

The Victorian Prospect

December 2019



MERRY CHRISTMAS & HAPPY NEW YEAR

from the team at  **ICN**
Industry Capability Network

A message from Grant Anderson

When reflecting on 2019 I'm reminded of a quote by none other than the great Albert Einstein "if you always do what you always did, you will always get what you always got."

This has been the busiest year on record for both ICN Victoria and Victorian Government projects and we expect 2020 to be even bigger, which most importantly, means more opportunities for local businesses.

During the course of the year we built on what we have always done well by taking our events both large and small to the next level. From the Avalon Airshow to the Australian F1 Grand Prix, three Regional Opportunities Showcases, the biggest Victorian Manufacturing Showcase yet, featuring a high-energy exhibition space, and many industry briefings at both bid and award stage on major projects that are changing the face of Melbourne and Victoria. We enjoyed meeting so many of you and hearing how you can contribute to Local Jobs First.

In the July Special Edition of this magazine, we introduced you to some practical applications of the Social Procurement Framework. The Framework stems from the Victorian Government's determination, to quote Wade Noonan from the Social & Sustainable Procurement Prospect "that all Victorians should have the opportunity to participate and contribute to our State's growing economy". We have enjoyed getting to know representatives from many social enterprises and aboriginal businesses, learning their capability and making connections.

The suite of ICN systems - ICN Gateway, ICN Analytics and the Victorian - Local Jobs First - Management Centre (VMC) have all had various updates with VMC the exception having undergone a complete overhaul that has seen measurable productivity improvements that will only increase as time goes on.

Congratulations to all of our team, from Policy to Industry Advisers, Client Services, Administration, Marketing & Communications and Management on a successful 2019, thank you for all your hard work.

Merry Christmas and a Happy New Year to all and we look forward to seeing you again in 2020.

Regards



Grant Anderson
Executive Director



What is Social Procurement?

Acquiring goods and services + a generation of social & sustainable outcomes

Noted advocate, Wade Noonan leant his voice to our special edition of the Victorian Prospect: Social & Sustainable Procurement and we thought it was worth repeating some of his key points here:



Last year the Government released the Victorian Social Procurement Framework, which clearly defines social and sustainable procurement as a key value-for-money component. The framework seeks to bolster job opportunities for under-represented groups

and provide greater support for businesses that prioritise social impact alongside ‘the delivery of competitively priced, high-quality construction projects, goods and services.’

In talking to those involved in social procurement at an operational level, it’s clear the framework is being viewed as a game-changer. Supply chain businesses that are actively engaging with social enterprises, aboriginal-owned businesses and taking on at-risk and long-term jobseekers are starting to win more opportunities with their head contractors and the Government.

On the other side of the ledger, organisations and social enterprises that employ or broker employment for people

with a disability, young people, and other at-risk or long-term jobseekers are reporting many positive stories about the job opportunities and life-changing experiences being created through the social procurement framework.

The challenge now is to embed the social procurement framework and help more businesses realise that giving a troubled young person (among others) a fresh start can, in fact, be good for business.

To that end, I would encourage businesses, large and small, to unlock the untapped potential that exists across our diverse population by embracing social procurement.

Wade Noonan holds three critical roles as the Executive Director of the West of Melbourne Economic Development Alliance (WOMEDA), Associate Director - RMIT University and Chair of JobsBank.

The Alliance’s primary focus is to strengthen economic development in Melbourne’s west, and to support the achievement of broader social engagement and health outcomes in the region.

Wade also commenced a new role with RMIT (in early 2019) as an Associate Director, based in the Policy, Strategy and Impact portfolio, focusing on the development of the social economy in Victoria.

JobsBank is a new not-for-profit which assists at-risk jobseekers to find suitable work placement opportunities.

Sameer Sondhi • 1st
Chief Executive Officer

Well said **Wade Noonan**. This represents a significant step change that will deliver more inclusive economic growth for Victoria. Thank you **Industry Capability Network - Victoria** for profiling this important opportunity.

Like Reply | 2 Likes · 1 Reply

Wade Noonan • 1st
Executive Director - WoMEDA / Associate Director - RMIT University / Chair - JobsBank

Many thanks **Sameer Sondhi**. Outlook are creating a wonderful path for others to follow, and in the process building a more inclusive Victoria. I'm pleased to support your work.

Like Reply | 1 Like

Kate West • You
Communications & Marketing professional, inspired by JFK's words - leadership & learning are indispensable to

Thank you so much for sharing your words with us, **Wade**. The Victorian Prospect has received a lot of love today, it would not have been possible without your contribution and that of all the special businesses we got to meet along the way... And the best part, we had a lot of fun doing it!

Like Reply | 1 Like · 1 Reply

Wade Noonan • 1st
Executive Director - WoMEDA / Associate Director - RMIT University / Chair - JobsBank

Thanks Kate. I'm so glad there is lots of love for Victorian Prospect and **Industry Capability Network - Victoria** today. It's well-deserved. Well done on your personal efforts and enthusiasm too.

Like Reply | 1 Like

Bonnie Chew • 2nd
Aboriginal Cultural Consultant, Aboriginal Heritage, Reconciliation and Mental Health First Aid professional

Interesting read Wade, thank you for sharing.

Like Reply | 1 Like · 1 Reply

Wade Noonan • 1st
Executive Director - WoMEDA / Associate Director - RMIT University / Chair - JobsBank

Thanks for taking the time to read it Bonnie. Much appreciated.

Like Reply | 1 Like

Aaron Hussey • 2nd
Talent Acquisition Lead at Wyndham City

Clifford Shabnam

Like Reply

Rosemary McKenzie-Ferguson • 2nd
Founder at Craig's Table- please come and join me

Wade Noonan this is a brilliant concept, thank you for sharing

Like Reply | 1 Like · 1 Reply

Wade Noonan • 1st
Executive Director - WoMEDA / Associate Director - RMIT University / Chair - JobsBank

My pleasure Rosemary. Thanks for your feedback.

Like Reply

Michelle Griffin • 2nd
Director, People and Culture at Level Crossing Removal Authority

So privileged to be contributing to this 'big build'. With social procurement at the forefront, we stand proud of what we are a part of and the change we can create. **#ixrplife**

Like Reply | 1 Like · 1 Reply

Wade Noonan • 1st
Executive Director - WoMEDA / Associate Director - RMIT University / Chair - JobsBank

Many thanks Michelle. The team at level crossings are certainly pacesetters in social procurement.

Like Reply

Mark Lobo • 2nd
Senior Investment Manager and Team Leader, Northern Metro at Department of Jobs, Precincts and Regions

Thanks for sharing **Wade**. Government can (and is) showing leadership on combining economic development with social cohesion. **David Clements Chris James**

Like Reply | 2 Likes · 1 Reply

Wade Noonan • 1st
Executive Director - WoMEDA / Associate Director - RMIT University / Chair - JobsBank

Totally agree **Mark Lobo** and thank you for your work. The Vic Govt has become one of the leading jurisdictions in the world on social procurement. I've been fortunate to meet and work with many people in Government who are very passionate about delivering positive social outcomes.

Like Reply

Kristian D. • 2nd
CEO at Knoxbrooke

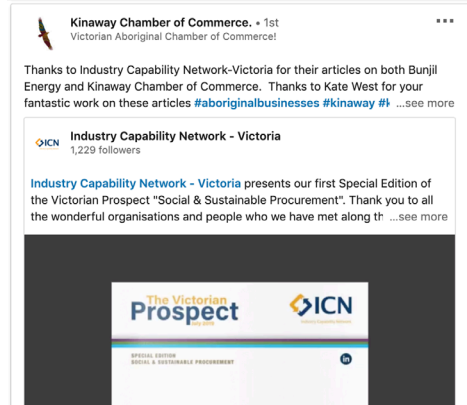
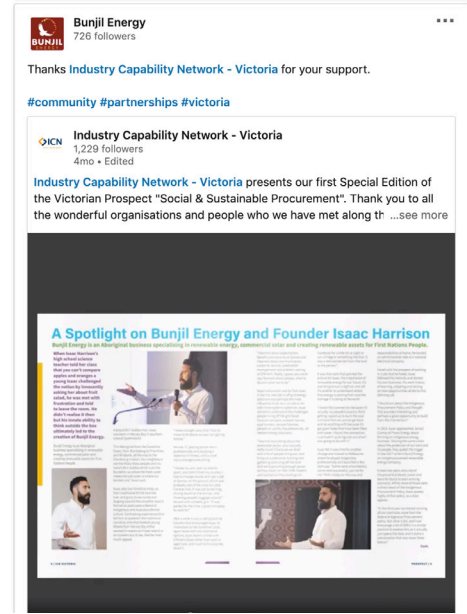
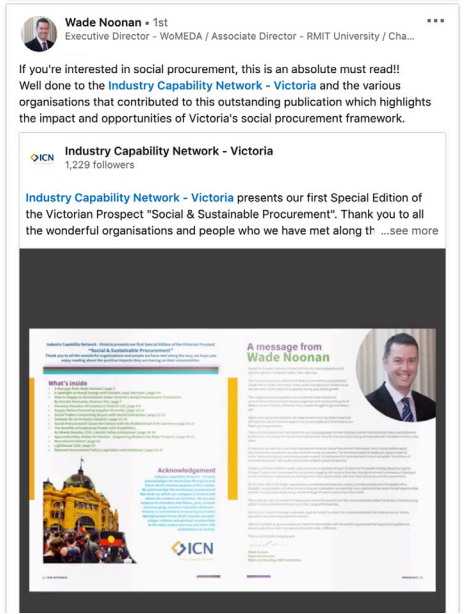
All great social initiatives have to be started and then led by a group of people with vision, purpose and passion. It requires determination and grit to make change "real". I have been in awe these past 3 years with how far Victoria has moved in developing industry capability that delivers on social impact. It's been a joint effort with Government, business and social enterprise each working together. ICN is exactly what is now needed right now to bring it all together to...see more

Like Reply | 3 Likes · 1 Reply

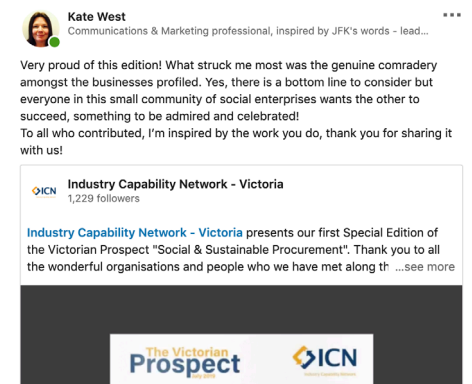
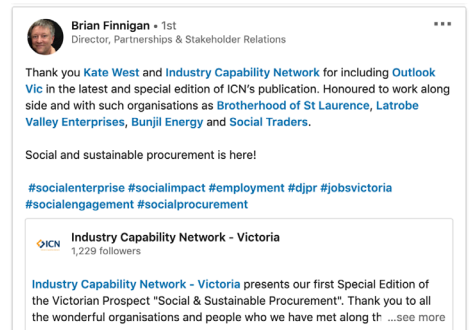
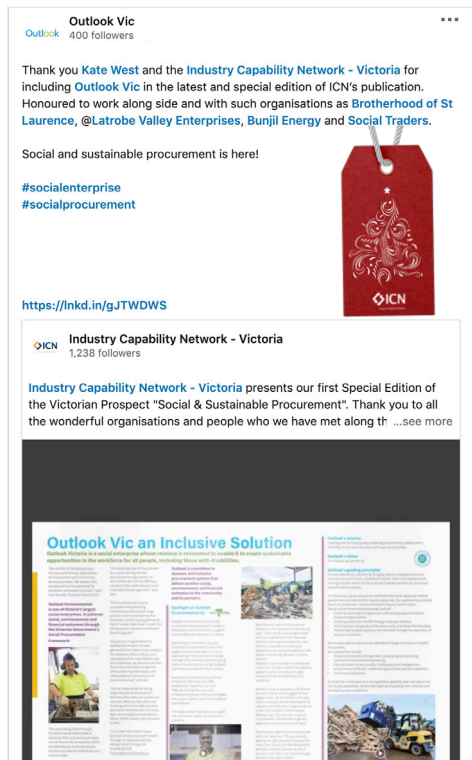
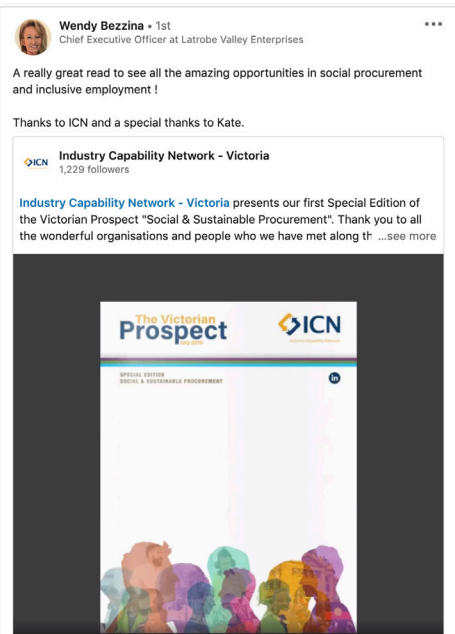
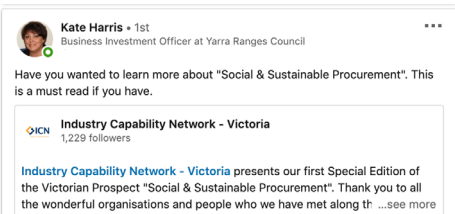
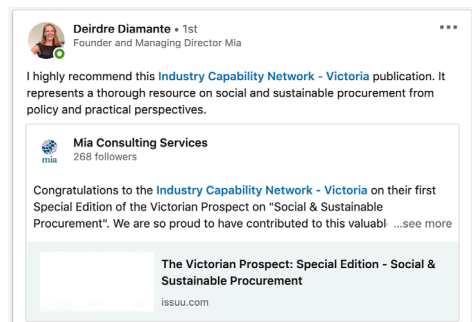
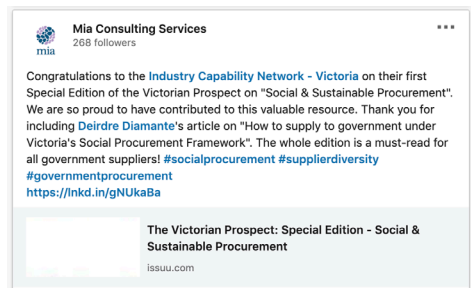
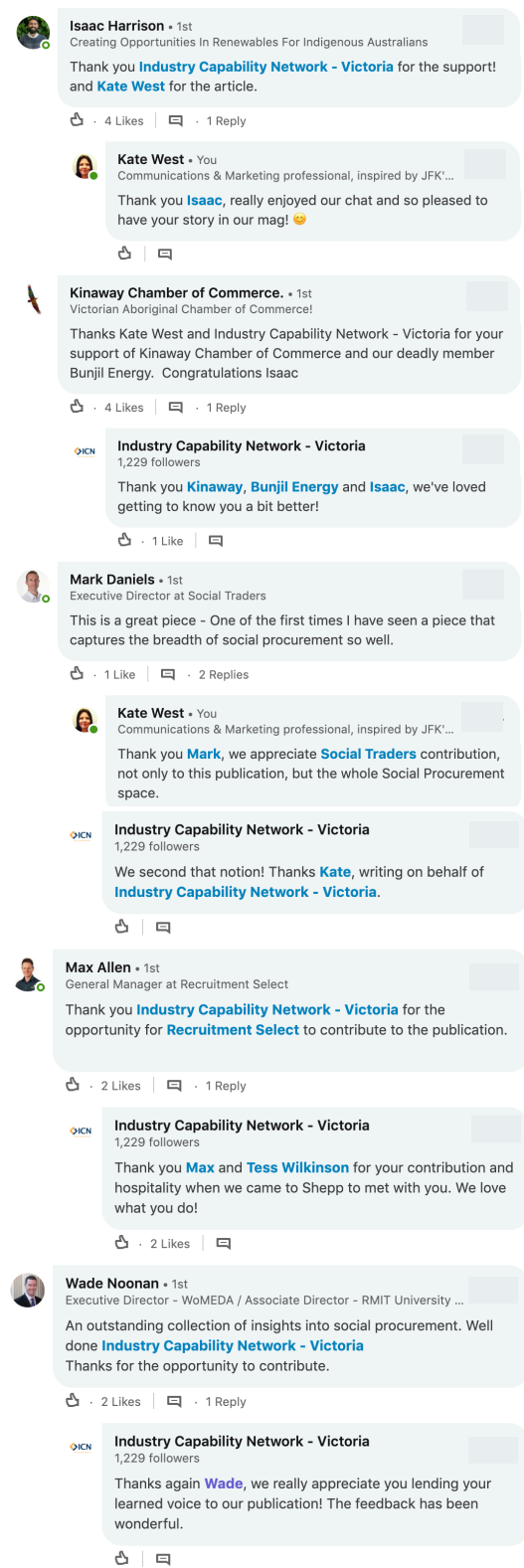
Wade Noonan • 1st
Executive Director - WoMEDA / Associate Director - RMIT University / Chair - JobsBank

Thanks Kristian. As you know, I'm a huge admirer of Knoxbrooke!! Yarra View Nursery is Australia's social enterprise wonderland. Brilliant.

Like Reply | 1 Like



Don't just take our word for it!



CPB has been substantially supported by ICN regarding our Local Industry Development Plan preparation on recent Major Victorian projects. This couples with being a significant conduit to SMEs in meeting CPB's local content goals has had a notable effect on the successes achieved by CPB. ICN have been very professional to deal with, their personnel have shown extensive industry experience and precise communications with CPB.

Barry Ridout, Pre Contracts Procurement Manager, CPB Contractors

ICN has supported John Holland by connecting us with local suppliers, and in particular suppliers that can help us deliver the social procurement ratgets on the Chisholm Road Prison Project. The Industry Briefing that ICN ran for us was a fantastic forum for the project team to engage with interested local suppliers.

Melissa Raby, Social Procurement Manager, John Holland

Vic Tech Consulting & Construction has benefitted from increased access to projects and opportunities from engaging with ICN Victoria. In particular, the experience and knowledge of the Industry Advisers has been invaluable in opening doors to networks that we previously were not connect with.

Geoff Williams, Director & Part Owner, Vic Tech Consulting & Construction

Polytec actively engages with ICN Victoria and would recommend to any business wanting to better understand the Government and private project tendering processes to do the same. In addition, their knowledge and contacts continue to open up other business opportunities for us.

Garry Chilcott, National Builder Manager, Polytec

Insulpak has enjoyed many years of working with ICN and its collaborative partners to better understand commercial air-conditioning projects and government requirement for Victorian projects and tenders. Being able to access the ICN Industry Advisers for support is something that is valued by Insulpak estimators and all our local subcontractors and suppliers.

Robert Hegyesi, Managing Director, Insulpak

A Snapshot of Events throughout 2019

We conducted a total of 12 briefings, 3 regional showcases, 20 training workshops, Avalon Airshow, Australian F1 Grand Prix and the Victorian Manufacturing Showcase reaching over 3,000 attendees.



“It was great to conduct so many events this year giving project owners a fantastic opportunity to explore supply chain capabilities and for SMEs to learn how they can be involved.”

- Andy Balmain
Business Development
and Client Services
Manager



The Victorian Manufacturing Showcase 2019

On Tuesday 22nd October, the State Basketball Centre in Wantirna South, thirty-five minutes from Melbourne CBD, hosted the 2019 Victorian Manufacturing Showcase (VMS19).



For each of the last six years, ICN Victoria has partnered with the Victorian Government to deliver VMS, a true celebration of Victoria's great manufacturing community. This year the Melbourne East Regional Economic Development Group (MEREDG), made up of six Eastern Melbourne Councils, was also part of the organising committee as well as the Headline Sponsor.

VMS19 saw record numbers of attendees, registrations and exhibitors. 74 exhibitors displayed their products and capabilities to an audience of over 800 attendees. There was also an external vehicle exhibition which featured 12 vehicles manufactured or assembled in Victoria.

"VMS provides a fantastic forum for Victorian manufacturers to network with one another and to hear from industry leaders

through various presentations. It was great to see a sold-out showcase with such a diverse range of exhibitors and speakers on show".
- Grant Anderson, ICN Victoria - Executive Director

VMS has always aimed to provide opportunities for Victorian manufacturers to gain invaluable insights into successful Victorian businesses while networking with other manufacturers and

Victorian industry. This objective was certainly achieved through lively networking throughout the exhibition area and fascinating insights from the speakers. The high calibre speaking line-up included: Amanda Banfield, Area VP ANZ & Japan - Mondelez International, Brad Hordern, Executive General Manager - Supply Chain - Dulux Group Australia, Nigel Gilligan, Chief Operations Officer - Trajan Scientific and Medical, Andrew Hadjikakou, Managing Director - PACCAR Australia, Stuart Elliott, Co-CEO - Planet Innovation, Alec Konyneburg, Managing Director - Nukon and Sam Bell, CEO - AW Bell Australia.

This year's VMS was certainly the biggest and best yet. VMS19 even attracted ABC Radio, who hosted a live broadcast from VMS19, which included an interview with The Hon. Martin Pakula MP who also spoke at the Showcase.



What our sponsors said about VMS19:

The Showcase provides a great platform for the most innovative manufactures to come together and we loved being involved, as Platinum and Launch Party Sponsor.

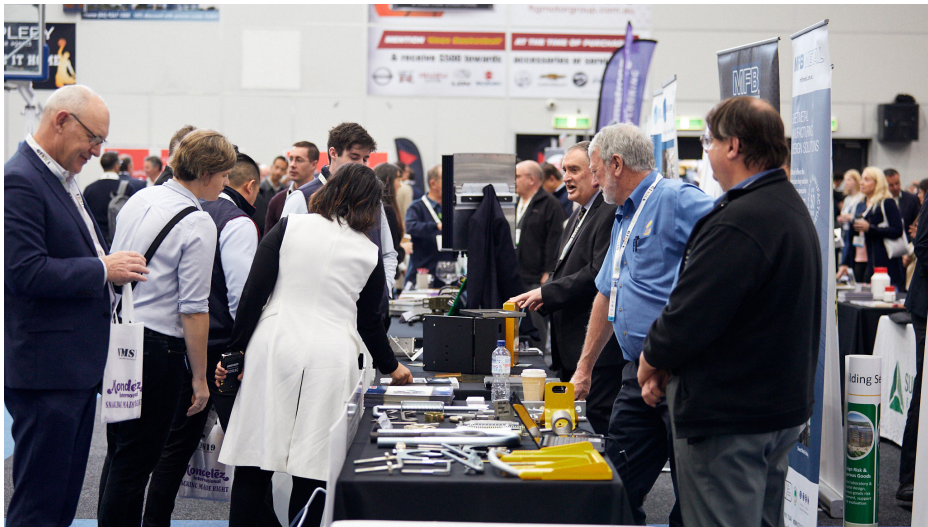
- Adrian Misiano, Matthews Steer Partner and Director - Platinum & Launch Party Sponsor.

The conference was a celebration of the manufacturing sector, showcasing the resilience and use of innovation to overcome industry headwinds. Our team enjoyed meeting the array of dynamic businesses and being associated with the entrepreneurial spirit that was evident on the day.

- Julian Sakowski, Westpac - Regional General Manager, Commercial Banking, Eastern Vic - Supporting Sponsor

MEREDG were delighted to be the Headline Sponsor for VMS19. The event highlighted the strength of manufacturing in Melbourne's east and the many innovative and emerging technologies that typify advanced manufacturing and industry 4.0.
- Chris Zidak, MEREDG Chair - Headline Sponsor

View our VMS19 Pictorial, here!



Q&A with Geelong Regional Industry Adviser Peter McCracken

After a short hiatus we are back with our sixth edition of our Q&A series. This time we sat down with Peter McCracken who has been with Industry Capability Network since 2010.

Q. Prior to working for ICN what was your professional background?
In 1982 I started work as an apprentice electrician in the automotive industry with Ford Geelong. I then went on to study electronics and process control engineering and robotics systems.

During my time with Ford I was lucky enough to travel to a number of cutting-edge countries such as Japan and Germany to be trained on the latest technology and processes. From this technical base I moved into supervision and management with Ford, managing a wide range of teams in maintenance, installation and also in production. Throughout my time with Ford I was also involved in training staff in process and highly technical roles. I then moved into a number of varied

business development and sales roles with Clipsal, Schneider electric and Eaton Industries. These roles were of a technical and logistical nature and included strong engagement with both Australian and international manufacturers.

Q. What does an Industry Adviser do on a day to day basis?
My role as an Industry Adviser is to connect industry, Government agencies and private and public projects. I help businesses through the tender process by advising them on local content targets and how to complete Local Industry Development Plans (LIDPs). I also help connect organisations through the various events that ICN puts on throughout the year. I also go out and see what businesses are doing, which helps me connect businesses to one another.



Q. What is the most enjoyable part of being an Industry Adviser?
My main objective as an Industry Adviser is to help Victorian based businesses gain more local work. This happens through a number of different ways, from assisting businesses complete LIDPs to visiting businesses to find out about their capabilities. The most enjoyable part of my role is being able to help businesses access an increased number of opportunities.

Q. What is your proudest achievement while working at ICN?
I am proud of a number of achievements that I have contributed to since I have been at ICN. However, I am most proud of my work on import replacement on both large and small Australian projects.



Q. Why is ICN a great place to work?
ICN is a diverse place to work with a number of different activities and responsibilities. ICN engages across all industry sectors which ensures my experience as an Industry Adviser is wide and varied. ICN also works with a number of different partners from State & Federal Government to privately owned SMEs. ICN also interacts with major players in a variety of sectors as well as local councils. I really value being able to learn as part of my job and this is a major reason why I find ICN a great place to work. I have the opportunity to learn from new and innovative processes and technologies on a weekly basis.

Q. Outside of work what are your main interests?
My interests are wide and varied. Family, friends, community and nature. For many years I've volunteered with organisations such as Life line,



Bethany and Karingal. In doing so I have been trying my best to help those who need it the most. I am also a very keen explorer and traveller. For many years I've been an avid camper and have travelled to the wilder areas of the country. From far north Queensland to WA swimming with dolphins and also the rugged peaks of Victoria's high plains both hiking and four-wheel driving. I

have also been lucky enough to travel internationally and fulfilled a role as an international election observer for the V.L.G.A, supporting the UN in maintaining a functional democracy in Timor-Leste.

Q. What is the best thing about living and working in Victoria?
Victoria has an abundance of great outdoor activities. The state has fantastic access to forests, rivers and the ocean. This allows me to spend a large amount of my time in the great outdoors and I am able to enjoy hiking and other activities. The fact that Victoria has so much on offer to people who love the outdoors coupled with fantastic employment and business opportunities makes Victoria a vibrant place to live.

Q. And finally, what one thing could you not live without and why?
Quality shared time with family and friends and the opportunity to be self reflective in a quiet and relaxed environment.



A message from the LJF Commissioner

Don Matthews



Don at InfraBuild's Australia, Derrimut facility

As we approach the end of the year, it is a great time to look back and reflect on all that we have achieved and our accomplishments across local industry.

Whilst there are many highlights of the last twelve months, I am particularly proud of the commitment and difference the Local Jobs First policy is making to all Victorian businesses and workers including young and old.

Through the Local Jobs First policy, we have seen workforce capabilities increase, with over four million contracted hours provided to 3700 apprentices, cadets and trainees. This equates to one-hundred and sixteen projects worth collectively over sixty-three billion dollars.

We are building a sustainable workforce that not only permits the expansion of local businesses but is also enabling a new generation of workers to gain ongoing opportunities and skills in government procurement.

The Local Jobs First policy is continuing to provide a never before seen investment in Victorian SME's, workers, apprentices and cadets. I have no doubt we will be hearing many more success stories in the coming year.

A key component of supporting the Local Jobs First initiative has been through the Commissioner's advocacy and engagement functions, supporting the delivery of the Local Jobs First policy through multiple stakeholder groups and industry.

The success of any policy is dependent on clear communication, and since my appointment I have met with over one-hundred and fifty stakeholders, bridging the gap between government businesses and the supply chain.

Collaboration in the supply chain has been vital in providing ongoing opportunities to learn new skills, work towards mutual goals and improve dialogue between different businesses. As such, I will continue to meet and work with different



Pictured L-R: Don & Cam Ristrom (Managing Director, Britex)



Pictured L-R: Vincent Sully (Principal Policy Officer, Department of Jobs, Precincts and Regions), Johan Top (Specialist Advisor, Victorian Health and Human Services Building Authority), Roy Bird (Uniforms and Personal Protective Equipment Monitor), Rebecca Skinner (A/Director, Office of Industry Participation and Jobs), Don, Andrew Bradley (Manager, Strategic Projects and Supply Chains, Industry Capability Network - Victoria), Andrew Miller (Construction Manager, Lendlease) and Marco Di Pietro (Project Director, North East Link Project).

businesses across local industry in the new year. I am proud to see the Local Jobs First policy supporting Victorian businesses but more importantly also enabling opportunities for everyone in the supply chain to come together - increasing innovation and contributing to the continued growth of the Victorian economy.

I wish you a safe break and look forward to working with you all in the new year.

To stay up to date with the latest information from our office, I encourage you to follow our LinkedIn page and website.

A handwritten signature in blue ink, reading "Don Matthews".

Don Matthews
Local Jobs First Commissioner



Pictured L-R: Grant, Cameron Ling & Don



Don Speaking at the Geelong Regional Opportunities Showcase

