

Q&A WITH INDUSTRY ADVISER PHIL DAVRAIN

Phil has been with ICN since 2015 and has an extensive professional background in the Rail Sector, predominantly working for Downer.



Q. Prior to working for ICN what was your professional background?

My earlier professional background was in the Rail Industry, both Light and Heavy Rail with a stint in the Quarrying and Mining Sector. Early Rail being with the PTC, where I developed my rail knowledge and management/leadership skills through various roles and some excellent training programs. As GM, Manufacturing in the Q&M Industry, differences in priorities and pressure between private and public enterprises were evident. Returning to Rail during the privatisation years of 1998-99 as Project Manager, led to successfully winning businesses for Downer and being offered the State Manager's Rail role. Upon refranchising of the rail businesses in 2009, Keolis/Downer won Yarra Trams and I moved to the position of Director, Rolling Stock. I subsequently branched out to consulting roles, finally working for myself and eventually joining ICN as an Industry Adviser.



Q. What does an Industry Adviser do on a day to day basis?

As an Industry Adviser I work closely with bidding Companies/ Consortia on mainly Government Major Projects assisting them with their Local Industry Development Plans, which focus on local jobs and local content suppliers. Liaising and introducing local SMEs to these Companies is a priority in the role. Therefore, it is vital to continually be adding to my industry knowledge and continuing to build my awareness and database of potential local suppliers.



What is the most enjoyable part of being an Industry Adviser?

The most enjoyable part is when I ascertain that an SME that I have introduced to a Bidder on a Major Project is successful in winning a portion of the supply on the Project. These wins, can for small companies, be quite a significant portion of their revenue for several years. Also, assisting Consortia with their LIDPs to best place them in a winning position provides significant satisfaction. Site visits to new organisations to better understand their capability and capacity is rewarding in the sense that I unearth some very clever niche providers in the Victorian Manufacturing landscape.

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One of Phil's proudest moments, while working for ICN, is the work he did on the High Capacity Metro Train Project. The project will result in over 1,100 jobs being created.



Q. What is your proudest achievement while working at ICN?

Certainly, my greatest achievement along with my colleague Noel Morton has been on the 'wins' for local industry on the High Capacity Metro Train Project won by CRRC/Downer. The project will see the production of 65 'next generation' trains, which will operate on the Melbourne rail network. The Victorian Government is investing a total of \$2.3 billion in to the High Capacity Metro Train Project.

Q. Outside of work what are your main interests?

Family gatherings and new experiences are top of the tree. Catching up with friends and culinary delights are also right up there. I like to keep fit by running with the dog, going to the gym and riding a bike. I also very much enjoy learning to play the guitar as well as travelling around the world.



Q. Why is ICN a great place to work?

Without a doubt, one of the very important ingredients in workplace enjoyment is the people you work with on a daily basis. I was pleasantly surprised from the day I commenced, how helpful and friendly everyone was in their interactions with me.



Q. What is the best thing about living and working in Victoria?

Probably the variety of choice we have here in Victoria. Whether it be work, pleasure, sport or the arts. Every weekend there seems to be some major event on somewhere. In terms of the outdoors between bay and surf beaches, snow skiing, the mountains, wineries, city life, etc. Plus, it's home.



Q. And finally, what one thing could you not live without and why?

My family, my dog, my cat, my two fish and my friends. My coffee at the beginning of the day and my bundy and coke at the end of the day. That's the ONE thing I couldn't live without!