



**AUSTRALIAN  
TECHNOLOGIES**  
COMPETITION

# **NATIONAL FINALS & JUDGING**

**25 October 2021**  
**An online event**  
**VIA ZOOM**  
**#ATC21**

[austechcomp.com](http://austechcomp.com)

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**TWEET FROM YOUR SEAT**  
**@AustTechComp**  
**#ATC21**

# Welcome

## NATIONAL FINALS & JUDGING

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Welcome to the Australian Technologies Competition National Finals for 2021 - hosted virtually from the state of Victoria. Through this Competition, that runs for seven months each year, we identify, support, connect and help grow Australia's highest potential technology scaleups.

In July, we announced 41 semi finalists from a pool of 100 entries. Each semifinalist was assigned an expert Mentor and invited to take part in an International Growth Masterclass that helped them to rethink and re-calibrate their business plans and growth strategies.

These strategies and a Concise Business Plan were then submitted to our panel of 14 Judges. 18 finalists have now been selected, who are here today to present their businesses to potential partners, investors, our Judges and most importantly – to you as an audience.

The Australian Technologies Competition wishes to thank our core partner - The **Department of Industry, Science, Energy and Resources** in conjunction with the Victorian Government - in particular the **Department of Environment, Land, Water and Planning (DELWP)** and the **Department of Jobs, Precincts & Regions (DJPR)**. We're delighted to spotlight Melbourne as a growing global hub for innovation! Thank you for hosting this event for the third consecutive year.

We also have a number of other key sponsors to thank, including Accelerating Commercialisation, NSX Australia, **FB Rice**, alongside the Federal Government's Industry Growth Centres - namely, **METS Ignited, AustCyber, MTPConnect, NERA** and **FIAL**. Together, we are cultivating an ecosystem to elevate and celebrate Australia's best emerging companies with high growth potential.



# Welcome

## NATIONAL FINALS & JUDGING

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Now... it's time to sit back and enjoy the show, with a special welcome by the Hon. Lily D'Ambrosio, Victoria's Minister for Energy, Environment & Climate Change.

During the day, we encourage you to provide feedback electronically on each pitch. Be sure to check the Zoom chat window or have your say by referring to page 11 of the Program.

As this year's Competition draws to a close, we also wish to acknowledge the time and contribution of our mentors, judges, guest speakers, marketing partners and all those involved in supporting this ecosystem. Your time, expertise and input has helped many companies make significant progress; thank you.

Last but not least, a message of thanks to ATC Finalists for electing to be part of this evaluation and mentoring process; and to you our guests, for sharing your day with us in support of the Australian Technologies Competition. Here's to Australia's next wave of game changers!

*Pat Mooney*

Executive Chair, Impact Tech Ventures



# Monday 25 October

## NATIONAL FINALS & JUDGING

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**09:00**      **Doors Opens**

**09:00**      **Welcome**

Patrick Mooney - Executive Chair, Impact Tech Ventures

**09:10**      **Keynote Address**

The Hon. Lily D'Ambrosio -

Victorian Minister for Energy, Environment & Climate Change

**09:15**      **Pitching by Finalists**

### Energy

- Vast Solar - concentrated solar thermal power (CSP) technology
- Microbiogen - industrial biotechnology company

**09:45**      **Break**

**10:15**      **Pitching by Finalists**

### Circular Economy & Advanced Manufacturing

- Goterra - waste management infrastructure
- BlockTexx - solving the global problem of textile waste

**10:45**      **Pitching by Finalists**

### Disaster & Emergency

- XDI Cross Dependency - climate risk analysis platform
- RedEye Apps - Asset data to prepare for natural disaster events

**11:15**      **Break**

# Monday 25 October

## NATIONAL FINALS & JUDGING

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### 11:45 Pitching by Finalists

#### Global Social Impact + Food & Agribusiness

- FormFlow - pre-fabricated building materials
- Plaetos - large scale discussion platform
- Change Foods - manufacturing bio-identical dairy

### 12:30 Lunch Break

### 13:30 Pitching by Finalists

#### Smart Cities

- Share with Oscar - share parking on demand
- iVvy - event management software for venues of all sizes

### 14:00 Pitching by Finalists

#### Mining & Engineering

- Presien - AI to prevent accidents and automate health and safety
- Pitcrew AI - heavy vehicle condition monitoring and analytics

### 14:30 Break

### 15:00 Pitching by Finalists

#### Cyber Security

- Haventec - preventing digital identities and data from being stolen
- Avertro - cyber security software to empower organisations

### 15:30 Pitching by Finalists

#### Medtech & Pharma

- Lenexa Medical - personalised pressure injury prevention
- Coviu - video telehealth solution for healthcare professionals
- Microbio - rapid pathogen identification kits

### 16:30 End of National Finals

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# Guest Speaker

## THE HON. LILY D'AMBROSIO MP



### The Hon. Lily D'Ambrosio MP

#### Minister for Energy, Environment & Climate Change

Lily D'Ambrosio is a member of the Australian Labor Party and has represented the electorate of Mill Park in the Victorian Legislative Assembly since 2002. In 2016 she became Minister for Energy, Environment and Climate Change and Minister for Suburban Development, and on the recent return of the Andrews Labor Government she was appointed Minister for Energy, Environment and Climate Change and Minister for Solar Homes.

Minister D'Ambrosio is a leader in action on climate change, renewable energy and energy efficiency in Australia. She oversaw the passage of the Climate Change Act, Victoria's landmark climate legislation which saw it become the first Australian state to legislate in line with the Paris Agreement for net zero emissions by 2050. The Minister has also overseen an overhaul of the Environmental Protection Act 1970, refocussing the regulatory body to focus on the prevention of harm to human and environmental health.

She remains the only woman responsible for energy across the nine national and sub-national governments in Australia, and is a leading advocate for a modernised Australian energy system that facilitates a smooth transition into a clean, reliable and affordable energy future.

# 2021 Finalists

## MEET OUR NATIONAL FINALISTS



Ian Yip, CEO  
**AVERTRO (NSW)**



Avertro delivers a SaaS platform that focuses on the business benefits of cybersecurity to help leaders articulate and quantify the value for the whole organisation



Graham Ross & Adrian  
Jones, Cofounders  
**BLOCKTEXX (NSW)**



BlockTexx has created a solution to the global problem of textile waste - recovering polyester and cellulose from textiles and clothing



David Bucca, CEO  
**CHANGE FOODS (VIC)**



Change Foods use precision fermentation and advanced manufacturing methods to produce bio-identical dairy proteins and fats required to make cheese and other dairy products without using animals



# 2021 Finalists

## MEET OUR NATIONAL FINALISTS



**Silvia Pfeiffer, CEO**  
**COVIU (NSW)**



Coviu is a leading video telehealth solution, powering simple, secure and feature-rich video consultations for healthcare professionals



**Matthew Dingle,**  
**Managing Director**

**FORMFLOW (VIC)**



FormFlow's C90 creates a discrete bend in corrugated sheeting used in buildings, an airtight, structural connection at corners that enhances bushfire resilience and enables new solutions for sustainable building pre-fabrication



**Olympia Yarger, CEO**

**GOTERRA (ACT)**



Goterra is waste management infrastructure that empowers a circular economy

# 2021 Finalists

## MEET OUR NATIONAL FINALISTS



**Dave Maunsell, CEO**  
**HAVENTEC (NSW)**



Haventec is an Australian digital privacy company that has developed and validated a platform that stops digital identities (usernames and passwords) and data from being stolen



**Lauren Hall, Founder & CEO**  
**IVVY (QLD)**



Ivvy is a cloud-based event management software for venues of all shapes and sizes



**Ajit Ravindran,**  
**Cofounder & CEO**  
**LENEXA MEDICAL (VIC)**



Lenexa Medical is developing a personalised, pressure injury (PI) prevention & patient monitoring, focussed on reducing the burden on healthcare systems

# 2021 Finalists

## MEET OUR NATIONAL FINALISTS



**Paul Carboon, CEO**  
**MICROBIO (QLD)**



**Microbio**

Microbio is an Australian biotechnology company delivering a paradigm shift in patient care through unique, specific, sensitive, and rapid pathogen identification tests



**Geoff Bell, CEO**  
**MICROBIOGEN (NSW)**



MicroBioGen is an Australian biotechnology company with global success in industrial *Saccharomyces cerevisiae* yeasts, presenting significant short and long-term commercial opportunities ranging from biofuels and food to space and feed



**Tim Snell, Founder**  
**PITCREW AI (NSW)**



Pitcrew AI keeps vehicle and equipment fleets moving, safely and effectively using distributed IoT systems to provide heavy vehicle fleet condition monitoring and analytics



# 2021 Finalists

## MEET OUR NATIONAL FINALISTS



Barbara Sharp, CEO & Co-founder

**PLAETOS (VIC)**



Plaetos is a large-scale discussion and analytics platform, purpose-built for socially complex, but mission-critical issues



Kieran Mackenzie, Founder

**PRESIEN (NSW)**



Presien build artificial intelligence vision systems that effortlessly prevent accidents and automate health and safety reporting in heavy industries



Clay Gerard, Technical Consultant

**REDEYE APPS (QLD)**



RedEye is a software company that helps owners and operators of built and natural asset access, use and leverage their asset data for safer, easier and more efficient operations and management, especially in preparedness for natural disaster events

# 2021 Finalists

## MEET OUR NATIONAL FINALISTS



Lisa Qi, Cofounder

**SHARE WITH OSCAR (NSW)**



Share with Oscar is Australia's leading marketplace for sharing parking on-demand. Our mission is to create smart, sustainable, liveable cities by better utilising the existing infrastructure without building more car parks



Dr Karl Mallon, Cofounder

**XDI CROSS DEPENDENCY (SA)**



XDI provides physical climate risk analysis to support decision making in business and government to protect operations and investments from climate change exacerbated hazards



Craig Wood, CEO

**VAST SOLAR (NSW)**



V A S T S O L A R

Vast Solar is an Australian company that has developed world leading renewable energy technology which delivers continuous, low-cost, 85% carbon-free electricity in dry places

# Feedback to Finalists

## HAVE YOUR SAY



Third-party observations are valuable to our finalists as they continue to refine their key messages and improve their pitches. Scan the QR code below to share your feedback on individual finalists.



Microbio



pitcrew.ai

oscar

COVIU



XDI CROSS DEPENDENCY INITIATIVE



VAST SOLAR



Avertro  
The cyber-why company



Plaetos



LENEXA  
MEDICAL



MICROBIOGEN



haventec

change  
FOODS



BLOCK | TEXX  
Textile recovery technology

# Meet the Judges

## WHO TO IMPRESS



**Lyle Abel**  
Partner, Bird&Bird



**Chan Arambewela**  
COO, NSX Australia



**Giles Bourne**  
Cofounder, Scalare Partners



**Dr Anabela Correia**  
CEO, Livac



**Alistair Coulstock**  
Director - Sustainability, KPMG



**Priya George**  
CEO & Cofounder, Nimis Cybersecurity



**Melina Georgousakis**  
Founder, Franklin Women



**Phil Hodgson**  
CEO, Calix Limited



**Rachel Hooke**  
Partner, FB Rice



**Jo Hume**  
COO, Fulcrum 3D



**Stephanie Moroz**  
Technology & Innovation, EDL



**Ashleigh Morris**  
Cofounder & CEO, Coreo



**John O'Brien**  
Partner, Deloitte



**Melissa Osborne**  
Head of National Security, AWS

VIEW JUDGES PROFILES ON OUR WEBSITE





# Thank You

## SPONSORS



**Australian Government**

**Department of Industry, Science,  
Energy and Resources**



Australian Government  
Department of Industry, Science,  
Energy and Resources

**AusIndustry**  
Entrepreneurs' Programme

Delivered in  
partnership with



**FB RICE**



# Thank you

## MARKETING PARTNERS



Last year's winners...  
[austechcomp.com/2020winners](http://austechcomp.com/2020winners)



**AUSTRALIAN  
TECHNOLOGIES**  
COMPETITION

# Last Year

## 2020 WINNERS



### **Electrogenics\***

Medtech & Pharma Award

\*Company of the Year

wireless medical radiation technology that measure radiation skin doses in real time

[electrogenicslabs.com](http://electrogenicslabs.com)

### **Contactile**

Advanced Manufacturing Award

providing robots with a human sense of touch

[contactile.com](http://contactile.com)

### **Castlepoint Systems**

Cyber Security Award

compliance, security and discovery management solution

[castlepoint.systems](http://castlepoint.systems)

### **Village Energy**

Energy Award

optimises the distribution of energy using artificial intelligence

[village.energy](http://village.energy)

### **Helitak Fire**

### **Fighting Equipment**

Disaster & Emergency Award

Manufacturer of aerial firefighting suppression systems

[helitak.com.au](http://helitak.com.au)

### **Farmbot**

Food & Agribusiness Award

remote water monitoring solutions

[farmbot.com.au](http://farmbot.com.au)

### **HEO Robotics**

Space Award

Helps satellite operation and governments visually monitor their spacecraft and other space objects

[heo-robotics.com](http://heo-robotics.com)



# Last Year

## 2020 WINNERS

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### **4eyes**

Global Social Impact Award

vision tests and prescription glasses for the developing world

[4eyesvision.org](http://4eyesvision.org)

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### **NextOre**

Mining Technologies Award

Ore sorting technology using magnetic resonance

[nextore.com.au](http://nextore.com.au)

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### **BindiMaps**

Smart Cities Award

accessible indoor navigation for the visually impaired

[bindimaps.com](http://bindimaps.com)

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### **AgriDigital**

Alumni Achievement Award

A platform to digitize and grown grain supply chains

[agridigital.io](http://agridigital.io)

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# Meet the Team

## ATC ORGANISERS



### Patrick Mooney

Pat has nearly 30 years experience in technology commercialisation and international business development in the telecommunications, software, energy, education, professional services and impact technology sectors. He has founded three companies, been an angel investor in three and held global responsibilities for sales, marketing, partnering and strategy. He has held Board and advisory Board roles, provided funding or commercialisation support to more than 700 early stage companies and is a published author on venture capital and angel investing.



<https://www.linkedin.com/in/patrickmooneyitv/>



### Vikas Bhandari

Vikas has more than 20 years experience in the ICT and energy space in the APAC region. He has founded two companies prior to ITV in the SaaS and Network infrastructure space. He currently holds the position of Director of Technology Governance for an Insurance major. Vikas has held management and operations responsibility for businesses in Australia, Hong Kong, Malaysia, China, India and The Philippines. Vikas holds an MBA from the AGSM Australian School of Business, UNSW.



<https://www.linkedin.com/in/vikasbhandari/>



### Shelly Lewis

Shelly is the owner of Scaleup Marketing - a freelance agency providing professional marketing services on demand. For more than 15 years, Shelly held Marketing & Communication roles both here in Australia and overseas, specialising in B2B marketing. Equipped with a wide range of marketing skills, her passion is to help companies develop their brand personality, communicate with clarity, delight stakeholders and achieve their business goals through marketing excellence. Shelly holds an MBA from the Australian Graduate School of Management, UNSW



<https://www.linkedin.com/in/shellylewis-marketing/>

# *That's a wrap!*

## Tell us what you think

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Please share your impressions with us about today's event!



# Notes

