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Department of Innovation, Industry, Science and Research

CLEAN TECHNOLOGIES SUPPLIER ADVOCATE

**Australian Industry Group
Sustainable Business Network**

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DIISR





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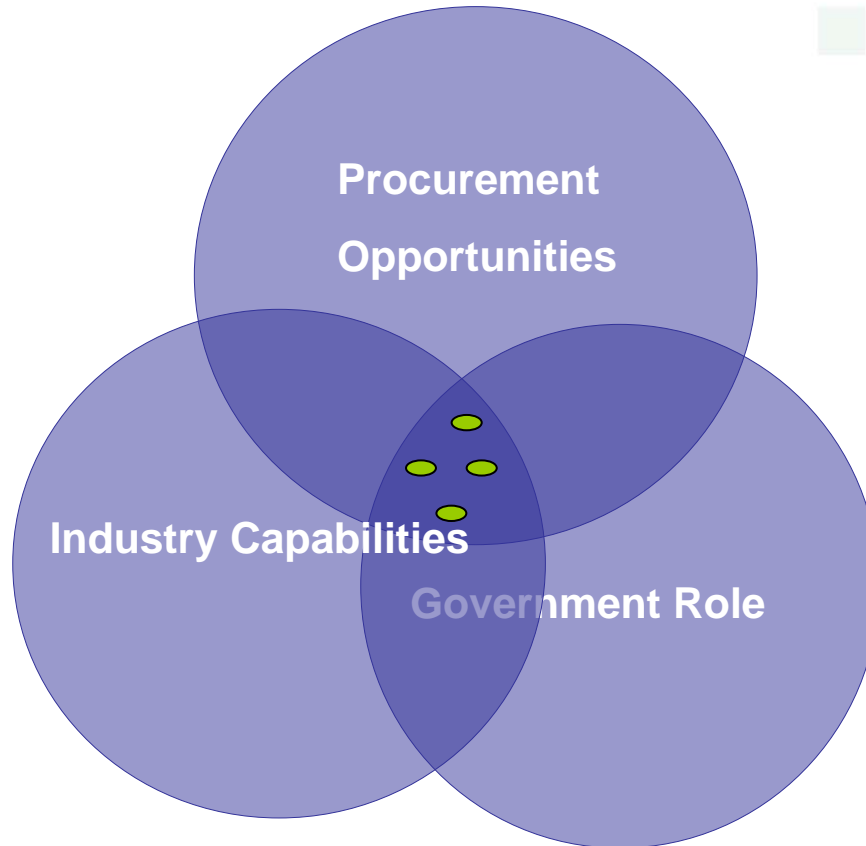
Supplier Advocates

- 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
- Part of enhancing Australian Industry Participation





Australian Industry Participation programs





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Definition of Clean Technologies

- *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*





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Clean Technologies Sectors

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





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Challenges in Clean Technologies

- Diverse
- Diffuse
- Linkages and areas of complementarity
 - Energy/water nexus
 - Industrial ecology
 - Waste = input stream





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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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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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Working with Industry

- Dealing with multiple sub sectors
 - Clean Energy
 - Energy Efficiency
 - Lighting Council of Australia
 - Waste Management and environmental services





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Support:

Industry Capability Network:

- match capable and competitive Australian industry with supply
- opportunities in Australia and overseas
- 26 State, Territory and New Zealand ICN offices
- National industry capability and project databases

Enterprise Connect:

- Assists businesses develop the skills, tools and knowledge to improve their innovativeness, competitiveness and productivity
- \$50M business support program; \$10M RiB program

Austrade:

- Pursue export opportunities in targeted countries
- Build recognition of Australia as a source of cutting edge clean technologies





Next steps

- Continue engaging with industry, government, associations and unions to build on strategy
- 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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