

Boost Your Business Vouchers - Registered Service Providers

Voucher Provider - Food Innovation
as at 03 July 2018

Agent Oriented Software Pty Ltd

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Service Activity: Research & Development
Intl Market: Not Applicable

AOS leads the world in the revolutionary new field of autonomous and semi-autonomous systems. Current applications include decision support, oil production management, autonomous air, land and maritime vehicles. AOS specialises in operational autonomous software, covering the full spectrum, from "intelligent assistants" supporting experts in solving mission-critical problems, to autonomous systems performing tasks delegated by humans. AOS has developed the iWD™ (intelligent Watch Dog) an autonomous response system that provides a rapid and effective response to unexpected situations at large sites, sensitive areas or high value assets. In response to an alert, iWD launches an autonomous vehicle, e.g., UAV, UGV or USV, or it will direct another system, such as a remote surveillance camera, to monitor the situation. iWD is based upon a distributed, multi-agent, software architecture. AOS is currently working with Sydney University on the research and development of an autonomous bird scaring system for a wide range of agricultural enterprises.

Badalya Pty Ltd

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Service Activity: Early Stage Feasibility
Product Development
Process Innovation
Intl Market: Japan

George Gekas is the Co – Founder of Badalya. The company provides services and assistance to the Food and Beverage industry including New Product Development, Product Sourcing and support in upscaling.

George's innovation experience spans over 30 years in Australia and internationally with the size of clients ranging from start-ups to some of the most iconic well-known food and beverage brands in the world. His experience also includes retail private label development and international franchise expansion. This vast experience provides him with the knowledge you require for projects ranging from accurately preparing early stage feasibility and testing of concepts to commercialising and launching new products into the market.

The current client base includes Universities, retailers, manufacturers, brand owners, and suppliers of ingredients and packaging from the F&B industry. This extensive network ensures you are receiving the most valuable and innovative advice and support available.

www.badalya.com

Bayly Group Pty Ltd

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Service Activity: Process Innovation
Early Stage Feasibility
Intl Market: Not Applicable

We know you have some problems, can we help?

- Design Strategy for your business
- New Product Development
- Innovation in food and enhanced packaging
- Grow your business organically

We understand what family business is all about. Bayly is and has been a family business since 1971.

We work to ensure that your family business creates a legacy that you and your family can be proud of for generations to come.

We have a knack for creating great industrial B2B products for our customers and typically service them for many years.

By helping our customers discover the most valuable, important and unfulfilled needs of their customers, we design products that provide organic growth. This approach is cost effective and guarantees maximum product success in the shortest possible time.

We use our unique design process, proper planning and structure to ensure a delightful experience and reduce the risk of product failure.

If you are looking for family values in your business relationships, Bayly is the place to find them.

beanstalk AgTech

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Service Activity: Early Stage Feasibility
Product Development
Process Innovation
Prepare For and Attract
Investment
Intl Market: China, India,
Indonesia, Japan,
Singapore, Taiwan,
Vietnam

Beanstalk AgTech helps primary producers, industry associations, research institutions, SMEs, corporates and governments solve their biggest challenges through facilitating access to the innovation and technology ecosystem. Beanstalk acts as your innovation partner to leverage cutting-edge technologies across the agri-food sector and adjacent industries through adopting a proven low-risk process to technology trialling and adoption, with return on investment front of mind. The first stage before any idea is pursued should always be customer and market validation using a customer centric design process. If you are one of the following, Beanstalk AgTech would be interested to hear from you: Agri-food business looking for an innovative solution to an identified problem, or has an innovative idea to take to market. Also, if you are looking to get investment ready, our 5-module approach can help you get ready for investors. Researcher / start-up that does not meet the above SME criteria but has prospective clients who are eligible to prototype your technology to demonstrate technical merit, feasibility, and commercial potential. Industry organisation looking to develop new innovative solutions to their agri-food sector cohort, or help them get investment ready. Get in touch here: <http://beanstalkagtech.com/grants/>

Best Exchange Group P/L

Contact: Martin Szakal
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Service Activity: Product Development;
Intellectual Property;
Early Stage Feasibility;
Research &
Development; Market
Positioning and Labelling;
Intl Market: China, Japan,
Malaysia, South Korea,
Thailand, Vietnam

The Best Exchange Group P/L (AUS) (trading as Global City Connect), connects organisations through value based relationships, internationally.

We are based in Bendigo Victoria and have two international offices; one in China, and one in Malaysia servicing South East Asia.

Through our platform we identify, build and maintain transaction based relationships, that align with predetermined strategic goals, predominantly for Victorian businesses. (95% VIC)

Our services are bespoke and highly customised, meaning we work with our clients to create highly targeted strategic plans and execute resulting tactics to engage, facilitate and convert trade opportunities in international markets. We focus on niche products, exporting specialist I.P. and value-added products created in Central & North Central Victoria.

We are a very well networked organisation both domestically and internationally, offering unique access and opportunities to businesses, industry groups and local government departments.

Chord Advisory

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Service Activity: Prepare for and attract Investment
Intl Market: Not Applicable

Chord Advisory is a mid-market corporate adviser providing financial and strategic advice (www.chordadvisory.com.au). Chord Advisory holds an Australian Financial Services Licence (no. 499615).

We work closely with our clients in making businesses and projects investor ready prior to an equity capital raising or debt financing. This helps the client to achieve the best outcome in any given transaction.

An investor readiness review may include a review of business plans, business strategy, corporate and organisational structure, governance, internal controls, historical financial track record and key material contracts. Making a business investor ready will allow management to maximise their time on the commercial aspects of the capital raising such as interacting with potential investors.

We can assist clients in raising funds from the private and public equity markets including IPOs. Chord Advisory has broad transactions experience across the different types of equity financing, with this experience accumulated across different sectors.

Chord Advisory also provides specialist, corporate finance support to in-house management teams in the delivery of efficient equity funding solutions for businesses and projects.

Crowe Horwath Australia

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Service Activity: Process Innovation; Product Development; Intellectual Property; Early Stage Feasibility; Research & Development; Market Positioning and Labelling; Prepare For and Attract Investment
Intl Market: China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam

We are so pleased to be able to provide services under the Advanced Manufacturing Voucher. Additionally, Crowe Horwath provides professional services for clients looking to export to Asia via market access, customs and supply chain strategies. Additionally our specialist tax team specialise in R&D advice, innovation and product development. The Firm has also recently built our Community Fund and specialist team to directly work with social enterprise and not for profit groups. Additional information can be provided as needed for these additional services. I would be pleased to discuss in more detail.

CSIRO

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Service Activity: Process Innovation
Product Development
Research & Development
Intl Market: Not Applicable

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Service Activity: Early Stage Feasibility
Intl Market: Not Applicable

Our expertise in food science helps the Australian food industry compete in domestic and global markets and make food products for Australian consumers that are safe, sustainable and taste great. Exemplar capabilities include innovative food processing, separation technologies and waste to value capabilities. The extensive list and details are provided in the link below.

<https://www.csiro.au/en/Do-business/Partner-with-our-Business-Units/Do-business-Agriculture-Food/Food-innovation-centre/Our-facilities>

A key part of CSIRO's role as Australia's Innovation Catalyst is connecting Australian industry with research. SME Connect is CSIRO's specialist national SME engagement team, working with companies ranging from start-ups up to those employing 200+ people.

SME Connect provides a single point of contact for businesses to interact with universities, CSIRO and other research organisations. SME Connect utilises an end-to-end facilitation model in which we work with SMEs to identify opportunities for research to benefit their business, connect SMEs with Australia's best researchers, support feasibility evaluation, participate in project scoping, provide access to voucher funding, oversee project establishment and monitor project delivery.

SME Connect provides solutions tailored to the needs of SMEs and focuses on 'making it easy' for SMEs to do business with research organisations.

SME Connect leverages its extensive networks across research and industry, and specialises in working with companies which have never before engaged with research organisations.

Deakin University

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Service Activity: Product Development
Research & Development
Intl Market: Not Applicable

The Deakin University Centre for Advanced Sensory Science (CASS) is dedicated to helping the sustainable growth of the Australian food industry. By using state-of-the-art facilities and renowned researchers, we aim to deliver high-quality sensory and flavour research, as well as training the next generation of sensory scientists.

Deloitte Australia

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Service Activity: Early Stage Feasibility
Process Innovation
Market Positioning and Labelling
Prepare for and Attract Investment service
Intl Market: China, Hong Kong, India, Japan, Malaysia, Singapore, Vietnam

Deloitte Australia has a long history in assisting companies that continually create innovative products and processes during research and development activities. The innovative activities undertaken by Victorian food companies can be instigated by a number of different drivers and can be found throughout the entire food supply chain. Our approach will assist organisations to access the information and know how required to innovate and improve an organisation's ability to compete by helping to progress the commercialisation of new and innovative products.

We also provide a gateway to international thinking around innovation strategies and their connection to the sector through our global food and beverage teams.

Derio Comar Consulting

Contact: Derio Comar
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Derio Comar has 45 years experience in food microbiology and food technology with an emphasis on food safety, prevention of contamination, risk assessment and HACCP applications across a broad range of foods. Derio was also a founder and the CEO of a NATA accredited food testing laboratory. This experience brings business management skills and a unique expertise into testing requirements to achieve food safety and comply with current food regulations and labelling.

Product testing techniques, including challenge studies, determine an accurate shelf life as well as assessing the microbiological risks associated with specific food poisoning micro-organisms.

The management skills and food production experience contribute to the development of practical and effective Quality Assurance programs. Product and food concept assessments can assist in building quality and safety into a product from the onset. A feasibility approach contributes significantly to the planning requirements for the development and launch of any product.

Service Activity: Early Stage Feasibility
Market Positioning &
Food Labelling

Intl Market: Not Applicable

Dinner For Two or More Pty Ltd

Contact: Christopher Green
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GYB Regional is a Regional Business Consultancy specializing in Strategic Planning, Market Development, Export Marketing (QIP EMDG Consultant). Chris has worked with many of the most entrepreneurial businesses throughout the region as a highly respected business consultant over the last 16 Years and has delivered many RDV programs including but not limited to MY Business My People, Grow Your Business, Business Continuity and Business Intelligence Program. GYB Regional has an extensive client base in North East Victoria which would benefit from the Voucher Programs applied for.

Service Activity: Process Innovation;
Research &
Development; Market
Positioning and Labelling;

Intl Market: Not Applicable

FAPIC Pty Ltd

Contact: Tom Debney
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FAPIC works to:

- * Save money and increase business at the same time
- * Transform companies by increasing profits while reducing their working capital and growing their business
- * Improve the business performance of our food industry partners by providing novel and well established development and quality solutions
- * Provide resources and outsourced solutions to Food Industry Partners
- * Provide expertise to save time and money
- * Remove non-productive activities
- * End-to-End project management
- * Provide expertise outside of company politics & friendships
- * Use and promote World Best Practices
- * Build the internal capability to ensure successful completion

FAPIC also has access to skilled resources and programs.

Service Activity: Early Stage Feasibility

Intl Market: Not Applicable

Federation University Australia

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Federation University Australia (FedUni) has a long and proud history of Industry Collaboration, delivering innovative real time solutions to everyday Industry challenges. FedUni is a major contributor to economic productivity and employment within the regions it serves, substantiated by a new impact study by the Nous Group. Our facilities and researchers offer a reputation for excellence in applied Research in partnership with Industry. Each Industry partner will be supported to fully scope their projects to ensure the desired outcomes are achieved. FedUni School of Science and Technology contributes to the challenge of meeting today's needs without compromising future opportunities. With specialists in advanced robotics, VR & AR solutions as well as optimisation and scheduling. These institutes when combined with CADET, the \$45M Science and Engineering Precinct and our \$19 million Manufacturing Engineering Skills Centre enable FedUni to provide solutions across multiple sectors.

Service Activity: Process Innovation;
Product Development;
Research &
Development; Business
Process and Systems
Improvements; Industry
Standards
Implementation and
Certification;

Intl Market: Not Applicable

Food Innovation Centre at Monash (FIC)

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Monash University is globally recognised for the breadth and depth of its research. Our strong focus on partnering with industry enables SMEs to work alongside our world-leading researchers and provides them with access to our unique infrastructure and research platforms. Drawing on the world-class capabilities of Monash University, the Monash Food Innovation Centre opens new pathways to Asia by providing local food producers with the support and expertise to rapidly adapt and develop products for export markets.

By working with us, businesses can access our research expertise and consumer design led services such as early stage market and opportunity identification, product and packaging design and research in areas like food chemistry, value from waste streams, personalised nutrition, food integrity and security. To date, we have helped over 2,500 businesses develop successful innovations in Australia and Asian markets.

The Centre's end-to-end consumer-led approach uses the latest in science, technology and research to help businesses optimise their products for success. Leveraging the Monash Business School's deep research and teaching expertise across all commercial and economic disciplines, we can deploy expert capability in programs, content and individual consultants that cover the full range of business and management competencies for Australian and Asian export markets

Service Activity: Process Innovation
Product Development
Research & Development
Market Positioning &
Food Labelling

Intl Market: China, India, Indonesia

Geoffrey W. Smithers

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Geoffrey Smithers Food Industry Consulting Services (GSFICS) is managed by an experienced research scientist and scientific entrepreneur who has worked both at the bench but also at the science-business interface linking business outcomes with relevant science and technology tools. GSFICS can 'speak' both science and business language, and can facilitate strategic and innovation planning and implementation for an on-time/on-budget/on-expectation outcome.

GSFICS provides a range of services including

- R&D planning notably in process and product development
- linking business outcomes with science/technology tools
- innovation, strategic and operational planning
- trouble-shooting
- technology audits
- intellectual property management.

Further details of the GSFICS offering can be found at: www.geoffreysmithers.com.

Service Activity: Early Stage Feasibility

Intl Market: Not Applicable

Grant Thornton Australia Ltd

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With an abundance of land and natural resources, and a reputation for quality products, the Australian food and beverage industry is in a strong position for continued growth and investment.

Grant Thornton's food and beverage industry team understands the opportunities and issues across all sub-sectors of the industry, and across all aspects. We advise at all stages of the food and beverage lifecycle - from production through to processing, packaging, distribution, export and beyond - and understand the pressures of running your business and the steps to reaching your strategic goals.

We can help position your business to capitalise on the latest industry trends and innovations and provide expert advice on exports, international trade, merger and acquisitions, supply chain management, financing, tax, audit, and more.

By working with Grant Thornton, our clients gain access to global expertise and relationships throughout the world.

Service Activity: Prepare for and attract Investment

Intl Market: China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam

Inspirative Training Pty Ltd (Vative)

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Vative are a Victorian based consulting and training provider servicing the manufacturing industry for over 10 years.

Our specialised consulting services ranges from business analysis & strategy, project management and outsourcing, quality, safety and environmental management, leadership mindset development and executive coaching.

Our training services incorporate structured and proven lean manufacturing techniques which are designed to raise the level of employee skills in alignment with business goals and objectives by improving profitability, product / service quality and team morale. Our programs educate employees on process efficiency and instil a culture in the work place that drives towards an overall growth strategy through flexibility, quality, transparency, standardisation, empowerment, and continuous improvement, helping businesses become more efficient through the reduction of wasted effort and a focus on value added operations.

Service Activity: Process Innovation;

Intl Market: Not Applicable

KPMG (Australia)

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KPMG Australia has a strong interest in the agriculture and food sector and is a lead partner of the new Food Agility Cooperative Research Centre. We provide a broad ranging innovative service offering expert advice and methodologies designed to help businesses to build their capability and strategy. In particular, KPMG can assist food companies in accelerating the development of new products and services to global markets.

Based on solid industry experience. KPMG works with its clients, augmenting their internal capabilities and providing a fresh, independent perspective on important strategic and operational issues. This includes bringing the best ideas through commercialisation and implementation to improve the productivity and profitability for our food & fibre sector. We draw on our considerable technical expertise, including highly qualified and experienced scientists and engineers across a broad range of disciplines, to validate and enhance innovative solutions in order to help extract maximum commercial potential. With strong local, national and global networks within food and fibre, KPMG is able to bring market insights to focus innovation and growth strategies.

Service Activity: Early Stage Feasibility
Process Innovation
Prepare for attract investment

Intl Market: China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam

La Trobe University

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La Trobe works with businesses in the food, fibre and agribusiness sector to develop differentiated products; identify system and process improvements (including streamlining supply chains); utilise new technologies in animal and plant health; and provide advice to ensure businesses use market signals to inform decisions. La Trobe's approach is to work with industry to understand their challenges and jointly identify solutions that will deliver productivity gains, increased revenue and market growth. We have a proven record of delivering services designed to meet business needs. Led by highly respected research practitioners with experience in government, education, industry and policy, La Trobe will deliver services tailored to industry needs and will manage research outputs to maximise revenue and growth for our partners. Services include process innovation, product development, early stage testing and research and development.

Service Activity: Process Innovation
Product Development
Research & Development

Intl Market: Not Applicable

Madison Cross Australia Pty Ltd

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Madison Cross is a specialist strategy and operations organisation which has strength in corporate and business strategy, business transformation, marketing and customer, product & service offer development, supply chain, operations / process optimisation and technology. Our organisation has a very experienced team of senior consultants who have been on both the Executive Team of many small, medium and large organisations as well as having been partners and senior consultants across all of the major global consulting organisations. The focus of Madison Cross is development and implementation of practical strategy that delivers real results to organisations.

Service Activity: Process Innovation;
Product Development;
Intellectual Property; Early Stage Feasibility; Research & Development; Market Positioning and Labelling;

Intl Market: China, Hong Kong, Indonesia, Japan, Malaysia, Singapore, South Korea

Memko Pty Ltd

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MEMKO's primary focus is to bring sustainable and measurable performance improvements to businesses through the integration of technology, training and process improvements.

MEMKO is able to deliver substantial and sustainable benefits to Food and Beverage Companies in a range of areas including new product introduction, specification management, cost reduction from ingredient and formula optimisation, regulatory compliance, lifecycle & information management.

Specific solution capabilities include:

- Centralised 'single version of the truth' for all specifications, recipes and documents without the need to 'rip and replace' current systems – your choice
- Optimise recipes for quality and cost
- Process optimisation and simulation tools to streamline production and supply chain processes and resolve bottlenecks
- 'Perfect Package' solution to centrally manage all aspects of package design and development including managing internal and external resources and advanced 3D design options
- Portfolio, program and project management
- Collaboration and integration platform

Service Activity: Process Innovation
Early Stage Feasibility

Intl Market: Not Applicable

Minter Ellison

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MinterEllison is a leading Australian commercial, risk and legal advisory firm. Our multi-disciplinary team includes lawyers, technology consultants, governance experts, tax consultants, design thinking experts, business transformation experts and registered IP and patent attorneys who bring together a broad range of expertise to deliver solutions to different organisations in all sectors and at different stages of growth.

Service Activity: Process Innovation; Intellectual Property; Market Positioning and Labelling;
Intl Market: China, Hong Kong, Mongolia

nem Australasia Pty Ltd

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NEM has 45 Partners, spanning Australia, NZ & Singapore. NEM has been working with Victorian Medium businesses and supporting the Government initiatives & programs for many years with our 25 Victorian based partners all of who have either successfully owned or managed businesses. NEM is a member of the Business Specialist Advisory Panel for the Latrobe Valley Supply Chain Transition Program (LVCTP) Our experience and deep industry knowledge spans Advanced Manufacturing, Food and Agriculture, Export Asia specific and we help a number of Social Enterprises.

Nem has significant SME based IP such as the Strategic Business Review process, A Business Potential Analysis shows the owner the financial impact of making improvements, detailed Improvement Plan is developed in conjunction with their team and provides a step by step approach, supported by specific actions and timelines, to improve business performance. NEM's CAMAtm process identifies a businesses competitive advantage (CA) (they all have at least one) as well as markets that may be attractive (MA). The CAMAtm results are then put on one page for easy viewing. NEM can provide all the supporting services eg. capital raising, financial management/analysis, marketing, governance, human resources, interim management, Mergers & Acquisition knowledge etc, to assist the business successfully implement its Development Plan. nem is non conventional as we help the business put the actions in place - we do not just produce a plan and walk away.

Service Activity: Process Innovation; Product Development; Early Stage Feasibility; Market Positioning and Labelling;
Intl Market: China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam

OzScientific Pty Ltd

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OzScientific Pty Ltd is a commercial food science and technology consultancy and a leader in innovative food research and development. Our clients are food processors, especially dairy processors, in Australia.

We provide services in
1) product innovation, formulation and development
2) process optimisation and efficiency
3) food analysis and characterization
4) grant assistance and project plan development, 5) market intelligence and research
6) factory based training in specialist processing skills.

Led by owner and director, Dr Ranjan Sharma, our consultants collectively have over 100 years of experience in food science and technology. OzScientific Pty Ltd is based in Hoppers Crossing SW of Melbourne and owns a 250 m2 pilot factory equipped with a product development kitchen, analytical laboratory and pilot plant facilities. Our strength is the deployment of innovative technologies for food processing, building new product pipelines and projects that lead to substantial business expansion for our clients.

Service Activity: Process Innovation Product Development Research & Development
Intl Market: Not Applicable

Pricewaterhouse Coopers - PwC (VIC)

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PwC has a dedicated international trade practice across the Asia Pacific. We support clients in evaluating export markets, developing market entry strategies, value chain analysis, navigating regulatory requirements and trade and risk management. We have teams in-country across North and South Asia to facilitate better engagements and longevity of relationships abroad.

PwC has extensive knowledge and experience in innovating new ventures building our own platforms such as PwC's Open Innovation Platform, Airtax and Nifty R&D and helping our clients of different sizes and industries create successful new ventures, for example Data61's UNLOCK incubator. Key to the success of these ventures is innovation partnered with commercialisation and business acumen.

We have been engaged by our clients to roll-out innovation programs to coach and mentor their workforce to become innovative. We have worked in partnership with QUT to deliver PwC Chair in the Digital Economy to provide digital thought leadership for Queensland. We have designed, developed and run numerous innovation events across the country and globally for a diverse range of audiences.

Social enterprises, Not-for-profits and charitable organisations are at the heart of PwC's global purpose. We are a team of committed professionals with significant sector experience working with social enterprises. We understand the particular challenges facing social enterprises and our focus is on how we can partner with you and leverage our skills and expertise.

Service Activity: Process Innovation; Product Development; Early Stage Feasibility; Research & Development; Market Positioning and Labelling; Prepare For and Attract Investment
Intl Market: China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam

RM Consulting Group

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RMCG is an environmental and agricultural consultancy. We provide advice to government agencies, water authorities, institutions and private sector clients in the fields of environment, water, agriculture, economics and communities.

We apply our expertise and insight to drive sustainable resource use. RMCG provides policy, planning and technical consulting services to ensure a healthy future for the environment, industry and communities by helping them to plan and implement change. We combine our sound technical knowledge and ability to work through complex problems with a passion for working with people to develop practical, effective and fair outcomes for agriculture, the environment and the communities that depend upon it.

RMCG is one of Australia's strongest regionally focused consulting groups. We have achieved this position through a commitment to the sustainable development of rural industries and communities.

RMCG is based in Victoria and works nationally. Our Victorian offices ensure holistic coverage across the state.

Service Activity: Early Stage Feasibility
Intl Market: Not Applicable

RMIT University

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Service Activity: Process Innovation
Product Development
Research & Development

Intl Market: Asia Region Generally

RMIT's Food Research and Innovation Centre is a world-class facility that helps Australian food businesses develop and market innovative, high value products for the global marketplace. The \$15 million state-of-the-art facility brings together multidisciplinary R&D capabilities in all areas related to the post-farm gate food value-chain.

The Centre has three core functions:

- (1) it is an incubation facility that enables start-up businesses and entrepreneurs to turn their ideas into commercial realities
- (2) it assists existing food manufacturers, especially SMEs, in becoming more innovative and competitive
- (3) it builds capability and capacity by offering staff training and upskilling.

It also provides teaching and research training with the latest technologies, hands-on experience in product development, food safety, quality assurance, and nutrition and industry placements.

Its services for industry include:

Help with idea generation
Product development and reformulation
Optimisation of formulations for cost, quality and ingredient functionality
Development of new ingredient systems
Development and optimisation of processing protocols
Shelf-life testing
Sensory evaluation and consumer testing
Packaging design and testing
Food safety and HACCP analysis
Nutrition and health benefit evaluation

The Centre has a broad industry network and links with leading research organisations around the world.

Robert Bosch Australia

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Service Activity: Process Innovation
Research & Development

Intl Market: Not Applicable

Our Manufacturing Solutions division is globally recognised for their innovative work in engineering services. As part of our dedication to quality and customer satisfaction, we offer a highly structured approach to project management, overseeing the quality, cost of ownership and risk management, keeping our customers informed every step of the way.

Our flexibility in manufacturing solutions allows us to create:

1. Improvement of yield and throughput on assembly lines
2. Designing, building, installing and integrating assembly lines for electronic products in both low volume and highly automated/high volume applications.
3. Development of various assembly and joining processes
4. Integrating equipment into different servers / Manufacturing Execution Systems

Facilitating Design for Manufacture process reviews and i4.0, resulting in significant manufacturing efficiencies, material, labour and equipment savings along with establishing robust and reliable manufacturing solutions. Bosch globally supports leading brands through all major industries and SME'S and sectors, to do things more safely, with greater efficiency and improved quality.

Solutions

1. Automated Test Systems
2. Production Automation Solutions
3. Turnkey Special Purpose Equipment
4. LEAN Manufacturing Services
5. Project Management
6. Mechanical & Electrical Design
7. Process Engineering
8. Control System Engineering
9. Integration to MES
10. Integration into all facets of i4.0
10. Assembly and Testing Facilities

Robert Weller & Associates

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Service Activity: Process Innovation;
Product Development;
Intellectual Property; Early Stage Feasibility; Research & Development; Market Positioning and Labelling;

Intl Market: Not Applicable

Robert Weller and Associates (RWA) are experienced consultants specialising in providing commercialisation advice to SME's from FMCG Food & Beverage, AgTech, Heavy Industry and Manufacturing sectors. Our services include;

1. Producing professional and compelling funding applications for the most popular state and federal government grant schemes.
2. Direct insertion of RWA team members into your business for projects that require specialist skills and assistance.
3. Advisory board facilitation and membership.

ShopAbility Pty Ltd

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Service Activity: Early Stage Feasibility
Product Development
Process Innovation

Intl Market: Not Applicable

ShopAbility will provide you with a solid Innovation, Branding, Manufacturing, Channel and Brand Activation Programs and Insights solution for your business and Brands/Products. With a team that has extensive experience in all of business functions and aspects, we will deliver focused strategies that are both realistic and commercial. With a broad Brand and Channel experience base in our team, we can help you in activating a trialling and full activation into the channel(s) you want to develop - we can help in formalising those Channel and Customer plans with you. In addition we will work with you in measuring the success of these initiatives. We will focus on building your business capabilities to support these initiatives - these are built around the following - people, process, system and at a cultural and business management and behaviour level as required.

ShopAbility has a proven success in the SME base through a flexible and focused solution designed model to meet any business's special needs - we are not a one size fits all model.

Snaptrap Pty Ltd

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Service Activity: Early Stage Feasibility

Intl Market: Not Applicable

Snaptrap is a digital technology company focused on Australian agriculture (agtech). The company works on solving problems that are obstacles to Australian agriculture achieving its economic potential.

We work with primary producers and marketers to identify inefficiencies and opportunities for optimization using new digital technology innovations. We strive to enable primary producers and marketers to identify and create solutions for themselves.

Our principal and consultants focus on economic outcomes for industry. We are technology-agnostic and seek the best improvements for our customers' businesses.

We seek to match problems with leading edge science and research (such as agronomy, entomology and biometry) to provide decision information customized for local conditions. This results in reductions in risk and costs, and provides efficiency gains leading to increased production quality and yield. We also seek to create rigour in customers' records and evidence that support trade negotiations and maintenance of trade agreements.

Solutions in Food

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Solutions in Food offers services such as New Product Feasibility, Product Development, Concept Sample Development, Label Compliance, Ingredient Sourcing, Contract Manufacturer Sourcing, Scale up Trials leading to commercialisation. Tapping into a vast and established network of commercial suppliers, packaging experts, manufacturers and distributors. Assisting small start up businesses as well as larger established companies seeking a skill set in food product development.

Service Activity: Product Development
Early Stage Feasibility
Market Positioning and Labelling

Intl Market: Not Applicable

Strategic Project Partners

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Strategic Project Partners is a mid-sized high-impact general management consulting firm. Based in Melbourne and Sydney, Australia, we work with Senior Executives, General Managers and CEOs on difficult strategic and operational challenges.

As a generalist management consulting firm we can support organisations across any part of their lifecycle. We have a specific capability in end-to-end business development – identifying strategic options, developing innovative solutions, establishing commercial deals with suppliers, channel partners and distributors, and assisting with delivery of an operational outcome.

Service Activity: Prepare for and attract Investment; Process Innovation; Early Stage Feasibility; Research & Development; Market Positioning and Labelling;

Intl Market: China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam

When we deliver projects, whether it's a strategic study or the implementation of process change, we focus on:

- * Excellence in project management
- * An obsessive focus on project benefits
- * Robust analysis, which is clearly (and simply) communicated
- * Bringing experience to bear throughout the project life cycle

Our aim is to deliver high impact, practical results, no matter the industry the organisation is looking to succeed in.

Swinburne University of Technology

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Swinburne University of Technology is one of the world's leading universities, ranking within the top 3% of universities around the world, as assessed by the Academic Ranking of World Universities, and ranked in the Top 100 universities under 50 years of age by the Times Higher Education World University Rankings.

We combine leading-edge research and innovation with outstanding research facilities. This, coupled with dynamic partnerships with industry, government and other research organisations and universities, leads to world-first research outcomes that have direct benefits for the local and global community.

We have assisted industry to develop and optimise methods of extracting high-value compounds from agricultural food waste and we have a major focus on materials science and the development of novel, innovative and functional materials. This expertise is supported by strong data science and analytics capability that enable multi-disciplinary approaches to address problems at all steps of the food production chain.

Service Activity: Research & Development

Intl Market: Malaysia

Tarn Food Consulting

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Tarn Food Consulting creates innovative food solutions built on a customer-centric philosophy and robust financial foundations. Our extensive experience in global food retailing, FMCG manufacturing and financial management underpin our development of brand and product offers to foresee fast-moving market conditions that drive your bottom line and entice your customers.

Our collective experience in food retailing, manufacturing, hospitality and finance allow us to identify, develop and launch food ranges that grow your core business or unlock new business opportunities. We work with our clients creating brand and product strategies to support the whole development process delivering right-first-time launches and an on-going strategy for the entire lifecycle of the project. We are passionate about keeping up to date with global trends and emerging markets to challenge boundaries and deliver products that delight consumers to ensure your business stays ahead of the market.

Service Activity: Early Stage Feasibility; Process Innovation

Intl Market: Not Applicable

University of Melbourne

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Established in 1853, the University of Melbourne remains a public spirited institution making a valuable contribution to Victorian society through research, learning and teaching and community engagement.

Businesses are at the heart of Victoria's rich and diverse economy, and the University is excited to contribute through the

- Advanced Manufacturing Voucher Program
- Food Innovation Voucher Program
- Social Enterprise Capability Voucher Program.

(Different text for each stream SP list)

From the first meeting, we would seek to understand the unique history and aspirations of the Applicant's business. We would then leverage in-house expertise, global knowledge and industry networks to propose an approach and drive solutions.

Drawing on our diverse disciplines, we can provide businesses with specialist services in strategy, operations, skills development and delivery.

Service Activity: Process Innovation
Product Development
Research & Development

Intl Market: Not Applicable

Victoria University

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Victoria University (VU) is one of Victoria's leading research institutions. VU can provide end-to-end product and process solutions, as well as technical assistance for businesses in the Food Manufacturing Sector.

VU has fully equipped analytical laboratories for testing and product development, and pilot plant facilities for larger-sized projects.

VU specialises in developing innovative and collaborative projects. Utilising the resources of its various colleges VU can help businesses develop high value projects for new product and process development, and provide access to emerging technologies.

Service Activity: Process Innovation
Product Development
Research & Development

Intl Market: China, India, Indonesia, Japan, Malaysia, Pakistan, Sri Lanka, Thailand, Vietnam

Businesses will benefit from access to VU's capabilities in areas including Advanced Food Systems, Data Analytics, Artificial Intelligence, Engineering, Sustainability, Water and Waste Management, Alternative Energy and Smart Energy Systems.

XPotential

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We have delivered differentiated revenue growth and profitability for our clients through customer-centric and holistic business innovation programs. Our Associates are experienced international practitioners who have held senior leadership positions within the food and agri-business industry.

Our overarching philosophy is to share our industry knowledge, experience and expertise with clients, in tandem with using proven processes and tools such as design-led innovation and lean canvas, so they can develop their own capability to adapt and grow.

In addition to our consulting business, XPotential™ have successfully developed and run the 'Fast 'n Furious Innovation' short course with over 50 companies across Australia in conjunction with FIAL.

Service Activity: Early Stage Feasibility

Intl Market: China, Hong Kong, Indonesia, Malaysia, Singapore, Thailand

Our team has deep connections within the research community that allow us to practically apply the latest technology to your individual innovation challenge.

We are ready to commence a dialogue with your leadership team now.