.

The teens taking part in the program are referred by community workers or through Rotary.

“We do a lot of sausage sizzles and other events to raise all the money we need and there are companies that support us as well, but we could always do with more.”

Apart from the African program, Mrs Magodo, who has six children of her own, also fosters children and runs a theatre program that include people of all levels of ability.

Mrs Magodo spent some time in New Zealand before following her brother to Australia. From a nursing background, Mrs Magodo has also been working to establish a hospital in Zimbabwe, with her wish that people in her country have access to quality health care as Australians do.

Visit: www.africantheaters.com
From adversity to gold mining

By Nini Laxamana

UCAM Group director Vishal Sood wants to build a big and diversified Australian conglomerate similar to the reach of Wesfarmers and Washington H. Soul Pattison groups.

He is not there yet, actually far from it, he says. But what he has achieved at just 29 is being recognised by the Western Sydney Awards for Business Excellence which has chosen him to receive the 2016 Young Entrepreneur gong.

Under his stewardship, Nucam Group has spread its interest from property and natural resources to education and technology. His achievements reflect his potential to start up innovative ventures and to become a future “formidable investor”.

One of Nucam Group’s companies, Wrapall Packaging has won three large packaging contracts and revenues have increased by 40 per cent, he said.

Activated Group, of which he is a director, has increased its retention rates of primary schools using the company’s Personal Development, Health and Physical Education (PDHPE) program.

Nucam Resources, a gold exploration company with tenements in Western Australia, has discovered an economically viable ore deposits.

Mr Sood’s education and career have prepared him for project management, investment and entrepreneurial pursuits. He has a Bachelor of Arts degree in commerce and law from Sydney University and worked with two merchant banks for more than three years.

He and his companies have won multiple awards including Australian Anthill under 30 Entrepreneur of the Year in 2013 and BRW Fast Starters in 2010.

He discovered his talent for business management and entrepreneurship at an early age. He recalled that in 2006, aged 19, during a summer break from uni, he landed a massive customer for Wrapall Packaging.

“I was just calling companies left, right and centre, using just pen and paper and I won a very big customer,” he said.

“I knew then that I had what it takes to be on my own and not work for others.”

He also learnt lessons in character-building from two failures. After graduation during the Global Financial Crisis, he failed to land a job after getting into the final round of interviews with 14 investment banks and law firms.

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Failure is the worst emotion. I felt less of a person. I felt small,” he said.

But he is not the type to give up. “The human spirit is very, very strong. I know that if you stick in there, you’ll find a solution. Something will go right at some stage,” he said.

"That hurt me a lot. I looked at the numbers. I did not think it was possible (to miss out on all jobs). Until then, I did not know what failure meant," he said.

The other blow was in 2013 when he invested a substantial amount to acquire Activated Group and the staff, including the general manager left in fairly quick succession. He had to commute from Sydney to Nowra daily to run the business which he admitted he did not understand at the time. Later, he endured a “fairly depressing life” alone in a 2-star motel in Nowra while learning everything he could about the business until he found a manager he could trust.

"Failure is the worst emotion. I felt less of a person. I felt small," he said.

But he is not the type to give up. “The human spirit is very, very strong. I know that if you stick in there, you’ll find a solution. Something will go right at some stage," he said.

Vishal Sood: 2016 Young Entrepreneur

Business: Various

Highlight: Overcoming adversity
Jeff got an offer he couldn’t refuse

Looking glass of SUCCESS

Liverpool’s Jeff Gough was in the trucking business in 2007 when he got an offer he could not refuse. “They put the right amount of money in my face, I sold my fleet of trucks and took a holiday with my family,” he said.

When he came back from holiday, he was ready for a new challenge, and by chance, the then owner of Liverpool Glass was ready to retire. Mr Gough said the business on Hoxton Park Road, Liverpool was dying, if not already dead at the time.

He took over in July 2007 and “sacked all the builders that had not paid their accounts in the six months prior” and anyone who had not ordered in the first six months of the year.

But his most significant move was to recognise the impact of digital technology and online presence on businesses. “I knew search engine optimisation was coming before I took over Liverpool Glass. I went ahead and grasped it and that has helped us dramatically. I got on to the (search engine optimisation) strategy big time. When people Googled glass repair and replacement by suburb, we were on top or near the top of the list.” - Jeff Gough

Mr Gough said being a finalist in four categories of the Western Sydney Awards in Business Excellence (WSABE) was a recognition of the massive growth of the business and its transformation into a “very well respected leader” in the glass and glazing industry.

A big surprise for him was to be chosen as a finalist in WSABE’s Business Leader award. “I was really stoked,” he said.

WSABE 2016

Liverpool Glass: 7/200 Hoxton Park Road, Liverpool
Finalist: Excellence in Marketing; Excellence in Small Business and Excellence in Customer Service
Director Jeff Gough: Finalist in Business Leader Award

Summary of Services

- Glass replacement - Residential home or unit, Commercial shops & offices, Strata & industrial complex’s
- Aluminium Shop fronts - New & replacements
- After hours - Emergency call out & make sales
- Service calls - All glass window & Sliding door products
- Shower Screens - Fully framed, Semi Framed & Frameless new & or Glass replacement’s including service calls to hinges, guides & rollers
- Mirrors - Cut & custom made in house
- Glass audits for Compliance - Across all facets of the industry including Child Care centres & Strata complex’s
- Onsite Consulting - With Property Managers when those special issues arrive
- Asbestos testing - On Steel Framed Windows
- Photos - Before & After of works when requested
- Work orders - All works are performed as per work order instructions; any additional items will always be notified by email with an estimate price & or quote.

Email Notification’s
- All Clients are notified by our Client care staff of when jobs are booked in & with whom.
- All Clients will be notified should they need to have an ordered product produced. i.e. Toughened Glass.
- All clients will be notified when works completed with invoice to follow.

GLASS 24 hrs 7 Days!
All-purpose project management

BARKER Ryan Stewart (BRS) was formed in 2009 following the merger of Barker Ryan Consulting and Stewart Planning Group. The company assists clients with planning, design, certification and project management of property developments and infrastructure works. Their core services include town planning, project management, civil engineering, traffic engineering and private certification services across metro and rural regions.

BRS works fast moving projects that are constantly changing. They understand the importance of maintaining flexibility, quick response times and a tenacious attitude.

When undertaking a new project BRS listens to clients so that we are able to fully understand what they actually need. A scope of work is then defined for the client to review and confirm that the services being provided will meet their requirements. It is this client centred approach that sets us apart from competitors, alongside their wide industry knowledge and vast service office for our staff.

In BRS is one of few multi-disciplinary firms of their size with diverse experience across the fields of planning, engineering, project management and certification.

The environmentally friendly repairer

WALES Truck Repairs is a heavy vehicle smash repair shop with the ability to fix just about anything. The facilities include 4000m² of undercover workshop area, thirty repair bays with storage and work areas, two high tech baking ovens, two full size chassis crushers, as well as a purpose built fibreglass booth and an overhead crane with a 60x25 metre span. The smash repair industry has never exactly been considered environmentally friendly so Wales Truck Repairs intends to fix that!

Almost everything is recycled: metals, oils, water, paint waste materials, office supplies. There has also been a massive change-over in the lighting throughout the workshop and office over the last year. Offices and workshops are significantly different so there has been a lot of research determining what would be the most efficient fixtures, calculating wattage sizes, quantities and position of the lighting.

Within the space of a week the entire building was converted to led lighting bringing electricity costs down significantly. The addition of solar panels has added to the significant cost savings. In an environment where people complain about rising electrical costs, Wales Truck Repairs costs have gone down. Visit www.walestrucks.com

Residential Gardens

Residential Gardens is an aged care facility, established in 1993. We are a non-profit organisation, our aim is to manage and operate an Aged Care Service to meet the needs of elderly people.

Residential Gardens fills a vital need in our community where people can lead an active and happy life surrounded by those of a similar age and common background of language and culture.

Customer service is a fundamental part of the service we offer. Within our organisation we have developed a consistency, that all residents and clients have the confidence in the knowledge that they will receive a high level of service from all our staff, every time.

Residential Gardens embraces service, dignity, autonomy, choice, quality and companionship as essential attributes of well-being.

We offer Day care, Respite care, Permanent care and Home Care Services.

GOALS AND OBJECTIVES

To achieve the highest possible quality of life, independence and dignity for all and to promote excellent care and support services for the Community.

Our mission is to build confidence in aged care and to provide a more rewarding work place for all clients.

AWARDS & RECOGNITION

Residential Gardens has been recognised in the community and has received numerous accolades in recognition of our achievements and contributions to the community. We are very proud and honoured to provide Aged care services.

Residential Gardens
420 Woodstock Ave Rooty Hill
02 8887 5555
www.residentialgardens.com.au

The BRSW management team.
Western Sydney Awards for Business Excellence 2016

Partnerships driving Capity growth

Capify - the oldest and one of the biggest providers of unsecured loans to small and medium-sized businesses (SMEs) in Australia, is very close to sealing an agreement with two to three major partners.

Managing director John de Bree said last week that pulling off the partnerships would result to "exponential growth" for the Parramatta-based alternative moneylender. He declined to name the institutions involved but it is expected the imminent tie-up will give Capify access to an expanded market, untapped market waiting to be opened.

This own small business including a restaurant in the financial services sector and also ran "time".

in 2010 and was told: "You're before your first came in.

in Australia when Capify, formerly AUSvance, in Canada and England, it was virtually unknown already operating the finance model in the US, a young market, he said.

country and alternative business lending is still cured loan to small businesses.

reputation at risk, would not give a fast, unsecured loan to small businesses.

He said he approached most of the banks early days to establish the business.

He said he approached most of the banks in 2010 and was told: "You're before your time."

Mr de Bree who had extensive experience in the financial services sector and also ran his own small business including a restaurant and a retail shop, knew that there was a large, untapped market waiting to be opened.

He knew that banks, wary of putting their reputation at risk, would not give a fast, unsecured loan to small businesses.

Capify offers unsecured loans ranging from $5000 to $400,000 to existing SMEs, with flexible repayments over a 3 to 15-month period, depending on their cash flows.

Since 2010, Capify has lent over $100Mn to customers, he said. "Our bad debt is consistently small. Since I got in, 95 per cent of our customers have paid us back," Mr de Bree said.

He mentioned one customer who received $70,000 to buy stocks and has come back several times bringing his borrowing to about $1 million. "He has never missed a payment," Mr de Bree said.

Capify has introduced online processing of applications which responds to applicants within 60 seconds.

As the market grows, many competitors have jumped in. Capify have taken steps to respond to customers' needs, including a daily payback plan.

Capify has committed itself to uphold responsible, ethical and transparent lending practice and have trained all its staff on how to conduct their business in line with these principles, he said.

"We are the first in the market. We value our reputation," Mr de Bree said. "We're already making a profit. We don't want to take shortcuts."

We are the first in the market. We value our reputation. We're already making a profit.

We don't want to take shortcuts."

– John de Bree

WSABE 2016

Capify: Finalist in two categories - Excellence in Business Ethics and Excellence in Business (over 20 employees)

Market: Provides unsecured funding from $5000 to $400,000 to SMEs

Highlight: Industry pioneer which has lent more than $100 million since 2010

Products: Small business loan, line of credit and merchant cash advance

Winner: WSABE 2015 Excellence in Customer Service award

Barker Ryan Stewart is a fast growing property and infrastructure consultancy specialising in planning, project management, engineering and private certification services. Our team of skilled professionals has years of experience servicing private developers, publicly listed companies, consultants, builders and federal, state and local government.

With offices in Sydney, the Hunter and Central Coast, our fast growing, multi-award winning firm has collectively worked on over 2,500 projects with a construction value of over $5 billion.

Contact us at mail@barkerryanstewart.com.au to see how we can provide total project solutions for all your design, management and project delivery needs.

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YOU CAN COUNT ON US FOR GREAT DESIGN AND PRINT

We were delighted to be the design & print partner for the Last Man on the Moon event with Apollo 17 Astronaut, Captain Gene Cernan.

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Adapt or perish: the new business paradigm

By Eric Tjoeng

With the rapid changes in technology, global economy, governance, regulations, social trends and politics, the new business paradigm is “Adapt or Perish.”

If you are not aware of new and disrupting technologies, including internet of things, blockchain, smart cities, driverless cars, drones, robotic development, artificial intelligence and other external changes, your business future could be at risk. However, if you anticipate and adapt, they might turn into great opportunities.

Experts speaking at the World Economic Summit in Davos early this year predicted that 40% of the American top 500 S&P Companies will not exist in five years’ time. Isn’t that alarming?

Failing to understand the implications and planning for the future of your business could compare to buying a VHS Factory the day before CDs and DVDs came onto the market.

The impact of these emerging concepts also has the potential to affect your business as much as Kodak ignoring the opportunities and threats of the digital camera.

Businesses need to have the methodology and process to be engaged and inspired to have one eye looking at present and one eye looking into the future for a Smart, Successful and Sustainable Business.

WSBAE 2016 SOUVENIR EDITION

MyFLO offers free 60-day trial

WORKFLOW and functionality are two vital components to establishing optimum performance between the office and field staff.

MyFLO is a field service management software designed to streamline business workflows for the field service industry.

MyFLO has been developed to support small, medium, larger business customers, by managing and monitoring information flow from the initial enquiry all the way through to invoicing and payments.

MyFLO provides the field technicians with all the possible tools to be able to perform the service and receive payment before leaving the site, without involving admin staff.

MyFLO would like to offer all businesses with up to five Field Technicians access to MyFLO Lite.

MyFLO Lite is built on the key aspects from myFLO Business offered in the field service industry, but with present workflows and industry standard reporting forms.

The business has reconfigured myFLO Business and provided an entry level system with pre-configured workflows and forms.

Businesses simply register online and can commence using the system in minutes.

We would like to offer small business with five or less employees in the field the opportunity to use myFLO Lite as a free trial for 60 days.

Visit www.myflow.com.au

MyFLO is a field service management software with the all stakeholders such as residents’ relatives, staff and other organisations.

Residential Gardens believes that customer service is the key to growing a successful business.

Initiatives have been implemented that showcases the value and role that customer service plays a crucial role in achieving success.

Residential Gardens works in consultation with all stakeholders such as residents, staff and other organisations.

Are you a smart business of today and tomorrow?

At BGES, we assist our clients to be a Smart, Successful and Sustainable Business of today and tomorrow with our proven future proofing methodology and an enviable track record in producing exceptional results.

As part of the Western Sydney Awards for Business Excellence celebration we offer complimentary meeting for your success.

Email us: erict@bges.co or call us on 1300 877 78 78 for this free offer.

Eric Tjoeng is CEO of Business and Exit Specialists Pty Ltd

Customer service key to success

Staff take pride in their work and dedication, making a difference in the lives of the residents and implementing a wellness approach to services.

This is achieved by attentiveness and social care, choice, respect for diversity, staff, interactions, workplace health and safety, response to needs, the facility and environment.

Residential Gardens believes that customer service is the key to growing a successful business.

Initiatives have been implemented that showcases the value and role that customer service plays a crucial role in achieving success.

Residential Gardens works in consultation with all the stakeholders such as residents’ relatives, staff and other organisations.

Some of the services provided include doctors, clinical care, podiatrist, harddresser, mental health team, interpreter services, diversional therapist, audiologist, physio, dietitian, dentist, and many others.

Visit www.residentialgardens.com.au

SOUVENIR FEATURE

Ssense of belonging at Loxley on Bellbird

LOXLEY on Bellbird Hill specialises in offering boutique accommodation, fine dining and the perfect venue for holding wedding garden ceremonies, wedding receptions, special events and conferences.

Loxley on Bellbird Hill is a unique historical property (circa 1833), and is situated in the foothills on the grand tour drive of the world listed National Park, overlooking the magnificent Hawkesbury Valley to the Sydney Basin.

The philosophy behind developing Loxley on Bellbird Hill was to provide guests with an opportunity to celebrate special events at an establishment that offered a historical and cultural significance.

The property has a rural belonging, a cosmopolitan flavour and an old fashioned feeling of comfort.

It is imperative that the presentation and services provided are not just from a business sense but also from that of a cultural and environmental aspect.

Owner, Paul Maher is a very passionate Australian and is a descendant of the First Fleet 1788 ‘Lady Penthryni’ who salutes the great heritage of this nation.

He was born in Rankin Springs NSW in 1950 and is so proud of his grandparents who pioneered the Riverina district in farming 100 years ago.

He was educated at Oakhill College where he was inducted recently into the Inaugural Alumni. After leaving school he entered the financial service industry and spent 27 successful years running his own business ‘AMPWEST Financial Services’ based in Parramatta.

About 20 years ago he entered the Tourism and Hospitality Industry and created Multi Award Winning Loxley on Bellbird Hill.

The property is located at 993 Bells Line of Road, Kurrajong Hills NSW 2758.

Visit: www.loxleyonbellbirdhill.com.au

Eric Tjoeng

Growth and Exit Specialists Pty Ltd

Western Sydney Awards for Business Excellence 2016

The business was established to promote care for disabled residents in Sydney with our mission to build confidence in aged care of improvement in the safety and quality of family and the community with assurance home care services.

doing and operating aged care services including day care, respite care, permanent care and 60-day trial
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Childhood dream now a reality

OSIN Hartley’s love of photography started at a very young age when her family would spend weekends at her great-uncle’s Montsalvat home where her great-uncle also had a darkroom. It was an inspiring, nostalgic, twilit zone atmosphere where there were lots of photo albums containing beautiful black and white 40s and ‘50s era photos, the director of LooksFresh Photography said.

“I loved spending time with my nanna listening to the stories that accompanied each photo,” Mrs Hartley said.

Her childhood passion for photography grew when she started playing with her mother’s camera at age 10.

She nurtured her love of photography throughout a 20-year career as a paraplegic. She studied photography as well as media and communications, allowing her to take on part-time photo assignments while working as a paraplegic.

But it was not until four years ago when she thought it was now or never and she started her own photography business, LooksFresh Photography.

Of her jobs includes the Australian Garden Show at Centennial Park and the Melbourne International Garden and Flora Show. Through a Cannon program, she also taught photography to children.

“My legal background is one element which sets me apart from my competitors - it’s all about attention to detail, process, structure, and excellent customer service,” she said. Mrs Hartley said photography was a creative field and she has brought into this creativity the discipline, professionalism and customer-focus that she had developed from working in the demanding legal industry.

Mrs Hartley’s business is a finalist in the Rising Star category of the 2016 Western Sydney Awards for Business Excellence (WSABE). This is her first time to be a WSABE finalist.

Dooley’s lifestyle project

DOOLEYS Lidcombe Catholic Club is one of the leading registered Clubs in NSW.

This year, DOOLEYS celebrates 70 years as an active local business in Western Sydney. DOOLEYS is a local community Club that provides premium entertainment and leisure facilities for the enjoyment of its members and guests.

Whether it be a place to catch up with friends, have a meal, enjoy some entertainment, go to the gym or be part of the regular weekly Club activities, DOOLEYS has something for everyone.

DOOLEYS has recently announced plans of a new lifestyle project - The Concourse at Lidcombe. Over the coming years, this exciting project will include the construction of a new Club, hotel, residential apartments, retail, aged care and independent living.

The Concourse at Lidcombe project will create long-term, local jobs for Western Sydney and bring new life and opportunities to the area.

Mobile tailor with 98% accuracy

DON’T spend your hard earned money and precious time going through tens of stores trying hundreds of garments having to compromise on style, design, quality and fit.

And then when you choose everything to your liking, the pricing is too expensive and you continue to be disappointed.

It is this focus on delivering value to customers (over 12 years) that made AZRIM winners of WSABE 2016 Excellence in Innovation Award.

With the 5-step process, AZRIM offers seamless service from concept to completion of your garments with 98% accuracy on fit.

AZRIM is Australia’s first truly mobile tailors with 5000 satisfied customers across AU and NZ who have tried, tested and approved the best-fit guarantee service for their corporate, professional and weddings.

AZRIM will come to your home or office at a time suitable to you (by appointment) making it extremely convenient.

Best fabrics sourced from the leading mills around the world giving the widest selection of over 3000 fabrics in wool,silk,cotton,linen and blends.

Get personally styled and fitted by our experienced Master Stylist with full service guarantee.

Personalise your garment to your taste, occasion and purpose in person during the appointment (not online) with an actual full priced quote.

AZRIM offers made-to-measure tailored clothing for men and women within three weeks, and bespoke tailored garments with six weeks. All of the orders are serviced with a post-delivery fitting check session, including all minor tailoring for no additional costs.

AZRIM supports local community charities by donating 10% of their annual turnover into projects that make a difference.

AZRIM is an active member of NSW Business Chamber, BNI, American Chamber of Commerce and Rotary International.

By appointment only – call Farukh on 0424 424 829 or book online on www.azrim.com.au

14 WSABE 2016 SOUVENIR EDITION
Paul Grant has been providing management support to various industries in the areas of quality, environment as well as work, health and safety practices.

The principal consultant of Western Sydney-based Spectral Management Systems says after many years of experience, one thing is clear: “Companies that strive to achieve stand out and are easily differentiated from the rest.”

He says he has worked with both ends of the spectrum, from companies that are clear about the direction they want to take and how to get there, to others who start the journey unsure of where they expect to end up.

This lack of clarity in objectives leave these companies vulnerable to inefficiencies, wastage, ineffective cost and most importantly, poor safety, he says.

He believes that while each organisation’s objectives are unique to its operation, there are common objectives that are shared by well-managed organisations, being:

- Consistency in operation,
- Improved customer satisfaction,
- Reduced generation of environmental waste/chemical emissions.
- Improve staff safety.

Spectral Management Systems assist companies review, implement and maintain their business system to meet today’s needs and to equip them to better deal with future compliance requirements.

Mr Grant says an objective and independent review of a company’s operations will identify gaps in the process or improvements needed to meet its objectives.

Mr Grant is highly skilled in assisting with the establishment of management systems that provide discipline across the organisation and encourage staff “to live and breathe the system” to the point that it becomes a company culture.

He helps companies link their technical and commercial functions and to continuously measure the improvements achieved to provide a good framework for the future.

WSABE 2016
Paul Grant: Principal consultant

WSABE 2016 SOUVENIR EDITION

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Love making science exciting

HOLLY Kershaw’s tools of trade include slime, nitrogen, kebab skewers, metal nuts, robots, flour and fog machines. It’s all part of her job as creative director of Fizzics Education. And she says she’s doing something that she loves, allowing her to indulge her fascination with science and to make it exciting and appealing to children and adults.

The winner of WSABE’s 2016 Young Business Executive award, Miss Kershaw, 28, oversees the development and delivery of Fizzics’ educational science programs.

Founded by Ben Newsome, Fizzics Education has turned science into a thriving, independent business, reaching about 250,000 children each year through presentations and video conferences across 400 schools, libraries, museums and other public spaces throughout the country.

This month which coincides with National Science Week, Miss Kershaw says they expect to do about 500 shows at schools, galleries, parks and community festivals. Starting as a casual in 2011, presenting shows like bubbles and slimes at weekend birthday parties, Miss Kershaw has seen Fizzics Education grow from 5 to 24 staff over the last five and a half years.

To create science shows that engage children, Miss Kershaw and her team bring flair, imagination and humour into Fizzics’ programs. The Merrylands resident has presented science teaching lessons using a jumping castle and wearing a Sumo wrestler’s suit. She is proud of the road safety show her group designed for the NRMA in 2014.

“We put an egg in a car to reach a lot of kids in a very short time and explain why they need to wear seat belts and helmets,” she said.

Last year, she was at SciFest Africa, where daily, she was presenting science shows before a crowd of 600 to 700 people.

Miss Kershaw is passionate about creating more science lessons that help Australian teachers understand science better. Only 16 per cent of primary school teachers actually studied science, she explains.

“Our teachers are amazing. It’s just that it’s difficult to teach something that you were never taught.”

– Holly Kershaw.

With the growing push for STEM (science, technology, engineering and maths) in schools, Miss Kershaw has been attracting the attention of organisations and institutions which seek to nurture and mentor the country’s emerging social innovators and change makers.

One such program is Foundation for Young Australian which named her as one of its Young Social Pioneers in 2016. She was also selected for Price Waterhouse Cooper’s 21st Century Minds Business Accelerator program which aims to accelerate STEM in education.

WIN the near future, scale Australia’s best STEM education initiatives from only used on building Australia’s pipeline of innovators and problem solver.

WSABE 2016
Winner, Young Business Executive: Holley Kershaw, creative director Fizzics Education
Business impact: Delivers science programs to about 250,000 children each year in NSW, Canberra, Brisbane and Melbourne
Next target: Create programs to improve science teaching in schools:
Summary of finalists for 2016

Azrim Pty Ltd
Azrim: Az Designer Az You is Australia’s first truly mobile bespoke menswear providers with over 3000 satisfied customers across AU and NZ, who have tried, tested and approved our best fit guarantee service for their corporate, professional and wedding wear. Sourcing the best fabrics from the leading mills in the world, we provide made-to-measure garments in over 200 stylish design options for slacks, trousers, vests, jackets, overcoats and suits. With our best fit 35 measurement fitting service, we come to your home or office, and deliver your garments within 3 weeks with a post-delivery fitting session.

Kinda Bacon
Raw Gusto, created Kinda Bacon, which is part of the plant-based movement that is transforming the food industry, with a goal of making healthy, environmentally-friendly, cruelty-free products. Kinda Bacon was developed to provide people with a tasty, plant-based alternative to bacon. We knew we wanted to create a business that was not only good for people, but good for animals and our planet. We were determined to make it easy for people to embrace plant-based eating, by creating Kinda Bacon, an exciting, tasty, innovative product.

myFLO
myFLO is a web based (CLOUD BASED) field service software solution/job management software solution (PLATFORM) aimed at managing real-time mobile employees. myFLO delivers end-to-end solutions streamlining complex business operations in easy to use applications while connecting field staff, administration, suppliers and clients. We are transforming field service with helping companies optimise their service delivery, and driving revenue and growth with tools that give managers transparency into their operation anytime, anywhere.

Studio Dance NSW
Studio Dance NSW is a Performing Arts studio located in Kings Park, Western Sydney. Our services are aimed at children three years to adults, providing quality tuition at affordable prices by highly qualified and trained specialists in their field. Services include but are not limited to: Jazz, Tap, Ballet, Lyrical, Contemporary, Hip Hop, Drama, Musical Theatre, Singing, Academy Arts Special Needs Dance. Our ‘holistic’ approach to ensuring the wellbeing of all our students while encouraging them to strive to reach their full potential and ‘to be the best they can be’, has proven favourable to their wellbeing and to the success of our business.

Zone Products Australia Pty Ltd
Zone APS has developed Arbitor - a C2 Command & Control PSIM Platform, rolled out at a Secure Defence Facility in Australia. It has been developed from the ground up utilizing Open Microsoft Framework around the concept of totally open architecture. Arbitor “platform is a clear differentiator providing a complete ‘end to end’ technology solution, by way of implementing a Single Head-End GUI, that offers the control operator a seamless Autonomous Enterprise Workflow. It manages all form of digital information.

Susan Heyne - Easy-Go Connect
Susan is the CEO of Easy-Go Connect. Her brief: to bring this not-for-profit into a changing world in order to more efficiently supply services to transport disadvantaged people, including disabled, elderly and CALD communities. Susan initiated new processes and systems and continued to build the team to deliver increased efficiencies for her funders, the Commonwealth and State governments, whilst meeting the needs of this disadvantaged

Continued on page 18

Tania MacLeod

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WSBAE 2016 SOUVENIR EDITION
community, Susan, with her Board, developed a more strategic and business focussed outlook and instigated a new brand image and service that were in line with the market, sets the business up to partly self-fund in the future, and decreases the need for government funding.

Jeff Gough - Liverpool Glass

Jeff Gough was removed from Liverpool Boys high school in 1984. He went on to set up his own transport industry which he loves to this day. He was driving Coal trucks for TRN Group National. Ten years ago, he bought a small fleet of them in February 2007 to a multi-national. He has rebuilt Liverpool Glass Company from the ground up to the well-recognised and respected brand it is today. He did his his Cert II Glazers trades course of a night time at Lidcombe TAFE to become qualified. Life has taught him to take nothing and no one for granted and you make your luck if it’s called Hard work.

Paul Maher - Loxley on Bellbird Hill

Paul Maher is a very accomplished Australian and is a descendant of the First Fleet 1788 ‘Lady Pethryn’ who salutes the great heritage of this nation. He was born in Rankin Springs NSW in 1950 and is so proud of his grand- parents who pioneered the Rivernia district in far western New South Wales. He was educated at Oakhill College where he was inducted re- cently into the Inaugural Alumni. After leaving school, he entered the financial service industry and spent 27 successful years running his own business AMPWEST Financial Services’ based in Parramatta. About 20 years ago, he entered the Tourism and Hospitality Industry and created Multi Award Winning ‘Loxley on Bellbird Hill’ which dates back to circa 1833.

Tracey Lentell - Moorabbin Sports Club

People, values and service are the core drivers of Tracey’s leadership approach. Satisfying the needs of her people and those we serve is the motivating force behind her strategy in leading organisations. Tracey is an outcome focussed leader. Senior management experience with experience in the not-for-profit sector spanning financial services, hospitality, gaming, community and sport. Displaying vision, drive and tenacity for achievement and growth, Tracey has consistently turned adversity into a positive social impact. Through rigorous strategic planning, astute financial acumen, and inclusive values centric leadership, Tracey continues to grow her current organisation, consistently exceeding industry benchmarks in all key reporting areas.

Gina Field - Nepean Regional Security

Gina has headed her own security company in Western Sydney for the past 18 years. Growing, Nepean Regional Security into one of the most awarded and recognised in NSW. Being dubbed a business Tycoon and a person who can do it all, she has been delivering exceptional results for her own children were molested to raise awareness and prevention of the world listed National Park, overlooking the magnificent Hawkesbury Valley to the Sydney Basin and beyond. The philosophy has involved developing Loxley on Bellbird Hill to provide guests with an opportunity to celebrate special events with the establishment that offered a historical and cultural significance, a rural belonging, a cosmopolitan flavour and an old fashioned feeling of comfort. It is imperative that the presentation and services we provide are not just from a business sense but also from that of a cultural and environmental aspect.

Marketingheads

Marketingheads is a specialist marketing organisation that provides insights to business through in-depth qualitative and quantitative research which lead to marketing and business strategies that are relevant, tangible and actionable. Marketingheads then develop and execute these strategies for their clients. Their aim is to bring fresh, innovative, exceptional ideas that deliver marketing and business strategies that are truly engaging and achieve a return on investment. Marketingheads has been delivering exceptional results for 18 years, and demonstrate excellence in business ethics and professionalism through practice.

Queen of Hearts Community Foundation

Queen of Hearts Community Foundation is a Multi Award Winning organisation in its field. Founded in 2014 by Michelle Ellery, Queen of Hearts Foundation was molested to raise awareness and prevention of Continued on page 19

Christa Anthony - Studio Dance NSW

Christa Anthony is privileged to be a finalist in the Young Business Executive Category. She is the owner/principal of Studio Dance NSW, a performing arts studio located in Western Sydney. She is responsible for overseeing the complete day to day running of the business, which includes being the main teacher and instructing most classes. Her work ethic is ‘do as I do’ as I believe it is her responsibility to lead by example. Her main objective is to provide quality tuition at affordable prices ensuring training in performing arts is available to my local community.

Aplex Executive Interiors

Aplex Executive Interiors is an established Sydney based fitout company that delivers inspirational high quality office fitouts from concept to completion. They provide a fully integrated construction service that specialises in large scale office fitouts and refurbishments, delivering workplaces that reflect both functionality and budget. Successfully completing fitouts in most states around Australia are fully compliant with all relevant regulations and insurances. Their licenses enable us to work in New South Wales, Queensland, Victoria and South Australia.

Capify

Pioneering unsecured alternative business finance in Australia since 2008, we have worked extensively to be renowned as a market-leading business finance provider. Capify’s proven success in providing access to capital for small businesses is evident in the strength of our existing partnerships and affiliate programmes. Over the past 14 years, they have funded over 45,000 business owners and provided more than $700,000,000 worth of capital to SME owners. Their flexible and innovative approach to small business finance combined with our technology platform has transformed the way Capify engages with customers and partners alike.

Evolve Housing

Evolve Housing is a Global Mark accredited Tier-1 registered Community Housing Provider (CHP), based in Parramatta. Evolve is recognised as an industry leader having won over 25 industry awards including the coveted 2015 Australian Housing Institute NSW award for Excellence in Social Housing. Evolve Housing owns and manages approximately 4,200 social and affordable housing properties across Australia that are home to almost 12,000 people. We deliver effective housing services and support solutions to our diverse communities by providing opportunities and services that empower people on their journey to greater independence.

Loxley on Bellbird Hill

Loxley on Bellbird Hill specialises in offer- ing Boutique Accommodation, Fine Dining and the perfect venue facilities for holding Wedding Garden Ceremonies, Wedding Receptions, Pop Up Weddings, Special Events & Conferences. Loxley on Bellbird Hill is a unique historical property (circa 1833), and is situated on the foothills on the grand tour drive
child abuse and Domestic violence, to provide guidance and support to victims, their families as they face their lifelong journey of justice & healing. Our Mission is to Support Survivors of Child Sexual Abuse & Domestic Violence on their journey for Justice and Healing. Our Vision is to make Australia the safest place in the world for a child to grow up, free of abuse and violence.

Adactin Group
Adactin means “To Drive Innovation.” We believe that innovation and a can-do attitude is to think outside the box have made us distinct in this competitive crowd. As a company Adactin has been showcasing its presence in the quality assurance industry since last 3 years in Australia. In such a short span we have delivered great work in complicated frameworks. We were able to win the trust of many big business houses and have successfully made them our long term clients. Our clients come from different industries such as Banking, Finance, Consultancy, Education and Government. In short, Adactin provides premium Software Testing and Test Automation Services that turn your unique vision for software testing into an exact result.

Build on Bookkeeping
Build on Bookkeeping is Australia’s most qualified team of bookkeepers, working remotely or at client premises to complete bookkeeping tasks accurately and on time. As we are Sydney based, working with over 150 entities across a range of industries and size. We offer a level of professional service that can’t be delivered by a solo bookkeeper. Contact Build on Bookkeeping today to find out more! 02-9643-2795

Moorebank Sports Club
Moorebank Sports Club (Sports) is the premier destination for residents of South West Sydney. Proudly serving over 18,000 members, Sports provides its local and wider community by offering a welcoming suite of hospitality services, fostering amateur sport with its numerous sub clubs, significant financial support with our community partners and by providing a safe, stimulating and rewarding working environment.

Onroad Driving School
At Onroad, we are committed to practising and teaching safe driving. We have comprehensive theoretical and practical driving lessons, carried out by able, RTA accredited driving instructors. Together we strive to make you competent drivers of the future. Our mission is to reach every corner as possible and impart quality driving to aspiring students, be it in Parramatta, Westmead, Strathfield, Blacktown, Ryde or anywhere else in Sydney.

Our mission is to create a safe and competent driving community.

Southern Cross Group
Southern Cross Group is a nationally recognised provider of integrated services. Conducting business from offices throughout Australia, we are a 100% Australian owned and operated company that works with clients in delivering cost-effective and innovative solutions across a range of services and industry sectors. With a dedicated team of management personnel from diverse cultural and professional backgrounds, Southern Cross has developed our unique Integrated Services Model, offering clients streamlined administration, reduced overheads and a singular point of contact for all contracted services.

The Kuisine Company
The Kuisine Company is a family owned, Australian company and is a market leader and pioneer in the manufacture of high quality frozen meals and finger foods. We have an unwavering commitment to developing and making prepared meals that are of restaurant quality and made to the highest food safety standards. This means we are a long-standing and trusted supplier to all the major supermarket chains in Australia as well as the Australian Government sector. The Company’s facilities are located at Emu Plains, Western Sydney site, which operate to the highest international food quality standards. The company currently employs about 60 staff.

Wales Truck Repairs
Wales Truck Repairs is a heavy vehicle smash repair shop starting from the accident site with assistance from four full-time Salvage Co-ordinators, two Estimators and a Claims Clerk enable fast processing of Insurance Claims and almost fifty Panel Beaters, Body Builders, Mechanics and Spray Painters mean that repairs are carried out almost completely on-site. Facilities include 4000m2 of undercover workshop area, 30 repair bays, 2 high-tech Baking ovens and 2 full size chassis crushes, as well as fibreglass booth and over- head crane. A 2013 expansion included bus repairs so a separate workshop was opened to handle the specific needs of buses.

Belfort Homes
Founded by Yasir Sherriff in 2014, Belfort Homes is a new age construction business developing and building iconic, quality residential projects. Being predominantly in two main markets – Bespoke/custom market and investor market, Belfort Homes is a uniquely customer centric building organisation. Our reputation is built upon our determined commitment to integrity, class and quality. Our vision of long term success combined with our commitments drive how we act as a business, how we build our projects and the high standards we demand of ourselves and others.

Excel Logistics Pty Ltd
Australian owned and operated, Excel Logistics was founded in 2000 with the belief that we could provide a better international freight forwarding and logistics package to a handful of clients that we developed a relationship with through our understanding of their individual requirements. We understand then that every customer or organization has its own unique requirements and that it was imperative to take the time to understand exactly what they were and to put this understanding into practice! Since 2000 the business has continued to grow through the kind references from our existing clientele and the alignment with professional agents from around the world who also support Excel.

Choice Home Loans Wattle Grove
“What do we do? One answer is we help people to get the best loans they can. Another answer is we take away the stress of applying for a loan by knowing which lender to go to for success. A third answer could be that we make sure our clients protect themselves and their properties with excellent insurance options. So we don’t just help people get the money for the houses they want - the real service we provide is helping people to improve and protect their lifestyles... and we love doing it.”

Liverpool Glass
Liverpool Glass Splashbacks Company was founded on the principal of good service & value for money in 1975. Since taking over in 2007 we have averaged sales income this by growing our turnover at 25% per annum. We have done this through good service, Value for money & Excellent products. We service the home, shop & office from the Harbour Bridge to Wollongong daily. With no job to small and a can do attitude. We have an afterhours make safe service but our point of difference here is the honesty we bring when you ring. If you can survive untill the morning we will tell you how to call out fee & do it then. Off course should you still want it done at 1am, no problem! Happy to take your money.

Sparks+Partners Consulting Engineers
Sparks+Partners Consulting Engineers, where a rich history and expertise in quality engineering blends with innovation and drive. We specialise in Hydraulic, Stormwater, Environmental and Civil Engineering and Specialist Fire Services, underpinned by next generation 2D AutoCAD and 3D BIM/Revit modelling design. Sp+P have fused sea soned practice and youthful energy; with each team member bringing their own unique skills and strengths to the company. Reliably guided by a fresh, resourceful and driven leadership team. Our professional practice has experience across a range of diverse engineering and construction projects, this combined with a proven track record in documentation and quality control equips us to handle any type of development. Sparks+Partners adopt a hands-on approach, allocating only the highest calibre resources to suit our clients’ needs. We aim to meet the unique requirements and individual challenges of every project – flowing from concept to completion.

Tania’s Strictly Dancing
In operation, over 20 years, Tania’s Strictly Dancing continues to offer quality dance education in a positive and friendly environment. Our classes are run by caring, supportive and qualified teachers focused on catering for and developing each child’s individual needs. Our school caters for students wanting to participate in dance as a hobby to those wishing to pursue a career in dance.

Barker Ryan Stewart
Barker Ryan Stewart offers our clients total project solutions by being involved in the development process each step of the way from planning and civil engineering to private certification and project management. Our team of skilled professionals has years of experience servicing private developers, publicly listed companies, consultants, builders and federal, state and local government. With offices in Sydney, the Hunter and Central Coast, our fast growing, multi-award winning firm has collected work over 2,000 projects with a construction value of over $5 billion. Our continued growth has also resulted in Barker Ryan Stewart becoming the largest Private Subdivision Certifier in NSW.

Brilliant Digital
Brilliant Digital is a Sydney based digital marketing company who specialise in generating leads for business to business service businesses. The company has a structured 5 step, end-to-end solution that delivers a steady flow of new leads through websites and social media. Brilliant Digital is known for creating flexible working opportunities so parents can successfully juggle career and family.
Continued from page 19

**Harcourts Hills Living**

Harcourts Hills Living is a real estate agency that provides services in residential sales, property management, and auctions and real estate training. The business has been in operation for 9 years. Studying real estate in 2003, working with a local agent in Castle Hill, haven't been in sales before, in 2007 the opportunity arose to purchase the business from the principal at the time. My first office was a small office across the road from the Bowling Club. As we grew we moved to the Heritage Cottage opposite Stockland Mall and as we have grown again we have moved to the glass commercial building 100m further up Old Northern Road. The business now boasts a sales department, property management department, auctioneering business and multimedia company. Harcourts Hills Living is part of the Harcourts franchise currently operating 800 offices in 7 countries. We like to promote ourselves through what we call social proof marketing that is through the results obtained for our vendors and landlords.

**Navneesh Garg-AdactIn Group Pty Ltd**

Navneesh Garg is a recognized automation architect and corporate trainer, certified in HP QTP, HP Quality Center, HP LoadRunner, IBM Rational Functional Tester and a Certified Ethical Hacker. He is a co-founder of several successful IT companies like AdactIn Group, CredTech Software and Planias Technologies. He is the author of the bestseller “Test Automation using HP Unified Functional Testing”, the first book released globally on the latest version of QTP. As a tool specialist he has worked on a variety of functional automation tools including Selenium, HP QTP/UFT, TestComplete, TestPartner, SilkTest, Watir, RFT and many more. As a corporate trainer and test consultant, he has worked with many Fortune 500 clients and has training experience in diverse geographies including Australia, India, Hong Kong, and USA.

Richard Louis Whitehead - Elderton Homes

At the age of 28, Richard Whitehead established Elderton Homes, based on a single display home in Kellyville Ridge with a plan and strategy to deliver on a commitment to the Marketingheads team. He can be reached at Navneesh.garg@adactin.com

**Congratulations!!!**

Business Growth and Exit Specialists Pty Ltd (BGES) would like to congratulate all the 2016 WSABE Winners and Finalists for their outstanding achievement.

As a boutique Management Consultancy/Business Advisory Firm with a proven track record in helping business owners to produce exceptional results and to be Business Exit Ready, and being involved with Business Chambers, we understand what it takes to be successful and we salute the Finalists and Winners for their passion, leadership, innovation, dedication, hard work and their ability to run their business smartly.
Western Sydney Awards for Business Excellence 2016

Continued from page 20

understanding & insight across a variety of industries and is passionate about entrepreneurship and business development.

LooksFresh Photography

Having my own photography business was a childhood dream, and with a legal background, a photography diploma and a distinction in media and communication, I was ready! I started LooksFresh Photography in 2012 to do what I love doing, while helping others to succeed by helping them define and showcase their brand to the rest of the world through dynamic and engaging photography; and our clients say we’re doing it right.

Strathfield Burwood Chiropractic

Our business is a Chiropractic Centre which serves the Strathfield and Burwood communities. We believe in providing personalised and professional care at the highest quality and integrity. We take pride in helping patients get rid of low back pain, headaches and joint pain etc so they are back on track as quickly as possible.

The Gap Consultancy

The Gap Consultancy is a business and brand-savvy communications and marketing agency based in Western Sydney. The team includes experienced and highly qualified marketers, communicators, publicists, editors and writers who have worked in industries as diverse as engineering, government, telecommunications and luxury.

Children’s Medical Research Institute

Children’s Medical Research Institute (CMRI) conducts fundamental research.

Yellow Brick Road Parramatta

Yellow Brick Road Parramatta helps the people of Western Sydney on the road to their hopes and dreams. We do this by being a full service wealth management company that offers products and services for home loans, financial planning, insurance, superannuation, and investments.

By accessing a large panel of service providers, we always work in the best interests of our clients and provide an all-encompassing portfolio of services. Most importantly, we help our valued clients grow & protect their wealth by providing outstanding service.

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to understand the genes involved in human health and development, and the underlying causes of disease. CMRI is at the forefront of international research in the areas of embryonic development and birth defects, cancer, neurobiology, and gene therapy. Find out more about CMRI at www.cmri.org.au. The not-for-profit institute is funded by competitive grants, a community of supporters who participate in events like leas for Genes, which is held annually. Visit www.jeansforgenes.org.au.

Elderton Homes

Elderton Homes is a trusted and respected builder and customer centric brand that lives and breathes its core values of Respect, Pride, Innovation, Commitment and Listening. Established in July 2009, by Richard Whitehead, Elderton Homes has since become a major force in the residential home building industry with a formidable pedigree and enviable market position that enables us to continue to forge an increased market presence and expand upon its range of sales and client services. Elderton Homes has an expansive market footprint with a comprehensive network of display sites and exhibition homes to cover its targeted client base in Sydney’s North West and South West, throughout the Hunter, Central Coast and Illawarra regions.

Residential Gardens

Residential Gardens is an aged care facility, established in 1993, from the Spanish Speaking community. We are a non-profit organisation. Our aim is to manage and operate an Aged Care Home that meets the needs of elderly people. Residential Gardens fills a vital need in our community where these people can lead an active, happy and integrated life surrounded by those of a similar age and needs, with different backgrounds of language and culture. We respect the rights that we have looked after properly, treated well and given high-quality care and services.

Spectral Management Systems

Spectral Management Systems can bring to your business the benefits of a certified management system with or without the associated costs of certification. We support firms in the development and implementation of processes that provides both structure and establishes performance targets to monitor how the business operates more effectively, productively and most importantly safely. Spectral’s objective is to bring together a business’s technical and commercial functions, generating a platform of systems related aspects, of which Work Health and Safety is an integral component. If interested, broadcast your SMS to Spectral Management Systems.

Glimlife Australia Pty Ltd

Glimlife Australia Pty Ltd is a Sydney-based distributor and manufacturer of premium natural beauty and health products in Australia. Products made by Glimlife Australia are currently being exported to countries around the globe. Our vision is to provide premium health products made with the natural ingredients sourced in Australia, made in Australia and distributing this world-wide. Established in 2001, the opportunity for growth was evident for the company. Since establishment the company has had the luxurious double digit growth and will continuously expand to increase sales to serve our loyal business partners, customers and employees of the firm.

The Smith Family

The Smith Family is a national, independent children’s charity helping disadvantaged Australians to get the most out of their education, so they can create better futures for themselves. The Smith family was founded by 5 anonymous businessmen. In 1963 TFS, recycling Operation was established as an innovative commercial solution to fund TFS operational costs and build sustainability within the organization. In 1973 TFS commenced Export of used clothing. In 1996 TFS established a premium new SAMS product for export market (a mix of wearable summer clothing for men, women, children and lightweight household Manchester). TFS export sales to 16 countries, has 14 standing customers and represent 10% of Australian used clothing global market share.

BAM BMUSC

It wasn’t a surprise to friends and family when Melissa and Maurice Mariasson bought BAM BMUSC in 2010. Maurice and Melissa met playing music and have always dreamed of owning their own business in the music industry. Maurice started his music retail career with BAM BMUSC in 2003, and worked in a number of roles across BAM BMUSC, whilst Melissa spent her time in corporate world across Marketing, Operations and Finance, before they took the big step and realised their dream to buy BAM BMUSC.

Exodus Wear

Exodus Wear make the most customisable jackets and tracksuits. We specialise in leavers wear for Year 12 students, tour jackets for dance schools and tracksuits for sporting groups. Whether it is a base-ball shirt for your Roller Derby Team, a satin bomber for your Car Club or a tracksuit for your Chorus Group (yes we have done all those!), we can make it and customise it to your specifications inside and out. Our jackets have been worn by Justin Bieber, Justice Crew, Kyle Sandilands, Stan Walker, Israel Cruz plus many more celebrities.

GWS Giants

The Greater Western Sydney GIANTS are the newest elite Australian rules football club playing in the Australian Football League (AFL). Having played their first game in the Toyota AFL Premiership Season in 2012, the club is only five years old and is located within and represents Western Sydney. Over the past four seasons, rapidly growing to 15,000 in its attendance at their home ground Spotless Stadium in Sydney Olympic Park and their membership which is currently over 15,000.

Australian College of Training and Employment

The Australian College of Training and Employment (ACTE) was established in 2006 to provide every Australian with the opportunity to transform their life through education. Today, we are proud to be one of Australia’s leading vocational education and training providers, with six brands operating under the ACTE banner across 27 physical campus locations in five States, as well as online via our innovative distance learning model. Students are able to study a wide range of diploma courses through our Evoqua College, The Change Academy, Academy for Tourism & Hospitality, Nuvocca, Art Intelligence and Australian Institute of ICT brands, from business and management to community services and counselling, travel and tourism, events and beauty to creative industries and information communication technology.

Pacific College of Technology

Pacific College of Technology is a well-known vocational education and training provider, the heart of Auburn in Western Sydney. We offer a range of courses to local and overseas students mainly in accounting, business, management and information technology. Our Diploma and Advanced Diploma courses are designed to provide students with flexible and realistic study options, providing pathways to further study at University or to potential employment at the most competitive tuition fees. In 2016, we are celebrating 14 years of experience in providing courses to international students with great satisfaction who come from over 30 different countries. Along with reasonable class sizes, our qualified teachers provide the attention students need to help reach their full potential and excel. In recognising our excellent track record in quality education and training, we have been the recipient of a number of prestigious industry accolades and awards. We are committed to work harder for the positive learning experience of our students and be a partner in their success.

Western Sydney Awards for Business Excellence 2016

SCOUVRIR FEATURE

The Edible Bug Shop

The Edible Bug Shop is part of Butterfly Sky’s Butterfly Release and Insect Education. Our company is dedicated to educating people about insects and other invertebrates in a way that is fun and interactive. Established in 2007 by Skye Blackburn, an Entomologist and Food scientist with a passion for sustainable food practices, Edible Bug Shop is a leader in Edible Insect farming techniques, developing edible insect products suitable for the Western diet and educating the general public about the benefits of insects as a source of food through cooking demonstrations, media appearances and collaborations.

At the time food science and entomology seemed like a strange mix of professions but Skye has combined her skills in both fields to design a range of edible insect products that are safe to eat and taste great!

Sydney Broadway Chorus

At Sydney Broadway Chorus we believe all students have the right to participate and learn in a fun and safe environment regardless of age, gender, ethnicity, socio-economic standing or experience. At SBC we strongly believe in community and will never ask our students to do anything our teachers and mentors are not prepared to do. In line with this, you will often find our staff participating in classes they are not teaching. We believe that true artistic expression is in the individual performer and, as such our classes are not focused on appearance or pretence. All SBC classes are come-as-you-are and participants and tutors alike are not expected to wear uncomfortable clothing, makeup or heeled shoes.

All Lift Forklifts & Access Equipment

All Lift Forklifts is an independently owned Australian company providing forklift hire and rental in Sydney. We supply, hire and sell dependable forklifts, machinery, parts and accessories. Our extensive fleet of late model forklifts are powered with the choice of Petrol, LPG, Electric, Diesel and Rough Terrain. All Lift Forklifts also offer rough terrain all wheel drive units suitable for all building sites. Our forklift repair service provides forklift breakdown service within 2 hours (subject to the location).

Pet Resorts of Australia

Located just a short 45 min drive from inner Sydney, when choosing Pet Resorts Australia in Dural you are choosing professional, animal-loving staff that will treat your pet like their very own. We have been a leader in pet boarding for more than 40 years and pride ourselves on our facilities and the exceptional service standards we provide. With its wide open spaces, clean air and secluded location, Pet Resorts at Dural is the perfect location to put a relaxing and enjoyable experience. Playtime, walks and plenty of opportunities for training are just some of the features of Pet Resorts Dural.

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WSBSE 2016 SOUVENIR EDITION
Make Bullying History Foundation is Australia’s Premier anti-bullying charity. Through services provided to Schools, parents and Corporates, along with their SAFEHEART Domestic Abuse Initiative, Make Bullying History Foundation continues to grow in influence empowering communities, families and businesses. To book MBHF to speak at your conference, deliver team building, anti-bullying workplace training or speak on leadership, head to their website www.makebullyinghistory.org and become a partner. Together we can make History!
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