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Department of Innovation, Industry, Science and Research

# CLEAN TECHNOLOGIES SUPPLIER ADVOCATE

**Australian Industry Group  
Environmental Solutions Forum**

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DIISR



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# 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

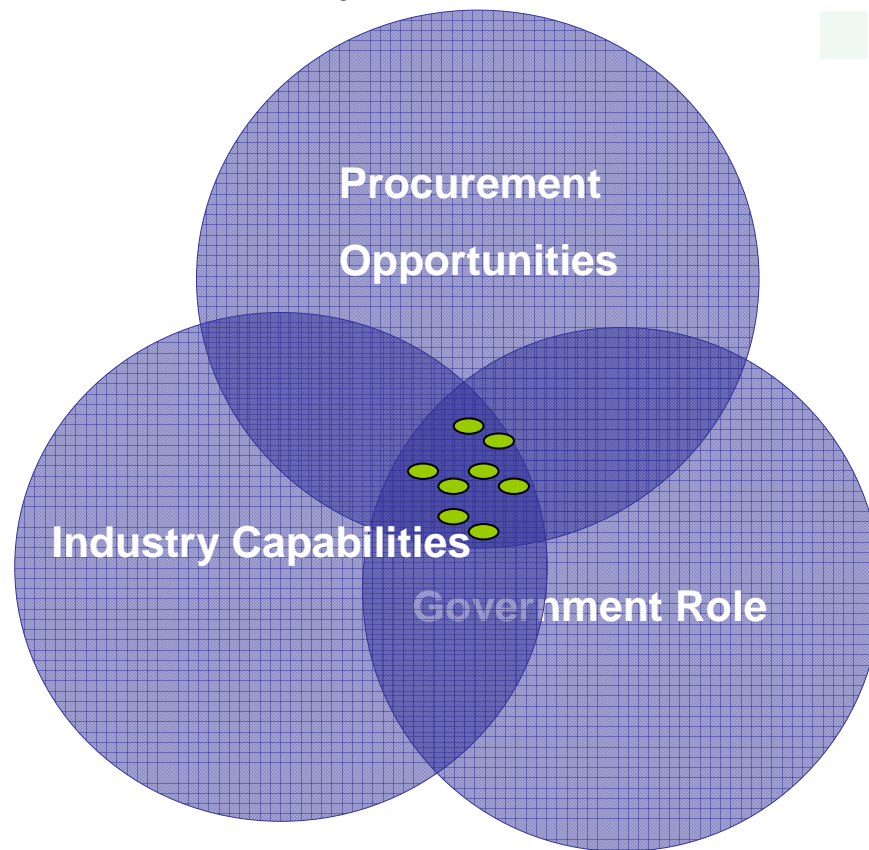




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# Australian Industry Participation programs





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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

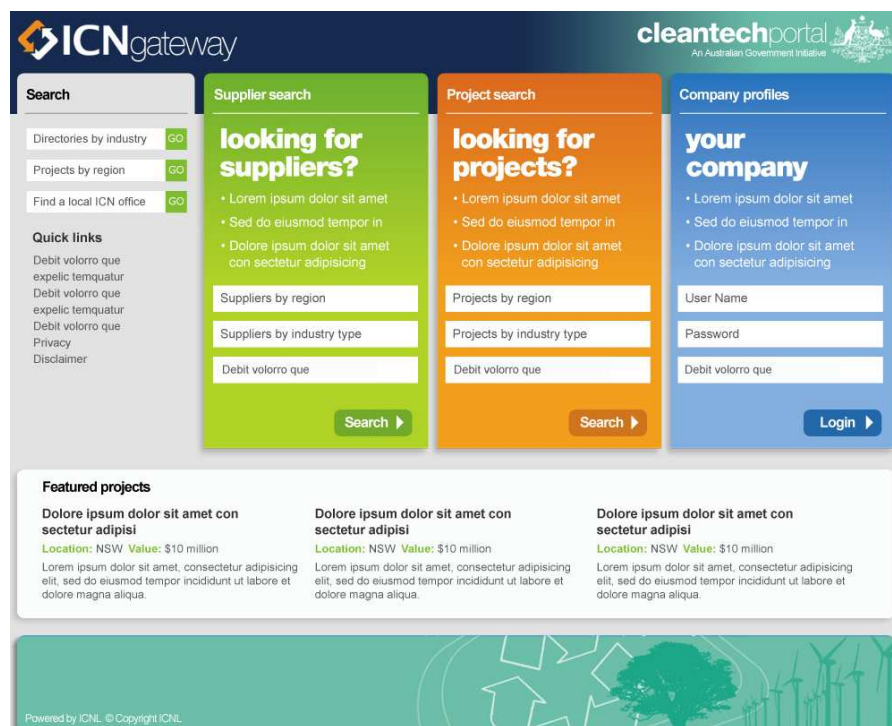
- Provides specific services for businesses focused on:
  - Generation of renewable and low carbon energy sources
  - Solar hot water, desalination and water efficiency
  - Equipment and technologies to increase energy efficiency
- Draws a number of stakeholders with specialist knowledge of clean technologies 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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