

# ICN helps Cleantech companies gain access to new markets

21 December 2011



In an Australian first, Industry Capability Network (ICN) has successfully showcased 21 clean technology (Cleantech) companies to the world's largest defence contractor, US based Lockheed Martin Corporation.

Having identified Lockheed Martin's interest in collaborating with Australian companies, ICN's National Sector Manager – Clean Technology, Rob McCullagh, hosted a product/project demonstration at an event in Sydney last month.

With companies from across Australia invited to showcase their wares, Rob said the event was encouraging for the Australian Cleantech industry.

"Lockheed Martin is interested in working with Australian companies where there is a good fit with their emergent clean technology goals. They were particularly interested in offerings for energy storage (e.g. concentrated solar thermal), biofuels and energy, ocean power technology and portable power generation."

"Logistically, multinationals looking to develop business relationships in Australia find it challenging to locate potential partners, not to mention the time, travel and cost involved in this activity. This all too often results in some really good companies and products being overlooked, which is a lost opportunity for all parties. What I wanted to do was provide the most efficient vehicle possible for Lockheed Martin to meet a significant number of pre-qualified SMEs with offerings of interest to the company. I think the event was able to successfully achieve this outcome," he added.

With 2010 sales of more than US \$45 billion and a global workforce of 126,000, Lockheed Martin is building its participation in the clean technology sector. Reductions in fuel consumption mandated by the US Department of Defense and an increased need for energy assurance have lead the company to view this sector as an opportunity for innovation and business growth.

Lockheed Martin's Australian Business Development Analysis Director, Colin Cooper also hailed the ICN event a success.

"The event was highly valued by the Lockheed Martin New Ventures organisation as it provided an efficient way to gain an understanding of the Cleantech capabilities resident in Australian SMEs."

"Without the assistance of ICN, it would not have been possible to have identified and engaged with the right SMEs matched to our interests in the Australian region, and the identification of opportunities for Australia businesses to be part of Lockheed's global Cleantech business vision," he said.

ICN would like to thank the NSW Department of Trade and Investment and the Australian Government agencies responsible for Innovation, Industry, Science and Research for their contribution to the event.

**For more information about ICN and the opportunities available to Australian suppliers, go to [www.icn.org.au](http://www.icn.org.au) or call your local ICN consultant on 1300 961 139.**