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Department of Innovation, Industry, Science and Research

CLEAN TECHNOLOGIES SUPPLIER ADVOCATE

**Australian Industry Group
Environmental Solutions Forum**

Andrew Parratt
Clean Technologies Supplier Advocate
DIISR

innovation.gov.au





Supplier Advocates

- Provide leadership to targeted industry sectors
- Champion Australian suppliers in the government procurement market
- Work cooperatively with industry to enhance industry competitiveness, maximise opportunities, and promote capabilities

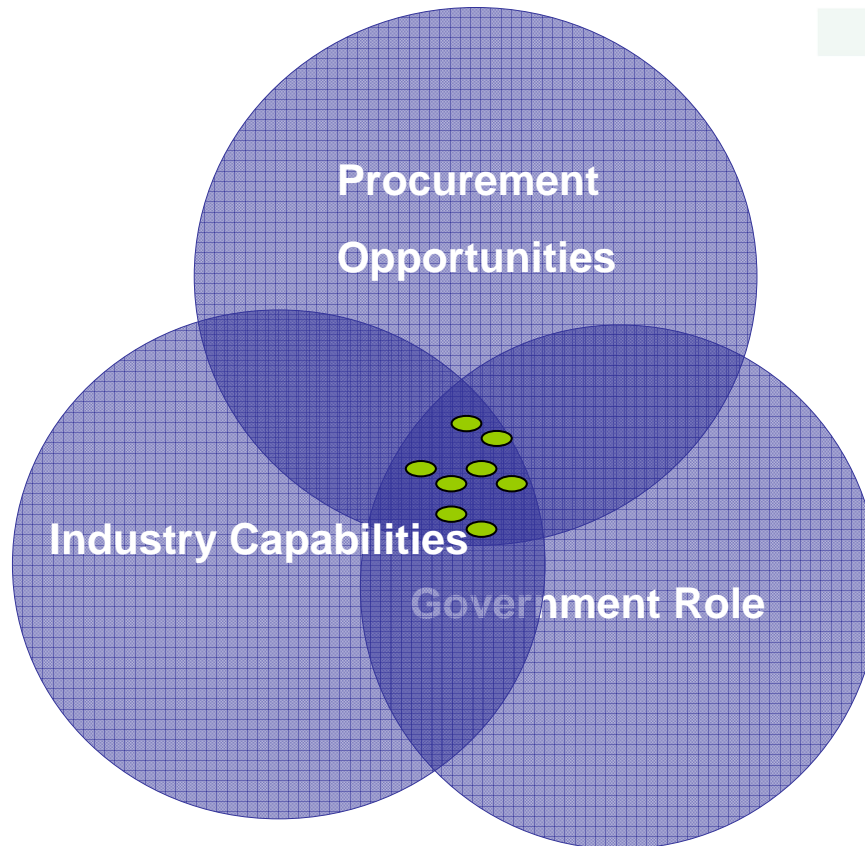




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Australian Industry Participation programs





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What is the clean technologies sector?

Economically viable products, services and processes that harness renewable materials and energy sources, dramatically reduce the use of natural resources and cut or eliminate emissions and wastes.

Source: *Australian Cleantech Review, 2010 - Industry Status and Forecast Trends*
Australian Cleantech





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Clean Technologies Sectors

- Renewable energy
- Water
- Waste and recycling
- Green buildings
- Energy efficiency
- Environmental services





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Australian Cleantech Industry Capability

- Renewable Energy – Revenue \$1.8 billion, 2935 employees
 - Supply chain access through ICN for large-scale opportunities
 - Business performance improvements through Enterprise Connect
- Energy Efficiency/Built Environment – Revenue \$559 million, 2978 employees
 - Large sector with substantial opportunities
 - Capability development of firms, teaming arrangements, engagement with customers where suitable
- Waste Management – Revenue \$3.1 billion, 4625 employees
 - Resource recovery
 - Industrial ecology
- Environmental Services – Revenue \$872 million, 692 employees





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Clean Technologies Supplier Advocate

- Assisting companies to win more work
- Increasing SME access to opportunities
- Assisting them to be more competitive
- Increasing the capacity by facilitating teaming arrangements
- Developing an overarching industry development strategy for the cleantech sector
- Working with relevant government agencies and groups to help the industry





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The Industry Development Strategy:

1. Developing Australian industry performance:
 - Strengthen and improve business foundations of SMEs
 - Develop the capacity of Australian Cleantech sectors by forming capability teams
 - Improve SME ability to navigate Government procurement market, respond to Government tenders, and pitch value propositions





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The Industry Development Strategy:

2. Facilitating activities as a Marketplace intermediary:
 - Engage with purchasers to identify opportunities
 - Provide Cleantech Portal to mediate capability information and opportunities
 - Capability Showcases
 - Leverage Capability teams to develop domestic and export opportunities





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The Industry Development Strategy:

3. Develop the customer base and supply chains
 - Identify and engage purchasers to understand SME engagement strategies
 - Gain feedback on performance of Australian cleantech suppliers





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Waste Management and Environmental Services

- Waste Management Association of Australia
- Enterprise Connect - Clean 21 initiative
- Clean Tech ePortal





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Waste Management Association of Australia

- Discussions with WMAA on the development of a sector specific strategy
- Scoping the potential for industry collaboration on a number of activities, including:
 - Capability teams
 - Future roadmaps
 - Environmental benefit assessments
 - Scope for harmonisation of standards across states
- Meet with industry to better understand their operations and barriers faced.





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Enterprise Connect

Clean Energy Innovation Centre

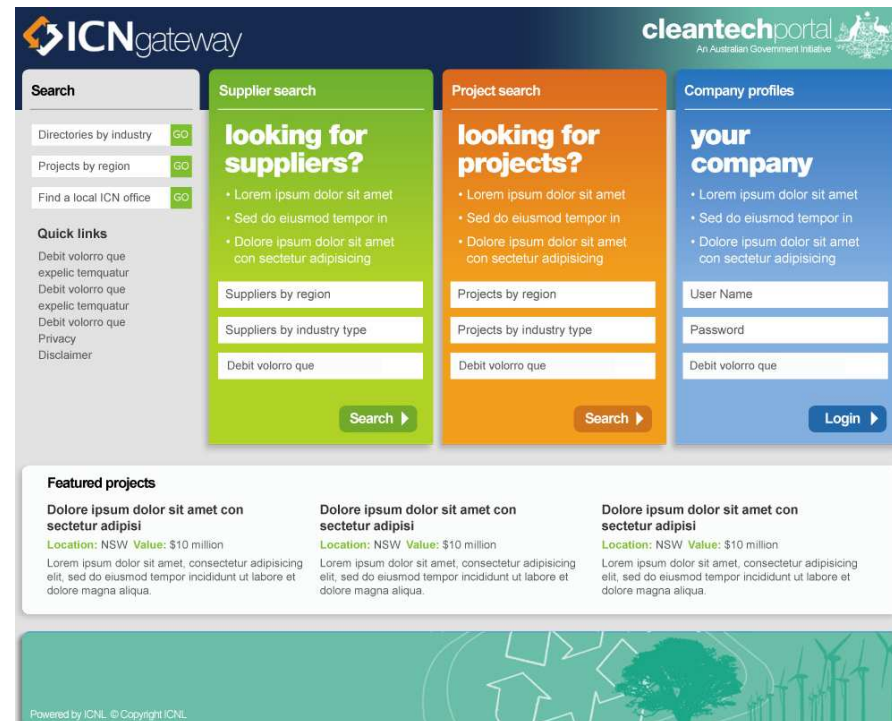
- Provides specific services for businesses focused on:
 - Generation of renewable and low carbon energy sources
 - Solar hot water, desalination and water efficiency
 - Equipment and technologies to increase energy efficiency
- Draws a number of stakeholders with specialist knowledge of clean technologies to work with firms to: cut energy, water and material use.
- Help firms adopt new technologies that will reduce their environmental impact.





Clean Technology ePortal

- Developed by ICNL, an extension of the ICN Gateway.
- Provide free opportunities for firms to demonstrate the depth of their capability and capacity to market effectively to customers.
- Will draw upon government and private procurement opportunities
- Expected to launch late November





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Next steps

- Continue engaging with industry, government, associations and unions to build understanding of the waste and environmental services sector
- What activities would be of most benefit to suppliers?
- Any other issues SMEs are facing that we can help address?
- Build relationships that can enhance industry development and competitiveness





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Andrew Parratt
cleantechadvocate@innovation.gov.au

**Department of Innovation, Industry,
Science and Research**

Industry House

10 Binara Street

Canberra City, ACT 2601, Australia

Telephone +61 2 6213 6000

innovation.gov.au

