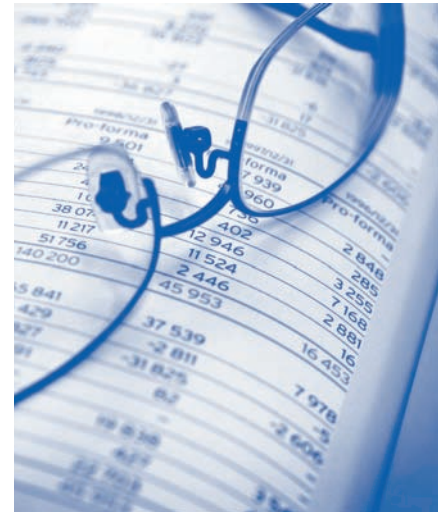




Australian Institute
for Commercialisation



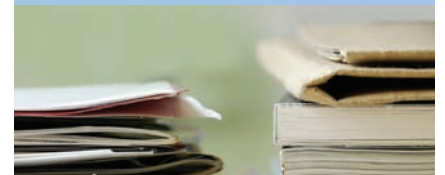
Case Study: Advanced Technology Systems Australia



Fast Facts

The AIC was able to:

- Create new product opportunities for ATSA
- Insource external technologies and capabilities
- Provide assistance to negotiate with research partners.



The Company

Advanced Technology Systems Australia Defence Services Pty Ltd (ATSA), located in the Hunter Region of NSW, joined the TechFast Program in September 2005. The AIC's TechFast program assists small businesses nationally, across all industry sectors, to remain competitive through obtaining "that market edge". It does this by identifying and linking our clients with the right people and organisations.

ATSA is a defence services company that supplies maintenance services and develops new components for the Royal Australian Navy's (RAN) 14 remotely operated vehicles (ROV) used for military mine clearing operations. Using its spacious testing facilities, electronics laboratory and systems workshop, ATSA manages a high quality maintenance repair and development program close to the RAN's base of operations in Waterhaven, Sydney.

ATSA's superior understanding of the ROV units and its commitment to quality in the development of a comprehensive

systems maintenance program for the ROVs, has enabled it to sell its maintenance service product to the Original Equipment Manufacturer – SAAB of Sweden.

The Opportunity

ATSA's extensive experience with the requirements of operating miniature, unmanned submarines has led them to seek new niche technology opportunities in ocean going technology for use in the commercial sphere. Through the TechFast Program ATSA has secured intellectual property (IP) from the Australian National University (ANU) for miniature Autonomous Underwater Vehicles (AUV). These mini-AUVs can be used in a wide variety of underwater applications. The SeaSwarm AUV will operate in co-operative swarms as platform vehicles for a range of different sensing equipment. These small vehicles, about 400mm long, will provide cost effective, easily deployable platforms for organisations that are interested in gaining wide area information about underwater environments.

The Australian Institute for Commercialisation (AIC) is a leading service organisation helping innovators achieve commercial success. Around Australia, the AIC helps business, research organisations and governments convert their ideas into successful outcomes.

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“TechFast has been of invaluable assistance to ATSA in supporting our project for commercialisation of swarming small Autonomous Underwater Vehicle technology. We would strongly recommend the TechFast program to other small businesses with a technology-centred approach to the market. In our opinion the services of TechFast should be more widely utilised by the business community.”

The Outcome

The aim of the AIC's TechFast Program is to understand the technology needs of SMEs, match these with emerging technologies from the R&D sector and facilitate technology transfer and commercialisation.

With the SeaSwarm, ATSA is using the TechFast Program to assist with the introduction of a new product line complementary to its existing operations and sales network. While the company has developed and produced new types of componentry in the past, the mini-AUV will be a departure from this activity in that it will be an independent product line. ATSA envisions the SeaSwarm will be useful in the petrochemical, defence and academic markets.

With the assistance of the AIC's TechFast Program, ATSA has concluded a signed technology transfer agreement with the ANU and is currently undertaking the transfer of IP related to the Mark II SeaSwarm. The development of the Mark II SeaSwarm itself is also underway.

Further development of market information is also a key part of the TechFast Program for ATSA. ATSA's Director of Engineering, Darren Burrowes, noted that it is vital for ATSA to have a strong understanding of potential markets to best target leading edge AUV products.

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