

THE GOVERNOR
OF VICTORIA
EXPORT AWARDS

2024

This is your
moment

GLOBAL VICTORIA



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Message from the Governor of Victoria

On behalf of all Victorians, I'd like to welcome you to Government House for the Governor of Victoria Export Awards.



Our State is rapidly becoming a key place for emerging technologies, cutting-edge ideas, and new industries.

Developing and launching a business is challenging – but then to expand overseas requires facing greater competition and different hurdles.

Everyone here should feel proud of the impact they've made, whether within our State or also beyond our shores.

Tonight's awards are an acknowledgment of your contribution to Victoria's growing and ongoing economic success.

Congratulations to all the winners, and best of luck in the upcoming national awards.

**Professor the Honourable Margaret Gardner AC
Governor of Victoria**

THE GOVERNOR OF VICTORIA EXPORT AWARDS

2024

Categories

Advanced Technologies

For outstanding international success in the field of information technology, digital technologies, software, hardware or digital services. This includes solutions utilising cloud-based platforms, artificial intelligence, machine learning, Internet of Things, augmented reality, autonomous systems, robotics, quantum, virtual reality, data collaboration and management tools, fintech, cyber security and/or blockchain with civilian, defence, space and/or other industry applications.

Agribusiness, Food and Beverages

For outstanding international success in the field of manufactured foods, beverages or agricultural products. This includes primary production, forestry and fisheries and related services or technology.

Creative Industries

For outstanding international success in any creative industry. This includes music, visual and performing arts, fashion, design, film and television, digital media and content, animation, software

and games, festival and event production, writing and publishing and creative services.

eCommerce

For outstanding international success selling goods or services to customers overseas via eCommerce, including cross-border eCommerce and online sales. This includes sales to business (B2B), consumer (B2C) or government (B2G) via own website, online marketplaces and other eCommerce channels.

Emerging Exporter

For outstanding export achievement by a business which has been exporting for three years or less. This includes established and new businesses in any industry.

International Education and Training

For outstanding international success in the field of education and training. This includes higher education, vocational education and training, transnational education, online learning, curriculum development and EdTech.

International Health

For outstanding international success in the fields of health, medical or wellbeing. This includes biotechnology, biosecurity, medical technology, digital health, e-health, aged care, disability, complementary health, pharmaceuticals and related services.



Manufacturing and Advanced Materials

For outstanding international success in manufacturing, engineering or advanced materials development. This includes advanced manufacturing and materials technologies, engineering, design and production.

Professional Services

For outstanding international success in the field of professional services. This includes legal, accounting, administration and support services, business management and consultancy, marketing services, franchising and licensing, engineering, financial and insurance, market research, translation services and tourism and business events.

Regional Exporter

For outstanding international success by a regional business. This includes businesses whose head office or majority of operations are based in a non-metropolitan location.

Resources and Energy

For outstanding international success in the resources and energy sectors. This includes businesses involved in the production, processing or value adding of extractive resources or the provision of energy or resources related equipment, services or technology.

Small Business

For outstanding international success by a small business. This includes businesses with total annual turnover not exceeding A\$10 million.

Sustainability and Green Economy

For outstanding international success in the Green Economy. This includes the provision of green economy technology or capabilities such as environmental solutions, clean energy, sustainable materials, renewables, waste and water management, green building, smart cities or businesses committed to sustainable business practices.

Victorian-specific Award Categories

Global Victoria Women

For outstanding success by a Victorian woman or women involved in international business.

Victorian Exporter of the Year

The Victorian Exporter of the Year Award recipient will be selected by the State judge from the winners of the thirteen national categories.



THE GOVERNOR
OF VICTORIA
EXPORT AWARDS

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Winners

Advanced Technologies

PMY Group

PMY is a global pioneer in venue and event technology, transforming the way spaces operate and experiences are delivered. With expertise spanning ICT, Audio Visual, Business Intelligence, and Emerging Technologies, PMY offers comprehensive solutions to top venues worldwide.

At the heart of PMY's offerings is OPTIC, an AI-driven platform that provides real-time insights into crowd behaviour and venue operations. Developed in-house, OPTIC empowers venues with unparalleled data-driven decision-making capabilities.

From infrastructure development to enhancing user experiences, PMY's end-to-end solutions cater to the unique needs of each client. With a commitment to innovation and excellence, PMY is shaping the future of venue technology, ensuring clients remain at the forefront of a rapidly evolving landscape.

Serving over 1,000 clients across 14 countries, PMY is revolutionising infrastructure, operations, and experiences in various sectors.



Agribusiness, Food and Beverages

Burra Foods

For over three decades, Burra Foods has been a leading manufacturer of specialised, high-end dairy ingredients. Renowned for its production ingenuity and unwavering commitment to quality, Burra Foods provides tailored solutions to meet the diverse needs of customers worldwide.

With a global footprint and a strong presence in Australia, Japan, and China, Burra Foods offers a comprehensive range of premium dairy products, including Food Preparation Products and Infant & Adult Nutritional Products.

Burra Foods' state-of-the-art manufacturing facility in Korumburra, Victoria, incorporates cutting-edge technology and a focus on continuous product innovation. By sourcing the highest quality milk from approved farm supply partners, Burra Foods ensures that its products meet the most stringent standards.

With a global reputation for excellence and a commitment to customer satisfaction, Burra Foods continues to be a preferred supplier to manufacturers around the world.



Advatek Lighting

Advatek Lighting has redefined the possibilities of light. Founded in 2012, the company specialises in crafting cutting-edge pixel controllers that transform ordinary spaces into extraordinary spectacles. By empowering each individual pixel to be programmed for colour and brightness, Advatek's controllers deliver breathtaking visuals that captivate audiences worldwide.

From the vibrant hues of theme parks to the intricate details of film sets, Advatek's innovations have graced some of the most iconic events and installations. Their products have been trusted by industry experts for their reliability, affordability, and innovative features.

Advatek's team of skilled engineers has developed proprietary technologies like dithering, gamma correction, and current control, ensuring immersive and realistic colour reproduction. The SHOWTime® system, a groundbreaking advancement, allows Advatek's controllers to function as standalone devices, delivering pre-programmed scenes and playlists without external data.

With a global reach spanning over 60 countries, Advatek's controllers have become synonymous with stunning lighting displays.



eCommerce

Life-Space Group

Life-Space Group is a leader in microbiome health, dedicated to making cutting-edge scientific advancements accessible to all. For over two decades, the company has been at the forefront of therapeutic product development, offering a comprehensive range of probiotics, children's health supplements, and dietary supplements.

With a strong Australian presence and a growing international footprint, Life-Space Group is committed to addressing various health concerns through innovative solutions. Their products support gut health, immune function, and overall well-being at every stage of life. From their flagship Life-Space brand to the trusted Pentavite, the company's offerings have earned a reputation for quality and effectiveness.

Their commitment to excellence is evident in their partnerships with leading researchers and their dedication to manufacturing high-quality products. With a vision to improve global health, Life-Space Group continues to expand its reach and make a positive impact on communities worldwide.



Emerging Exporter

Australia Talentail

Australia Talentail is a pioneering force in the pet care industry, dedicated to providing innovative and research-backed holistic nutrition for pets. With a focus on quality ingredients and cutting-edge formulations, the company offers a range of premium products designed to support the overall health and well-being of animals.

They were the first company globally to incorporate Kakadu Plum, a renowned Australian superfood, into pet food. Through groundbreaking research with the University of Melbourne, Australia Talentail is unlocking the potential of this ancient ingredient to enhance pet health and longevity.

Beyond their innovative approach to nutrition, Australia Talentail is also leading the way in pet food technology. As the first Australian brand to introduce baked kibble with a high percentage of fresh meat, the company is setting new standards for dry food quality and taste.

With a commitment to global expansion, Australia Talentail is rapidly making its mark on international markets. From East Asia to North America, the company's dedication to excellence and innovative products is driving their success.



International Education and Training

Melbourne Polytechnic

Melbourne Polytechnic is a renowned Victorian TAFE institute with a strong commitment to delivering high-quality education and training. With a focus on practical skills and hands-on experience, the institute prepares students for successful careers across a wide range of industries.

Beyond its domestic offerings, Melbourne Polytechnic has made significant strides in international education. Through partnerships with fifteen institutions in Asia, the institute delivers innovative transnational programs that cater to diverse student needs. The establishment of Fuzhou Melbourne Polytechnic, a Sino-Australian joint venture, marks a significant milestone in the institute's global expansion.

With a rich history in international education dating back to 1995, Melbourne Polytechnic brings a wealth of experience and expertise to its partnerships. The institute's reputation for reliability, innovation, and excellence is underpinned by its dedicated team of in-country representatives and its strong relationships with government agencies.



International Health

SDI Limited

SDI is a world leader in the dental materials industry, dedicated to advancing oral health through cutting-edge research and development. With a focus on specialist products, including dental restoratives and tooth whitening, SDI provides dentists with innovative solutions to address the growing global oral health crisis.

In response to the increasing prevalence of tooth cavities, SDI is committed to promoting “Minimal Intervention Dentistry.” By developing products that minimise the need for invasive procedures, SDI helps dentists provide more comfortable and efficient treatments for their patients.

With a presence in over 100 countries, SDI is a driving force in the global dental market. Their commitment to innovation and quality has earned them a reputation as a trusted partner to dentists worldwide. As SDI continues to push the boundaries of dental technology, they are shaping the future of oral health and ensuring brighter smiles for generations to come.



Manufacturing and Advanced Materials

Conflux Technology

Conflux Technology, a pioneer in additive manufacturing, is reshaping the landscape of heat exchange. Launched in 2017, the company has been at the forefront of developing innovative heat exchangers that deliver superior performance and efficiency across various industries.

Conflux Technology has unlocked thermal solutions previously unattainable by traditional methods. Their laser power bed fusion technology enables the creation of intricate geometries with fine features, resulting in products of exceptional quality and durability.

Their heat exchangers are driving advancements in industries ranging from aerospace and automotive to energy and electronics. Innovative solutions offer superior thermal exchange, optimised flow efficiency, lightweight design, and adaptable geometry, elevating system performance and sustainability.

With a vertically integrated approach, Conflux Technology provides customers with a comprehensive range of services, from custom design and performance simulation to serial manufacturing. Their commitment to excellence and their innovation has earned them a reputation as a trusted partner worldwide.

conflux
TECHNOLOGY

Professional Services

Reeves Envico

For nearly four decades, Reeves Envico has been a driving force in infrastructure development across the Pacific region. With a commitment to delivering sustainable and resilient solutions, the company has undertaken numerous projects to improve the lives of communities in countries like Kiribati, Solomon Islands, Vanuatu, and more.

Specialising in climate-resilient infrastructure, Reeves Envico has played a crucial role in mitigating the impacts of rising sea levels and extreme weather events. Their projects, funded by organisations like the Asian Development Bank, focus on providing safe water supply, wastewater treatment, and robust infrastructure that can withstand the challenges posed by climate change.

Beyond their technical expertise, Reeves Envico is dedicated to empowering local communities by providing employment opportunities and upskilling programs – contributing to the economic growth and self-sufficiency of the Pacific nations.

Their commitment to excellence, innovation, and social responsibility has solidified their position as a leading infrastructure provider in the region.



Regional Exporter

Care Essentials Pty Ltd

Care Essentials (CE) is a leading manufacturer of medical devices dedicated to enhancing patient care and improving clinician workflows. Based in Geelong, CE offers a diverse range of products, including patient temperature management systems, PPE, continence care products, and advanced medical alarms.

As Australia's dominant player in patient warming solutions, CE's innovative systems help prevent hypothermia and promote faster recovery. Their flagship product, The Cocoon™ CWS, is widely recognised for its effectiveness in enhancing infection control and post-surgery outcomes.

Beyond their core products, CE is dedicated to sustainable healthcare solutions and environmental responsibility. Their Steriplus/Sterishred infectious-waste solution significantly reduces waste and carbon footprint.

With a recent merger with PharmAust Manufacturing, CE has expanded into pharmaceuticals, offering a more comprehensive range of products to meet the needs of healthcare professionals. As a proud supporter of "Australian Made," Care Essentials exports their premium medical devices to markets worldwide.



Resources and Energy

Hawk Measurement Systems

Founded in 1988, Hawk Measurement Systems, a global leader in advanced measurement technology, has consistently delivered cutting-edge solutions that address complex industrial challenges. Whether it's improving safety, increasing efficiency, or ensuring environmental compliance, HAWK is dedicated to solving the most challenging measurement problems with reliable and innovative technology.

With a diverse portfolio of internally developed technologies, including Acoustic Wave, Ultrasonic, Microwave, Radar, and Fiber Optic Sensing, HAWK offers accuracy and reliability in level, positioning, asset monitoring, and flow measurement. Their innovative products are designed to be user-friendly and efficient, maximising operational performance across various applications.

HAWK's expertise is sought after by a wide range of industries, from mining and mineral processing to power generation and food production. Their solutions enable precise measurement and control of both liquid and solid materials, even in challenging applications.

With manufacturing facilities in Australia and the United States, HAWK is committed to serving customers worldwide.



Small Business

photoSentinel

photoSentinel is a world leader in high-resolution timelapse and remote monitoring cameras, revolutionising the photography and construction industries. With headquarters in Melbourne and regional offices in the UAE and the USA, photoSentinel has deployed over 5,600 cameras across 55 countries.

Their innovative solutions address critical challenges in the construction sector, providing project managers and stakeholders with invaluable tools for monitoring progress, resolving disputes, and showcasing project success. photoSentinel's fully autonomous cameras, powered by solar and cellular technology, can be deployed in any environment, offering real-time monitoring and AI-powered video creation.

With a global reach and a commitment to exceptional customer support, photoSentinel is empowering clients worldwide to capture the story of their projects in stunning detail. Their technology is transforming the way construction projects are managed, documented, and shared, setting new standards for efficiency and transparency.



Sustainability and Green Economy

CHEMWATCH

CHEMWATCH is a leading global provider of software and information services that empower organisations to manage chemicals safely and efficiently. With a focus on Safety Data Sheet (SDS) management, CHEMWATCH offers comprehensive solutions that help businesses organise, store, and access critical information about hazardous chemicals.

By leveraging CHEMWATCH's software, organisations can ensure their staff are fully aware of the risks associated with chemicals, comply with regulatory requirements, and advance their sustainability goals. CHEMWATCH's products not only prevent accidents and injuries but also help businesses minimise their environmental impact.

With a global reach and a commitment to providing exceptional support, CHEMWATCH is the trusted partner for organisations seeking to improve chemical safety and sustainability. Their comprehensive solutions and extensive database of regulatory information enable businesses to navigate complex compliance challenges and achieve operational excellence.

The CHEMWATCH logo is presented in a stylized format. The word "CHEMWATCH" is written in a bold, white, serif font. It is centered within a black rectangular box that has a thin gold border. The entire logo is set against a white background.

CHEMWATCH

Global Victoria Women's Award



Jenny Richards, The Paw Grocer

By providing exceptional products that promote the health and happiness of dogs, Paw Grocer Founder, Jenny Richards is enhancing the lives of furry family members around the globe.

Inspired by her own dogs, Daisy and Charlie, Jenny founded The Paw Grocer in 2020. Her commitment to using human-grade ingredients and ethical sourcing has resonated with pet owners worldwide. The company's freeze-dried treats offer a nutritious and delicious alternative to traditional dog snacks.

With a passion for providing high-quality, healthy treats for dogs, Jenny has successfully expanded her business beyond Australia, having established a strong presence in the Middle East, Hong Kong, and Singapore. Negotiations are currently underway with distributors in and across key Asian markets, and Jenny is actively exploring opportunities in Canada, Germany, the UK, and the US.

Beyond her entrepreneurial endeavours, she is deeply committed to supporting independent animal shelters. The Paw Grocer donates both products and financial resources to these organisations, making a significant impact on the lives of animals in need.

Jenny has not only built a thriving business but has also made a substantial contribution to the Victorian economy, creating jobs and supporting local suppliers.

The Paw
GRO CER
THEIR HEALTH IN YOUR HANDS

Victorian Exporter of the Year

PMY Group

Founded in 2009, PMY has grown significantly and stands out as a global powerhouse in the realm of venue and event technology.


As a full-service provider, PMY transforms infrastructure, operations, and experiences for over 1,000 clients across 14 countries, including the USA, the UK, Europe and Asia.

With a deep understanding of the industry, PMY delivers cutting-edge services that span ICT, Audio Visual, Business Intelligence, and Emerging Technologies. Their AI-driven operating platform, OPTIC, provides real-time analytics and operational intelligence, empowering venues to make data-driven decisions.


PMY's international reach and commitment to excellence have solidified their position as a leading technology solutions provider. Whether it's enhancing operational efficiency or elevating attendee experiences, PMY's innovative solutions are tailored to meet the unique needs of each venue.

Offering solutions that have redefined the industry, enabling clients to create unforgettable experiences, PMY's success and dedication to providing independent, impactful technology solutions has made them a trusted advisor and partner to some of the world's most prestigious venues and events.

PMY.



Congratulations
to the Winners



We wish you success
at the 62nd Australian
Export Awards

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2024

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