

## Media Release

23 June 2008

### Malaysian Government Looks to AIC for Innovation Best Practice

The Malaysian Government has targeted the Australian Institute for Commercialisation (AIC) as its role model in commercialisation and innovation best practice.

The AIC has been engaged by the Malaysian government to provide strategic advice on a number of key innovation and collaboration policies and initiatives.

The AIC has already commenced work with the government-owned Standard and Industrial Research Institute of Malaysia (SIRIM) Berhad to develop and implement a Malaysian pilot project based on the AIC's innovative TechFast program. TechFast is a program that assists Australian SMEs to identify and establish collaborative projects to develop new products, solve business issues or access the latest leading-edge research.

SIRIM Berhad acts as the national organisation of standardisation and quality, as well as the prime mover in industrial research and development, to generate national dynamism through excellence in technology and international acceptance of Malaysian products and services.

A delegation from the Malaysian Industry-Government Group for High Technology (MIGHT) also visited the AIC last month to share knowledge on current best-practice for innovation and commercialisation management.

Following the signing of a Memorandum of Understanding (MoU), further discussions are underway to determine how the AIC can continue to collaborate with the group.

A third project is currently under investigation with the Malaysian Technology Development Corporation (MTDC) to assess how they can build innovation and commercialisation capacity in the region by hosting an AIC professional development program for key staff to build skills and capabilities within the organisation.

AIC CEO Dr Rowan Gilmore said he was thrilled the AIC was being recognised internationally for its leading-edge practice and advice, and indicated discussions were also underway to work with organisations in China, New Zealand, the UK and Bahrain.

"We are particularly glad to have our successes with TechFast locally being recognised as a template internationally for fostering and increasing innovation in SMEs. Our demand-driven innovation process that facilitates collaborations between SMEs and other organisations, such as universities, has proven its ability to foster innovation within small business and improve the connectedness of the innovation system" Dr Gilmore said.

The AIC's National Operations Manager for the TechFast program, Alex Blauensteiner, said while there were obvious cultural differences, the Malaysian economy had many similarities to Australia.

"Like Australia, Malaysia also relies heavily on their significant SME sector to drive national innovation and it suffers the same issues in terms of getting SMEs and research organisations to organically connect and collaborate", Mr Blauensteiner said.

"The pilot program now being designed and implemented by SIRIM and the AIC has already received very positive support from Malaysian industry groups, SMEs, universities and government agencies."

The 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. We address market gaps and accelerate the commercialisation of know how and technology that our clients have created.

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