



Sydney and New South Wales

Australia's ICT and Digital Capital



Foreword

Anthony Roberts MP, Minister for Industry, Resources and Energy

The NSW Government is proud to strongly support the state's ICT sector, which is playing an increasingly important role providing jobs and growth for our economy.

The NSW ICT industry is undergoing transformative growth. NSW has an \$18.6 billion information, media and telecommunications industry - the largest of any Australian state. During 2014-15, the sector grew by about 10 per cent - the strongest result from any of our industry sectors.

Sydney is home to around half of Australia's startup companies, making it an innovation hotspot. In recent years we've seen prominent global ICT companies

such as Dropbox, LinkedIn and Expedia choose Sydney's CBD as the location for major regional headquarters.

As technology and communications reshape the world we live in, I'm excited to see NSW play a significant part in developing, shaping and applying these technologies, and exporting products, services, skills and innovation to the world.

This brochure, initially produced for the CeBIT 2016 international business technology expo, highlights the strengths and depth of the NSW ICT sector and the investment and growth opportunities it represents. I hope you find it of interest.

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Why NSW for ICT

The state of New South Wales (NSW) is Australia's economic powerhouse. With a **population of more than 7.6 million people and a \$500 billion economy**, NSW is home to the Australian headquarters of **more multi-national companies than any other state**.

NSW is Australia's ICT capital, accounting for 39% of Australia's total ICT businesses and almost 50% of the nation's telecommunications, computer and information services exports. NSW also has the largest pool of ICT professionals in the country, making ICT an important source of jobs in the NSW economy. ICT is a key factor in enabling companies to build their corporate advantage and scale.

Sydney – as Australia's biggest population centre – is the ICT investment destination of choice in Australia. Sydney is home to 46.5% of Australia's startup companies, making it an innovation hotspot. In addition, NSW has an \$18.6 billion information, media and telecommunications industry – the largest of any Australian State.

So why do so many companies choose NSW? There are many reasons, including:

- operating in a time zone bridging markets closing in the US and opening in the UK and Europe
- being ideally situated to service fast growing Asian markets
- being home to nine landings of international high-capacity optic cables linking Sydney with the US, Europe and Asia
- having a large source of skilled labour and more students than any other state studying information technology courses at tertiary institutions
- having direct access to venture capital and Australia's largest financial services industry.

The enviable NSW lifestyle is also a major advantage for companies setting up or operating in the state. The state's capital Sydney has the best quality of living standards of any major Australian city, according to the Mercer 2016 Quality of Living survey.

For more information see industry.nsw.gov.au/invest

NSW Quick Facts

\$513b

gross state product in 2014-15

24 years

of uninterrupted economic growth

AAA

rating by Standard & Poor's and Moody's

7.6m

people make NSW the largest of any state in Australia

53%

of the working-age population has a tertiary qualification

178,000

ICT workers - more than any other state

73%

of NSW's knowledge-led economy comprises services

\$6.7b

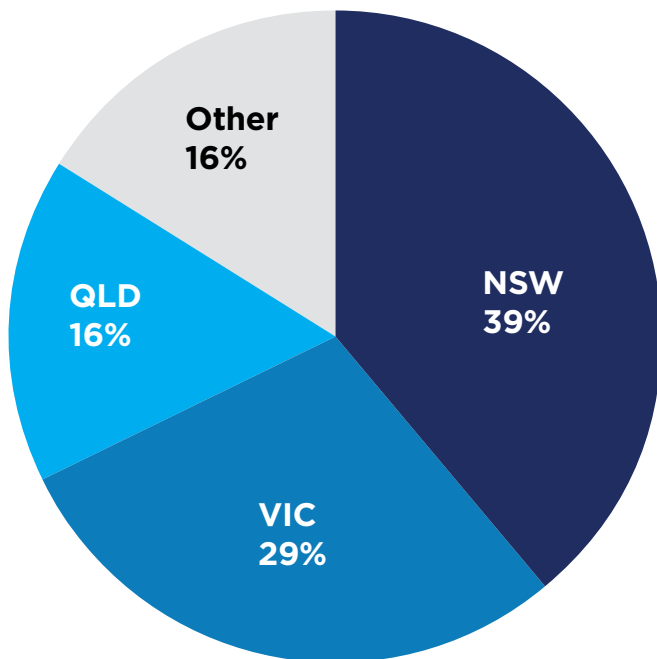
investment in research and development by NSW businesses

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Why NSW for ICT

ICT Companies

More ICT companies call NSW home than any other state



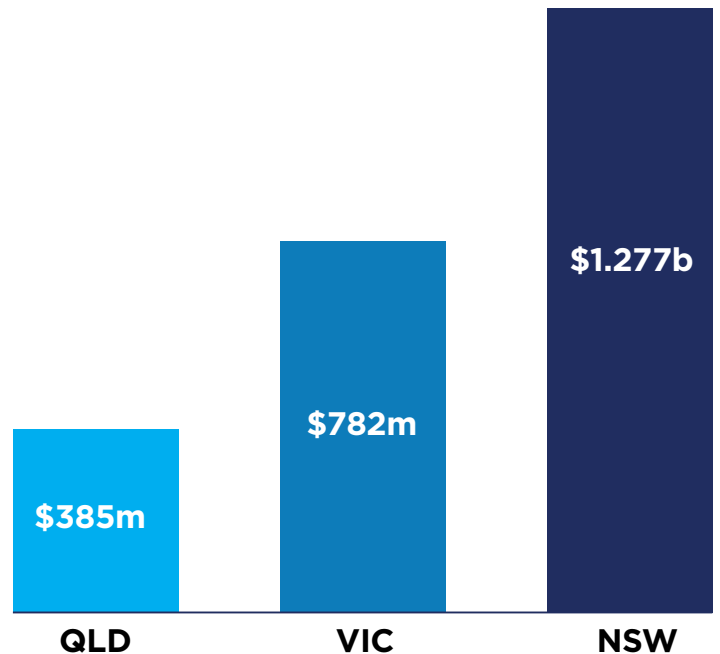
Company Snapshot: Atlassian

In 2002 in Sydney, Atlassian founders Scott Farquhar and Mike Cannon-Brookes, both alumni of the University of NSW, set conventional wisdom on its ear by launching a successful enterprise software company with no sales force. Its first team collaboration product, JIRA, was a hit with software developers and its popularity was spread by word-of-mouth throughout the industry.

Today Atlassian has over 1,500 employees in six locations around the world, with products to help all types of teams realise their visions and “get stuff done”. But the fundamentals of the company remain the same, as does its headquarters location – Sydney, NSW.

Exports

NSW tops Australia for ICT-related services exports



Did You Know

- Sydney was found to be the most future ready economy in Australia and tenth in the world in an April 2016 study by Dell
- NSW was declared the strongest Australian state economy by the CommSec State of the States January 2016 report
- NSW added more jobs over the last year than all of the other states combined, according to February 2016 ABS figures

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Innovating in NSW

Research and collaboration are essential ingredients in a strong ICT ecosystem. **NSW offers extensive networks in these areas for new or established ICT businesses.**

NSW boasts some eleven universities producing ICT graduates and the state leads all other Australian states and territories in terms of ICT research capabilities. This means businesses can access top talent and unique collaboration opportunities.

For instance, Australia's largest data innovation group, Data61, is headquartered in Sydney. Data61 is the result of a merger between National ICT Australia (NICTA) and CSIRO's digital research unit, creating one of the largest digital research teams in the world and, outside of the Department of Defence, Australia's leading capability in cyber security research.

More than 300 PhD students at Data61 partner universities will work with industry to solve problems and develop new products, processes and services.

Find out more at www.data61.com.au

The NSW Department of Primary Industries is a foundation partner of Innovation Central Sydney, which is a five-year collaboration led by Cisco that also includes Data 61, University of NSW, Australian Technology Park National Innovation Centre, National Farmers Federation and NSW Farmers.

Together the partners will create an "internet of everything" equipped and staffed laboratory, an incubator workspace for project collaboration and facilitate opportunities for business, entrepreneurs, academics and government to bring ideas, capital, scale and expertise together.

Find out more at www.cisco.com/web/ANZ/innovationcenter/sydney

The NSW Government actively supports collaboration through its Knowledge Hubs initiative. Knowledge Hubs are industry-led collaborative partnerships centred on NSW industry sectors.

They bring together businesses, research organisations and industry associations. Some \$1.7 million in government funding will support the projects of these industry-led hubs. The Hubs cover the areas of energy innovation, financial services, digital creative, medical technology and transport and logistics.

Find out more at industry.nsw.gov.au/knowledgehubs

Made in NSW



Google's Sydney
office developed
Google Maps



The technology
behind WiFi was
developed in the
CSIRO's labs in NSW

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Innovating in NSW

Case Study: **University of Wollongong**

The University of Wollongong (UOW), located south of Sydney, is a world-class university with extensive research and development capabilities. The University is helping drive Wollongong's reputation as the "city of innovation".

With almost 6,000 graduates each year, UOW has a well-earned reputation for delivering quality graduates into the Australian and international markets. UOW graduates' learning experience is led by cutting-edge research, ensuring relevance and currency, an uncompromisingly strong technical background and industry experience.

The University of Wollongong's Innovation Campus (iC) is a \$500 million, 33-hectare beachside precinct offering the unique opportunity for commercial organisations to work alongside world-class research teams from the University in state-of-the-art facilities. The iC is also home to the iAccelerate technology incubator, which can support up to 280 entrepreneurs.

The vision is to enhance the economic and cultural wealth of iC participants by providing the best environment in the Asia Pacific for people and organisations to exchange and develop ideas and deliver innovative outcomes.

Find out more at www.uow.edu.au and www.innovationcampus.com.au



The University of Wollongong's Innovation Campus precinct offers world-class collaboration facilities for researchers and industry.

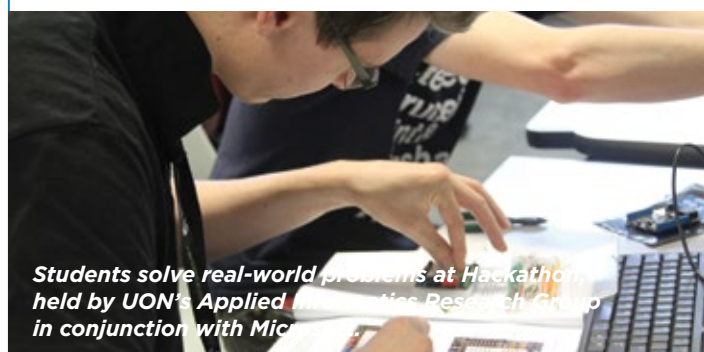
Case Study: **University of Newcastle**

The University of Newcastle (UON) is a leading educational institution, ranked in the top 3% of the world's universities, according to the Times Higher Education World University Rankings 2015-16. With campuses in Newcastle, Ourimbah, Port Macquarie and Sydney in NSW, and Singapore offshore, the University continues to make its mark at both an international and domestic level.

UON's subject areas of Computer Science and Information Systems are ranked in the top 200 in the world, according to the QS World University Rankings by Subject 2016, and its lecturers come with a wealth of industry experience. This, coupled with extensive research expertise, allows the University to develop graduates capable of utilising the latest technologies to build innovative products and applications that target real customer needs.

Information Technology graduates from UON are technically savvy, creative and highly employable due to their wide exposure to industry. Events such as Hackathon, run by UON's Applied Informatics Research Group in conjunction with Microsoft, help students develop their ability to create innovative solutions to critical real-world problems and apply them to areas such as the "internet of things", future transport and the built environment.

Find out more at www.newcastle.edu.au



Students solve real-world problems at Hackathon held by UON's Applied Informatics Research Group in conjunction with Mic

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Growing in NSW

NSW provides all the essential elements that allow ICT companies to grow and thrive. **NSW is the largest state in Australia in terms of population and economy** and has the population base to support growing ICT companies.

The state's capital Sydney is the financial capital of Australia and provides companies with ready access to funds and financial advice. Similarly, Sydney provides access to a sophisticated telecommunications infrastructure, blue ribbon office space and a large skilled and educated workforce. What's more, the culture, lifestyle and urban environment of Sydney are arguably the best Australia has to offer, making the city the destination of choice for both companies and employees.

Sydney is the epicentre for startup activity in Australia and almost half of Australian technology startups

call Sydney home. Australia ranks third on the Global Entrepreneurship and Development Index, which measures the quality and scale of the entrepreneurial process across 130 countries.

The NSW Government is also the most digital-ready of any of Australia's jurisdictions. The March 2016 release of Intermedium's Digital Government Readiness Indicator finds NSW leaping ahead of other jurisdictions in the nationwide movement towards digital government services.

In short, NSW is the most fertile place in Australia to grow an ICT and digital technology company.

Australia ranks
THIRD
on the Global
Entrepreneurship
and Development
Index

NSW
Government is the
MOST DIGITAL-READY
of Australia's
jurisdictions

46.5%
of all Australia's
startups call
Sydney home

How the NSW Government supports ICT

The NSW Government directly engages with growing ICT companies to help them access government funding programs, assist with promotional events and help remove regulatory blockages.

The NSW Government has established Jobs for NSW, a private sector led and NSW Government backed initiative that aims to maximise the competitiveness of the NSW economy to create new jobs. This intense focus on reforming and adapting the NSW economy for sustained future growth makes NSW fertile ground in which to sow the seeds of innovation and provides strong support for those involved in the knowledge sectors.

Find out more about Jobs for NSW on page 12

Jobs for NSW offers the Innovate NSW program, which supports technology SMEs and businesses in key sectors of the NSW economy to develop globally competitive solutions that address compelling needs. The program focuses on rapid development of business driven solutions that use "enabling technologies". There are three types of grants available: TechVouchers for research and development testing in public sector research organisations; Minimum Viable Product grants for early stage development of a prototype; and Collaborative Solutions grants for consortia formation and full-scale development and piloting of solutions.

Find out more at www.industry.nsw.gov.au/innovatensw

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Growing in NSW

Case Study: StartupWeek Sydney

In October 2015, the inaugural StartupWeek Sydney took place and included 63 events with over 8,000 people across 39 venues in Sydney. One of the many aims of the week was to promote and advocate for the importance of the digital economy in creating jobs, boosting productivity and strengthening the wider economy. It received financial and in-kind support from the NSW Department of Industry through the Knowledge Hubs initiative.

StartupWeek Sydney officially kicked off with the Accelerator event, which showcased ten cutting-edge startup companies, each nominated by the five industry-led Knowledge Hubs. This event helped connect these innovative startups with NSW Government leaders and corporate decision makers.

Find out more at www.startupweeksydney.com.au



The SydStart conference, held at Sydney's Town Hall, was one of 63 events held during the inaugural StartupWeek Sydney.

Case Study: Stone & Chalk

A key initiative of the Financial Services Knowledge Hub – which is led by the Committee for Sydney and supported by the NSW Government – is a financial technology (fintech) hub known as Stone & Chalk. It provides a location for collaboration between startups, financial institutions, technology companies, leading academics and universities, government and regulators.

Since opening in August 2015, Stone & Chalk has been home to 210 permanent residents across 80+ companies and has held more than 200 events to promote, educate and connect its entrepreneurs.

By the end of 2015, the startups guided by Stone & Chalk had raised over \$12 million in capital, and six fintech companies had been launched from the hub.

A new initiative called Fintern Fever saw 20 young university students with the potential to be the successful fintech entrepreneurs of tomorrow complete, in February 2016, a NSW Government-supported internship at one of 13 startup companies hosted by Stone & Chalk. While working for the startups, the finterns assisted with tasks including marketing, accounting, coding, website content and project planning.

Find out more at stoneandchalk.com.au



Anthony Roberts MP, Minister for Industry, Resources & Energy (left) at the launch of Stone & Chalk alongside Chelsea Dunne, Co-Founder of Fincast (centre), and the fintech hub's CEO Alex Scandurra (right).

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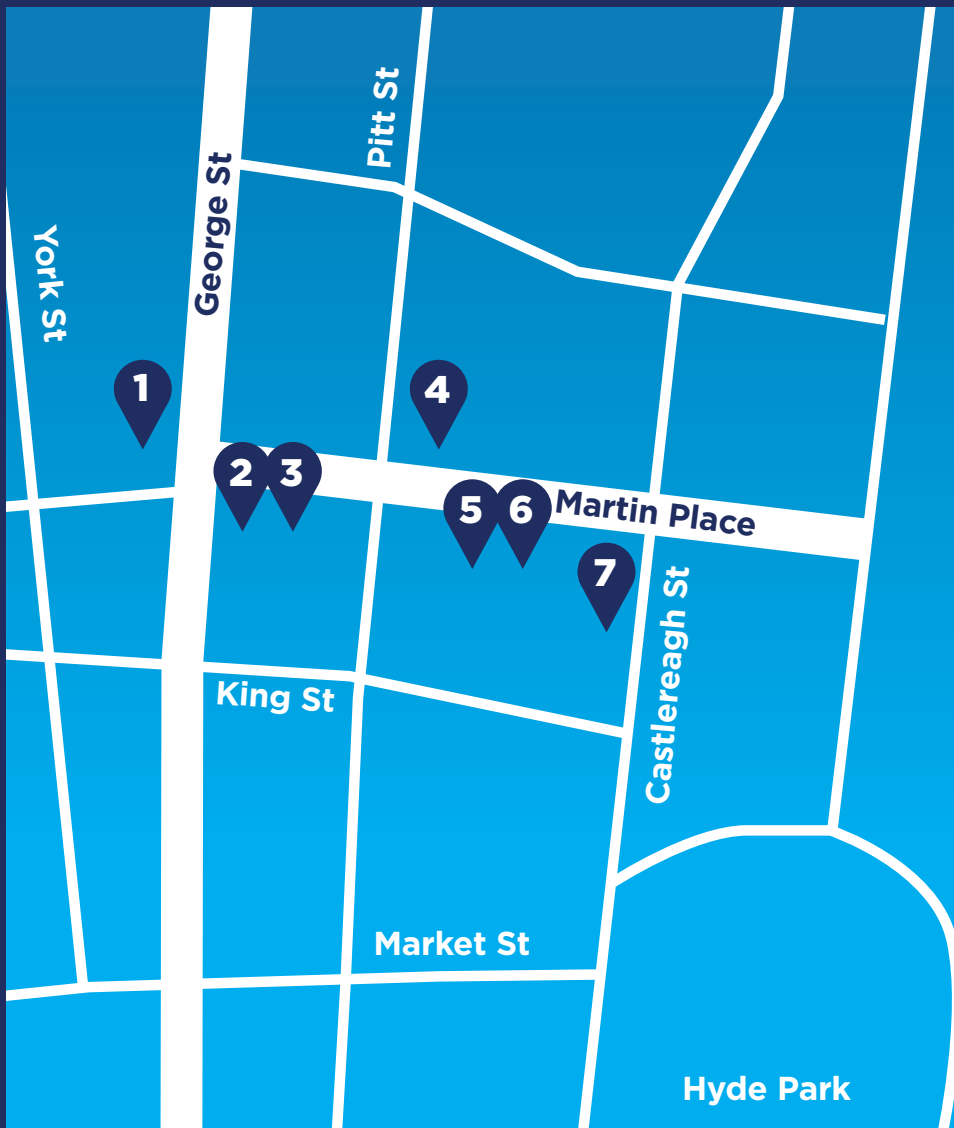
Investing in NSW

NSW was home to about **25,500 businesses** operating in ICT industries in June 2014, representing **39% of the Australian total**. NSW also continues to be the largest employer in Australia of people in ICT-related occupations, with **almost 180,000 people or 36% of the national total in 2014-15**.

And it's not just startups that are taking advantage of NSW's ICT strengths. Sydney's iconic Martin Place district in the centre of the city is one of the locations blue ribbon ICT companies are choosing to setup in Australia. Household names such as LinkedIn, Dropbox, Booking.com and Expedia have recently taken, or are set to take up residence in the traditional financial heart of Sydney's central business district.

This cluster of global technology companies puts NSW on the world business technology map and provides NSW ICT startups and SMEs with door-step access to the services and expertise of some of the planet's biggest and most influential players.

Strong ICT clusters are also forming in other parts of Sydney and in regional NSW.



Sydney CBD

1. Atlassian

Founded as a small startup in Sydney in 2002, the company develops software products geared towards software developers and project managers and now has a market capitalisation of around US\$4.4 billion.

2. Expedia

Global online travel company Expedia has recently moved into new offices in Sydney's CBD.

3. LinkedIn

The professional social networking company has recently opened its Australian headquarters in Sydney's Martin Place.

4. Apple

One of the largest consumer electronics companies in the world has opened an office in Sydney.

5. Dropbox

The world's biggest cloud storage and sharing company Dropbox opened its Asia Pacific headquarters in Sydney in 2014 and recently moved to new offices in Martin Place.

6. WeWork

Dubbed the Uber of office space, the company provides shared workspace, community and services for entrepreneurs, freelancers, startups and small businesses, and has just opened its Australian operation in Sydney.

7. Booking.com

Accommodation booking giant Booking.com has a major presence in Sydney's CBD.

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Investing in NSW

The NSW Government **actively invests in strategies and initiatives** designed to make it easier for the NSW community, government agencies and industry to access government information and services.

For instance, in 2012 the NSW Government launched its first whole of government ICT Strategy to help harness new technologies and opportunities to improve government services and achieve better value for money. Key reforms include:

- Establishing Service NSW, a single point of access to a range of government services that has now served more than 15 million customers
- Creating GovDC, two state-of-the art, whole-of-government data centres that have reduced the complexity for agencies as they migrate to cloud environments – these centres, which are purpose built, modern, reliable, energy efficient and secure, will support the new approach to buying and using ICT services on-tap
- Establishing the NSW Government Data Analytics Centre, the central point for data sharing and analysis across the sector and the first of its kind in Australia, which facilitates data sharing between agencies to inform more efficient, strategic, whole-of-government evidence-based decision making
- Implementing an online ICT marketplace that makes it easier for companies to do business with agencies and reduce red tape
- Publishing the NSW Cloud Services Policy
- Publishing the NSW Government Open Data Policy.

Digital+ 2016 is the final update to the 2012 NSW Government ICT Strategy, which outlines a range of actions to build on the Government's program of ICT-led business transformation. Key work streams outlined in Digital+ 2016 include:

- Simpler digital payments platform for government transactions
- Digital licences
- Increasing NSW Government capability in data analytics
- Continued procurement reform
- Renewed push for open data
- Data centre consolidation
- Cyber security.

Data NSW brings together a list of NSW Government datasets available in one searchable website. It is part of the Open Data initiative of the NSW ICT Strategy. It was designed to make data more accessible to the public and to industry to stimulate innovative approaches to service delivery.

The NSW Government is currently developing a whole of government innovation strategy that will set out a framework for an innovative public sector and fostering an environment that will drive and sustain innovation.

For more information see www.finance.nsw.gov.au



One of the two state of the art, whole of government data centres built under the GovDC initiative

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Case Study: Dropbox

Dropbox is a **cloud-based storage and file-sharing provider** with more than 500 million users. More than **1.2 billion files are saved to Dropbox every 24 hours**. The company is headquartered in San Francisco, has its Asia Pacific office in Sydney and other regional offices in North America, Europe and the Middle East.

The service enables users to collaborate, share and remotely access files from anywhere, on any device.

Why NSW

“Almost a third of the population use Dropbox in Australia, and Sydney has the highest density of Dropbox customers in Australia,” said Charlie Wood, Managing Director APAC at Dropbox.

“Other attractive things about Sydney include a favourable time zone and the incredible talent pool available in the IT arena, as well as people with enterprise sales of software-as-a-service experience.”

Mr Wood also said Sydney’s thriving startup environment was a great benefit to the company. “Dropbox supports some key incubators in Sydney, and is actively involved in mentoring startups. Not only does this help us by linking Dropbox with upcoming talent and innovation, it also helps grow the ICT industry as a whole in Sydney. That means new companies are continually coming online, and established companies such as Dropbox have access to an ever growing pool of potential customers,” said Mr Wood.

How the NSW Government helped

“It was most helpful in connecting us with peer companies in the IT space who gave us good context of the Australian IT environment. I still stay in touch with those connections.

“It also helped connect us with key members of the NSW Government when we sought opportunities to deploy Dropbox in government organisations.”

Latest news

The company entered the Sydney market in April 2014, initially employing six people. In November 2015, it moved into new office space in the iconic and newly renovated “money box” former Commonwealth Bank building in Sydney’s prestigious Martin Place.

Today Dropbox employs around 50 people in its Sydney office.



*Charlie Wood, Managing Director
APAC at Dropbox*

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Regional innovation

Companies are increasingly attracted to the benefits offered in regional NSW, including **quality infrastructure, a high standard of services and a more relaxing lifestyle.**

The Hunter and Central Coast region to the north of Sydney is home to the state's second most populous city, Newcastle, and the largest and most diverse regional economy in NSW. The University of Newcastle and Hunter Institute of TAFE provide world-class training and research services across a range of ICT subjects.

An hour south of Sydney, Wollongong is known as the "city of innovation" and has a well-developed ecosystem that makes it a superior location for ICT startups and high-growth businesses. The University of Wollongong's \$500 million Innovation Campus technology precinct provides a collaborative environment for ICT companies to work with the University's world-class research teams. The new iAccelerate Centre is a purpose-built business incubator that will be home for up to 280 founders and staff working for both innovative startup companies as well as high growth potential SMEs.

Additionally, Wollongong is home to one of two new NSW Government Tier 3 data centres, with the other centre located at Silverwater in Western Sydney. Over

time, some 130 existing government data centres will be consolidated into these two facilities.

A strong entrepreneurial culture supporting new digital and ICT companies is also developing in many other regional centres, often supported by a lower cost of living, easier transport access to workplaces and links to nearby universities or vocational education and training providers. For instance, Wagga Wagga based entrepreneur Simone Eyles recently started the Working Spaces HQ at Wagga Wagga, which is a smart co-working space for local small businesses, startups and entrepreneurs.

The NSW Government operates a network of 13 regional offices that engage directly with individual businesses and industry sectors to help them to grow. We assist companies move to NSW from interstate or overseas and help them expand within NSW, including through assisting them finding the best sites. Our regional offices are supported by industry development teams based in Western Sydney and central Sydney.



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Business incubators & co-working spaces in regional NSW

NSW has an established **network of co-working spaces and startup accelerators and incubators across the state** to help foster innovation. The map below shows just a few examples of the support available for regional entrepreneurs.

1. StartInno, Byron Bay

StartInno is an incubator and accelerator that helps creative innovators in Byron Bay.

2. CLIC Business Village, Mullumbimby

CLIC Business Village is a managed small business incubator for Mullumbimby's local community operating since 2004. It was specifically designed to assist people wanting to grow a new business or already operating a knowledge-based business.

3. Workspace New England, Armidale

Workspace New England is a dedicated co-working space in Armidale accommodating a variety of workstyles.

4. Coffs Harbour Innovation Centre, Coffs Harbour

The Innovation Centre attracts, selects and develops high potential new ventures with real prospects of growing and creating jobs in technology and knowledge based sectors on the NSW Mid North Coast. The Innovation Centre has a focus on development of all business types, including the development of new technology companies.

5. 6 degrees, Coffs Harbour

A co-working space located in the NSW North Coast town of Coffs Harbour, 6 degrees supports a community of local entrepreneurs, freelancers and collaborators. It provides a space where people can work, share, collaborate and receive inspiration from like-minded people.

6. The Production Hub, Newcastle

The Production Hub in Newcastle is a world class co-working studio and shared office space. It provides the perfect working environment for experienced freelancers and small businesses owners.

7. NEXUS Smart Hub, Wyong

NEXUS Smart Hub is a workspace designed as an alternative for people who currently commute long distances.

8. Central Coast Business Incubator, Ourimbah

For more than 12 years the Central Coast Business Incubator has fostered small to medium sized businesses and startups, with the aim of providing them with access to affordable office space, in order to expand into successful businesses.



9. Smart Work Hub, Gosford

Identified as an area with a high population of commuters, the Smart Work Hub in Gosford provides an alternative space for workers to conduct business and avoid lengthy travel times to and from their office.

10. Spark CC, West Gosford

Spark CC Maker Space is a community operated workspace on the NSW Central Coast where people with common interests collaborate.

11. iAccelerate, Wollongong

The University of Wollongong's technology incubator iAccelerate is located in the \$500 million Innovation Campus technology. Opened in May 2016, this 4,000 square metre facility has space for more than 280 entrepreneurs. It provides a Mentor Program, Seed Funding and an Education Program consisting of 12 core learning sessions.

12. ShoalHub, Nowra

ShoalHub is Nowra's first flexible co-working space and hot desk facility, creating a professional environment to inspire.

13. Working Spaces HQ, Wagga Wagga

Working Spaces HQ is all about fostering entrepreneurship and economic development in and around Wagga Wagga through the provision of a co-working space. It hires space and hosts networking events and professional development programs to ensure its members get the necessary support to succeed and grow.

14. PossumWorks, Albury

PossumWorks is an entrepreneurial hub in the heart of Albury.

15. CoWS Near The Coast, Bega Valley

CoWS Near The Coast is a digital co-working space in the Bega Valley on the Sapphire Coast of NSW.

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Jobs for NSW – an innovative approach to growing the economy

Jobs for NSW is a private sector-led and NSW Government-backed initiative which aims to **make the NSW economy as competitive as possible** and therefore help create new jobs across the state.

Launched in August 2015, Jobs for NSW is led by a board that includes some of the best business and entrepreneurial brains in Australia. The board is chaired by David Thodey, former CEO of Telstra and Chair of the CSIRO Board.

The board oversees the Jobs for NSW fund which was created to meet the NSW Government's commitment to provide \$190 million over four years to attract and grow businesses.

Jobs for NSW represents an innovative new approach to tap the insights and knowledge of leading private sector minds to help drive government policy to grow the economy and create jobs.



Anthony Roberts MP, Minister for Industry, Resources and Energy joined the first meeting of the Jobs for NSW board. From the left: Helen Zimmerman, Group General Manager of Government & Stakeholder Relations at Navitas Ltd; Simon Smith, Secretary, NSW Department of Industry; Karen Borg, CEO Jobs for NSW; David Thodey, former CEO of Telstra and Chair of the Jobs for NSW board; Anthony Roberts MP; Jane Cay, founder of Birdsnest and a founding board member of the National Online Retailers Association; Blair Comley, Secretary, NSW Department of Premier and Cabinet. Not pictured but also on the board is Mike Cannon-Brookes, Co-founder/Co-CEO of Atlassian.

A staged approach

Businesses requesting Jobs for NSW investment are encouraged to contact and work with a new Client Engagement Team to discuss the opportunity and commercial viability of the project before moving through a staged approach:

- 1. Initial Strategic Assessment** - This stage will evaluate if the project creates additional jobs, and presents a case for Jobs for NSW investment.
- 2. Full Assessment** - This stage will further test strategic criteria, as well as provide a range of best practice benchmark indicators such as benefit per dollar of Jobs for NSW investment, or the cost of assistance for each new job. Each stage will require appropriate data to support assessments.
- 3. Approval** - Following a Full Assessment, proposals will be reviewed by the Jobs for NSW CEO, with recommendations made to the Jobs for NSW Board before final approval by the Minister.

The new assessment framework is designed to accommodate priorities identified by Jobs for NSW in the future. Jobs for NSW is currently working closely with business and government to explore innovative and new ways to support industry and business segments that demonstrate the greatest potential for jobs growth.

If you believe you have an opportunity or proposal that will lead to new jobs and require Jobs for NSW investment to address barriers to growth, contact the Jobs for NSW Client Engagement Team at jobsfornew.info@industry.nsw.gov.au

Find out more at www.industry.nsw.gov.au/jobsfornew

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Case Study: ATP Innovations

Based at the Australian Technology Park in the inner-Sydney suburb of Redfern, **ATP Innovations is Australia's leading business incubator.** It partners with technology-based businesses to give them the best chance of **achieving commercial success as quickly as possible.** ATP Innovations works with researchers and entrepreneurs to help them raise capital, build a team, secure government grants, create new products, grow revenue and ultimately exit the business profitably.

The experienced executive team has worked with more than 80 businesses since 2006, helping them raise over \$150 million, file 250 patents and trademarks, sell products across the globe and for eight, sell their business. ATP Innovations hosts Sydney's largest community of entrepreneurs within the National Innovation Centre, where more than 60 companies employ over 350 staff. It strives to create a supportive entrepreneurial eco-system where innovation can thrive.

In 2014, ATP Innovations was crowned the 2014 Incubator of the Year at the International Conference

on Business Incubation global awards in New Orleans and hosted by the International Business Innovation Association. It was selected by industry peer professionals based on its overall excellence in delivering business building services and its successful track record of building high growth technology companies with global reach. It also took home the Dinah Adkins "Technology Focus" Incubator of the Year award.

Find out more at atp-innovations.com.au



ATP Innovations is Australia's largest business incubator and is housed in the historic workshops of Australian Technology Park in the inner-Sydney suburb of Redfern.



Department
of Industry

NSW Department of Industry

A department of the
New South Wales Government

May 2016

www.industry.nsw.gov.au/ict