

ATS Business Summit draws industry and investors

Recent achievements were celebrated and future business deals fostered at the 2009 Australian Technology Showcase Business Development Summit.



ATS Member of the Year winner – Grabba International Pty Ltd, (from left) founder Ces Luscombe, CEO Frank Downes and the Grabba winning team.

More than 240 small-to-medium Queensland businesses, venture capitalists and angel investors attended the 2009 Australian Technology Showcase (ATS) Business Development Summit held at Hillstone, St Lucia on June 25.

The unique event promoted networking and potential business opportunities for investors and key players in the State's technology industry.

At the summit, Brisbane information technology (IT) company Grabba International Pty Ltd was named the 2009 ATS Member of the Year, while Far North Queensland food technolo-

gy specialist KFSU Pty Ltd was acknowledged as 2009 ATS Rising Star.

The two companies and Brisbane engineering consultancy Synengco Pty Ltd were also congratulated for securing international business deals valued at \$7.25million over the next five years.

Chief executive officer of Grabba International, Frank Downes, said the company had secured a \$1.5million contract over the next 18 months to supply 'smart card' readers to the Malaysian banking sector.

"In Malaysia, each citizen has a national identity card which can be used as a payment system card for

small value transactions," Mr Downes said.

"Grabba's smart card reader will enable businesses to make a direct link to the Malaysian smart card to verify the buyer's identity and process a transaction, drawing from the value stored on their card."

KFSU SWEET SUCCESS

Cairns-based KFSU, which manufactures dietary fibre from the sugarcane plant, celebrated similar recent export success.

KFSU managing director Gordon Edwards said the company had signed



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deals worth \$4.5million over five years with two international corporations.

"These deals are expected to create 10 new jobs in that period," Mr Edwards said

"The first contract is for \$300,000 per year over five years with Hormel International to supply dietary fibre for smallgoods for the Chinese market starting in 2010.

"The fibre is a more cost-effective bulking and water retention agent which helps to bind the products and also to increase their shelf life.

"KFSU fibre is also non-allergenic, free of artificial flavours and colourings, so it helps to provide a more nutritious range of goods for consumers.

"The second contract, valued at \$600,000 per year, is with the Bourbon Corporation in Japan, the nation's second largest confectionary company, to supply fibre for a chocolate range to be manufactured between 2010 and 2015."

Brisbane engineering consultancy Synengco, which won the Technology Pitch award at the summit, was also congratulated for having recently signed a deal in India worth \$1.25million.

Synengco managing director Don Sands said the company would implement measures to improve the long-term efficiency and reliability of a new power station in the country.

"The national thermal power corporation plant located in the central Indian state of Chhattisgarh will be the country's first high-efficiency supercritical power station," Mr Sands said.

"Synengco will help to improve the efficiency and reliability of the plant which will lead to reduced overall greenhouse gas emissions."

Executive director of the Department of Employment, Economic Development and Innovation, John Strano said the 2009 ATS Business Development Summit helped to promote networking, investment and trade opportunities for Queensland business.

"The ATS is part of the State Government's commitment to providing opportunities for innovative Queensland companies," Mr Strano said.

"We want to help more companies like these to promote their services and products and get ahead in today's competitive global marketplace."

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ATS Rising Star winner - KFSU's Rod Lewis with Bagasse Co Okinawa's Shuhei Shoji and Janine Carney, Gordon Edwards and Yotaro Ohama (all KFSU).



Networking was a feature of the ATS Business Summit, staged at Hillstone, St Lucia.



ATS Technology Pitch winner - Synengco's Don Sands accepts the trophy from ATS Queensland Patron John Baxter of Invetech.