

# Growth Options for ICT Entrepreneurs

June 08

# A Quick Overview

# SRA Information Technology



- Established 1992 providing corporate and government ICT solutions
- Environmental systems since 1996
- 2004 EnviroSys<sup>tm</sup>
- 2006/7 SRA Environmental group formed within SRA
- 2007/8 funding for GHG and NPI Modules via Commercial Ready
- Offices in Adelaide, Darwin, Perth, Canberra and Singapore

# Recognition



## Endorsements



Data Management Solutions



## Recognition



## AusIndustry Commercial Ready Grant

- Greenhouse Gas Emission
- Pollutant Management

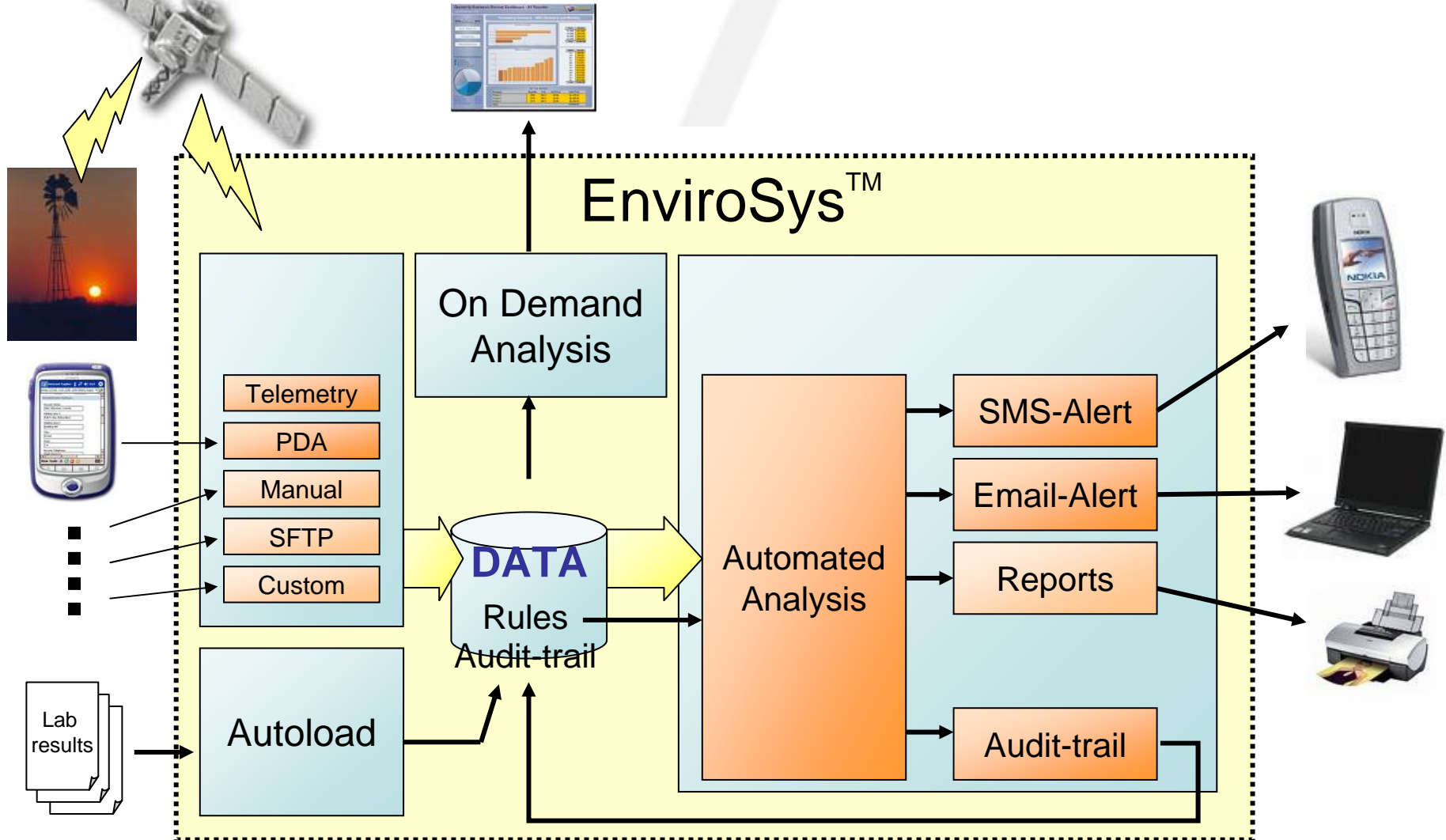
# What is EnviroSys™



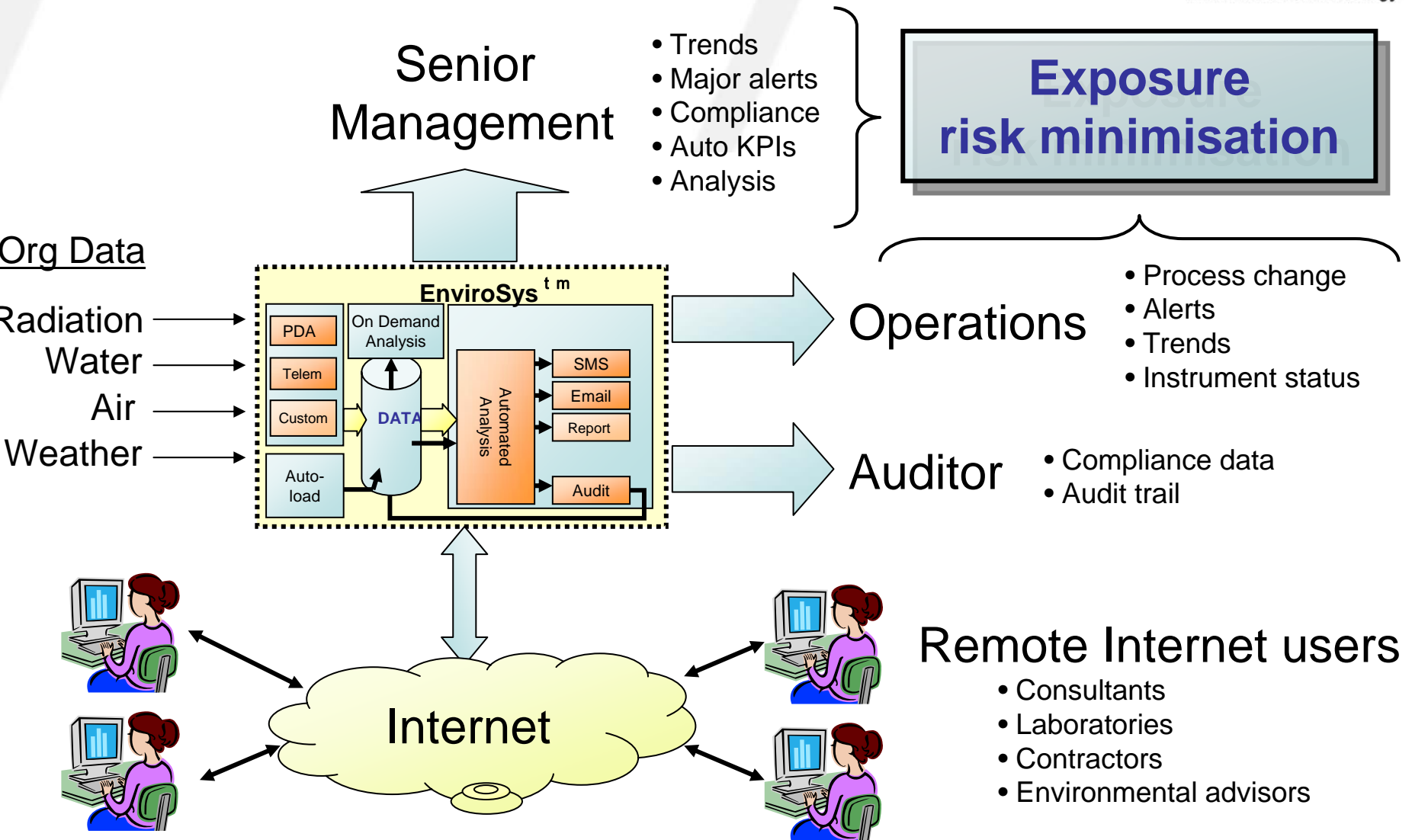
enviro  sys

# EnviroSys™ Overview

## Management View



# Corporate Interaction



# Glue Factor

**Corporate Management**

**Greenhouse Gas Emissions**

**Device Independence**

**Data Protocols**

**One Stop Shop**

**Integrated Information**

**Definable Programs**

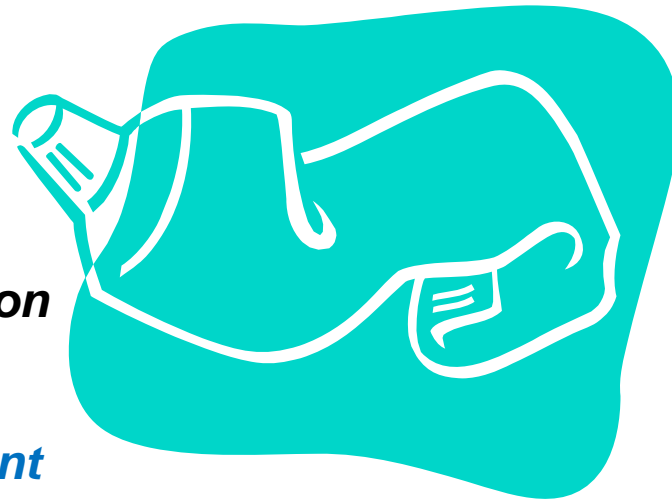
**Carbon Footprint**

**Definable Environmental Parameters**

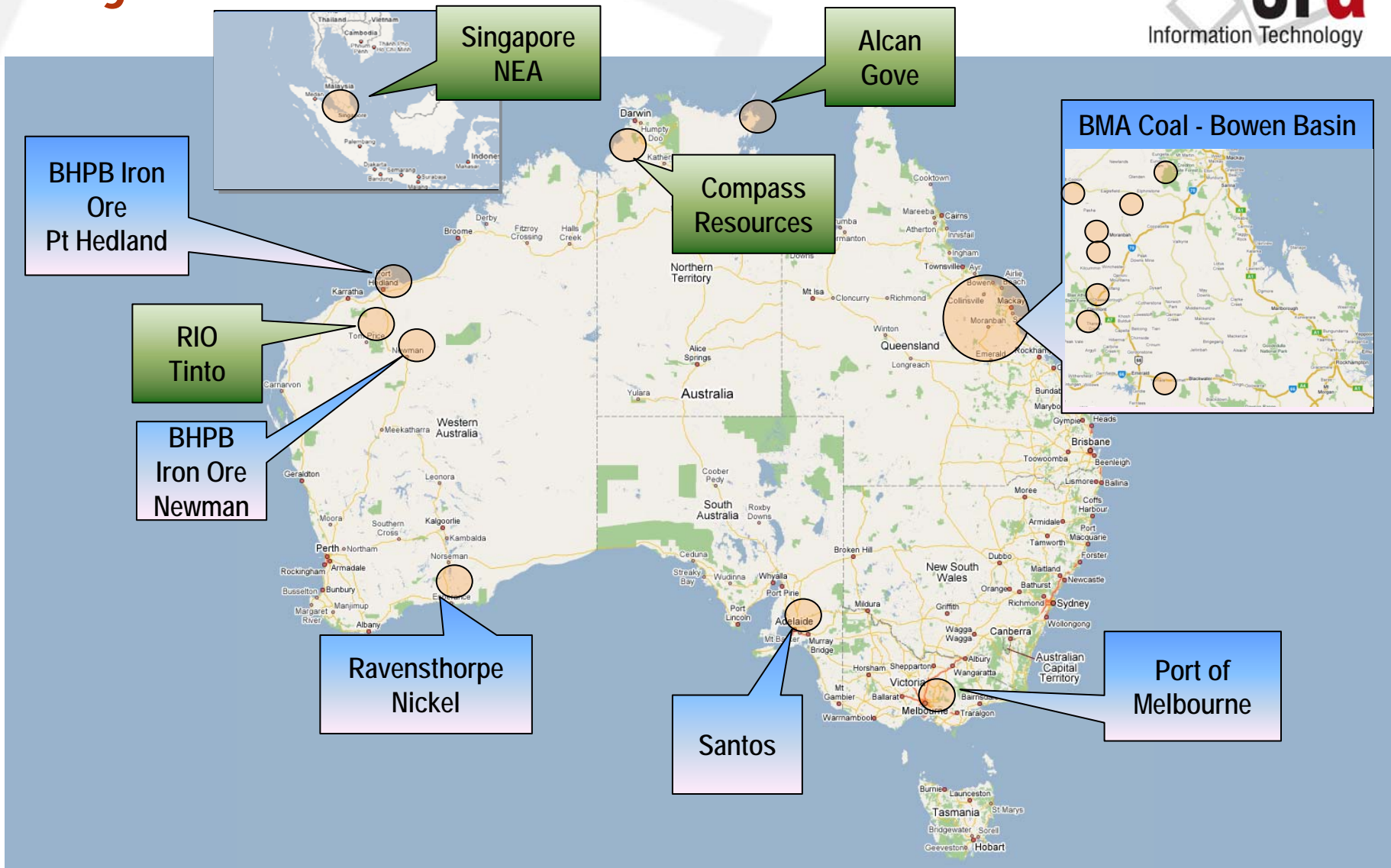
**Automated Data Capture**

**NPI**

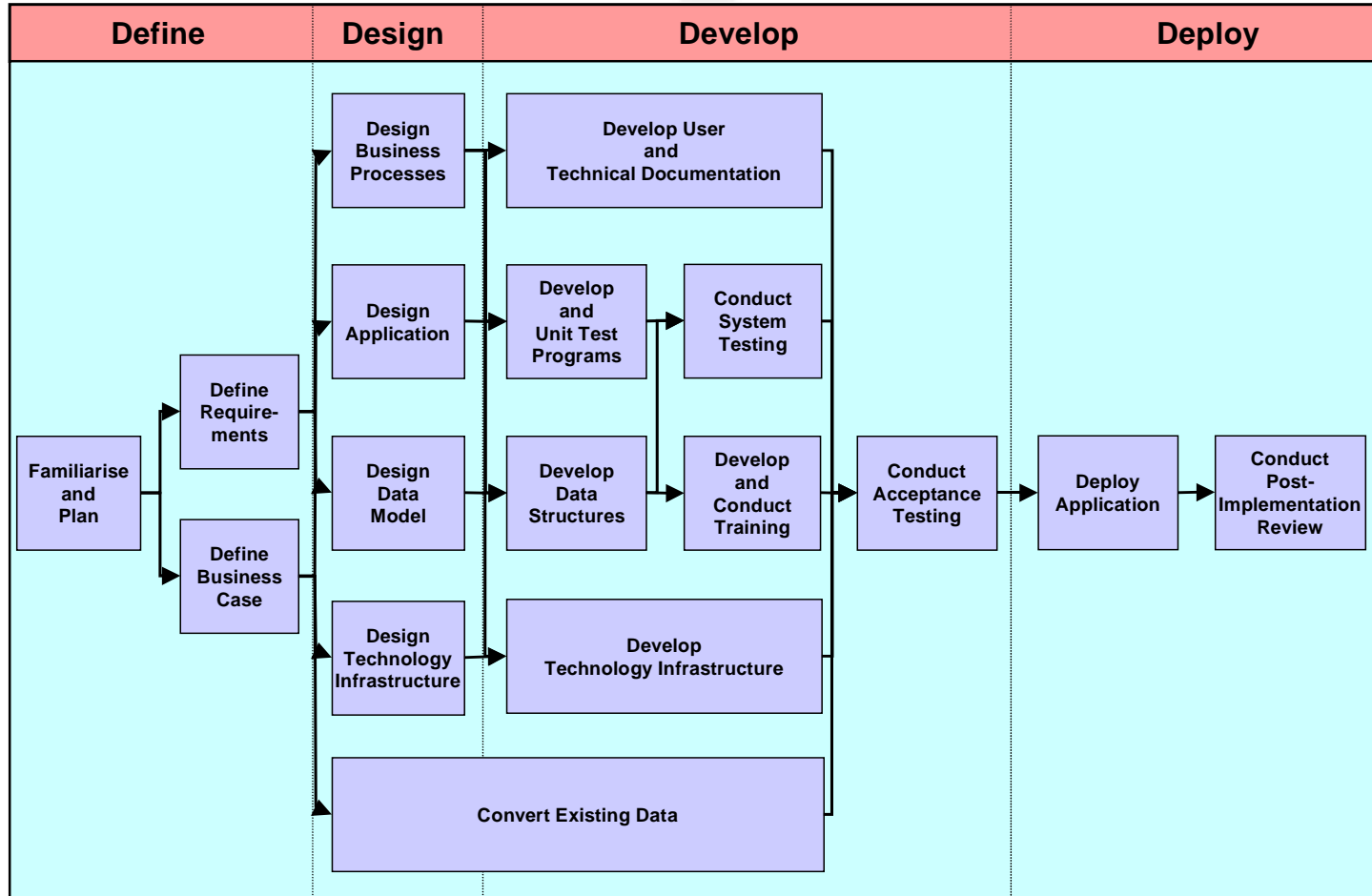
**Any Where Any Time Access**



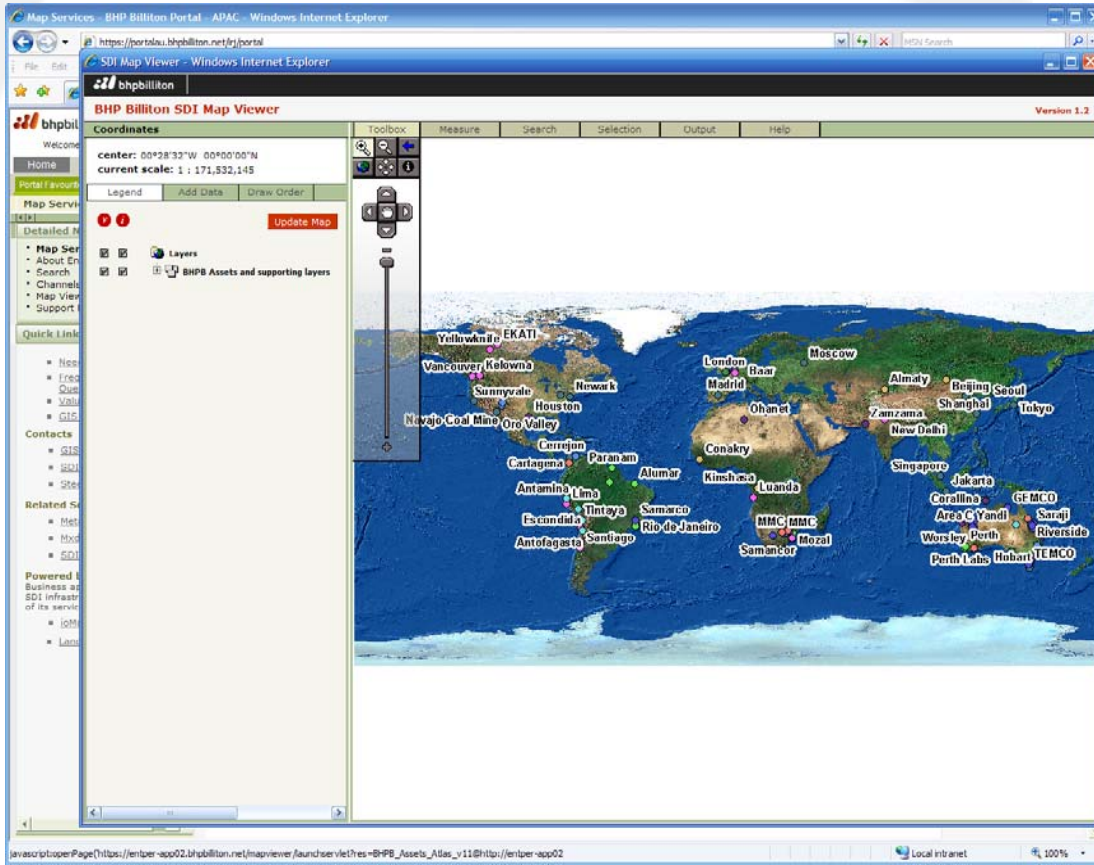
# Project Sites



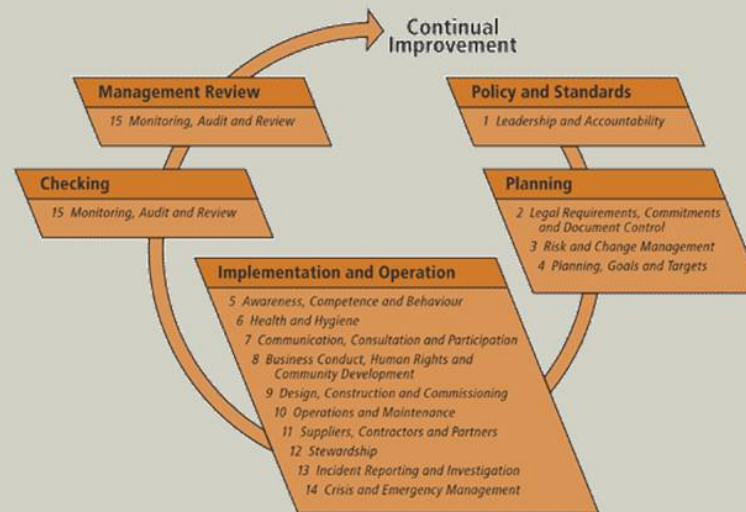
# Methodology



# At Work



## EnviroSys™ at Work





**Total  
Environmental Data  
Management**

# What Drives Success

# A Known Vision

## **Vision**

*To be recognised as a national provider of quality customised IT business solutions.*

*To be recognised as an international provider of environmental information technology solutions .*

*To be a sustainable long term organisation.*

# Organisational Culture

## Values and Behaviors

Adaptable

Tolerant

Understanding

Supportive

Solutions for  
Problems

Knowledgeable

**Team**

Learning

*and*  
***Environment***

Listening

Focused

***Responsible***  
***Accountable***

Inclusive

Positive

Quality

Responsive

Respect

Communication

Recognition

# Commitment

*In driving to the vision*

*In adhering to the culture*

*In delivering on promises*

# Strategy and Success

# Strategy Contribution

*The strategy forms a framework*

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*It is the clear understanding which informs all of our intent*

*Staff, Clients, Suppliers*

*Review and Adaptability*

*Be ready for change*

*Smarter not Harder*

*IP vs resource allocation*

*Defines our 'space'*

*Industry knowledge, environmental, pollutants, GHG*

# Strategy Focus

# Strategy Focus

## *ICT Services*

*Build on our history*

*Corporate and government  
custom solutions*

*Sustainable national growth*

*Business knowledge/expertise in  
industry sectors*

*Move from technical delivery  
aspects to total business  
solution offering*

**Custom Services**

## *Environmental Services*

*Build on unique proposition*

*Continue in specific industry  
domains*

*Tackle new domains*

*Stretch to international  
opportunities*

*Grow through partners*

**Lead Product**



R&D

# Strategy and envirosys

# EnviroSys and Strategy



*enviro<sup>🌍</sup>sys is the evolution of 10 years*

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*As a result of a project, the knowledge gained and opportunity perceived in a field where strong beliefs were held lead to long term outcomes*

*Meets our requirement for Smarter not Harder*

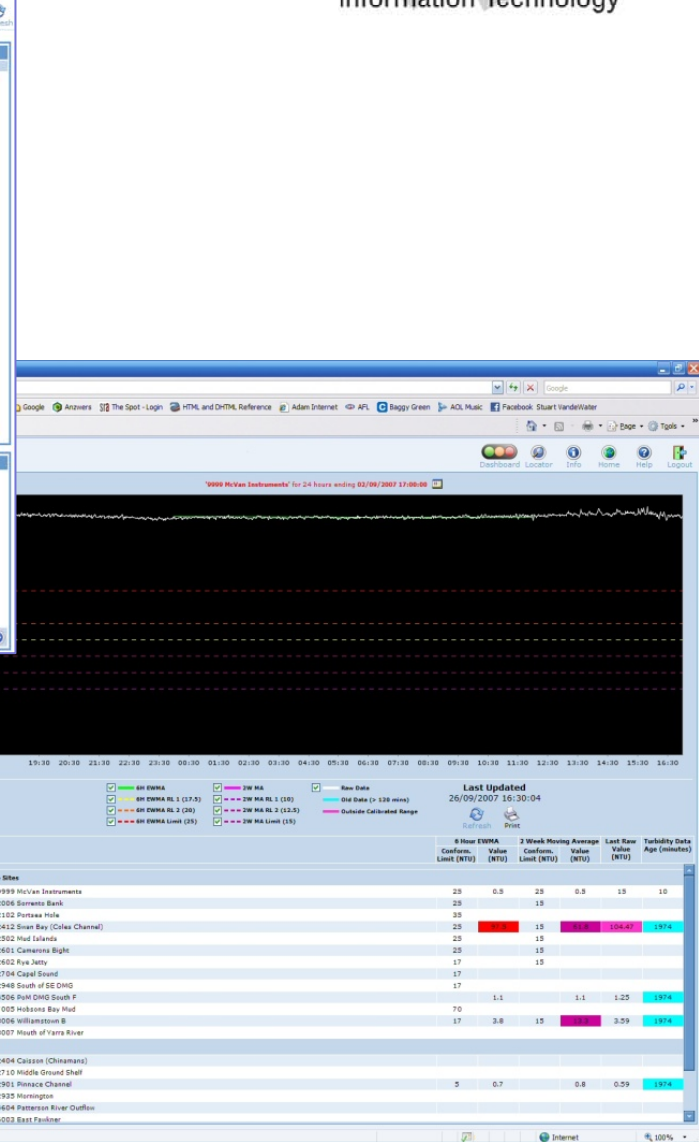
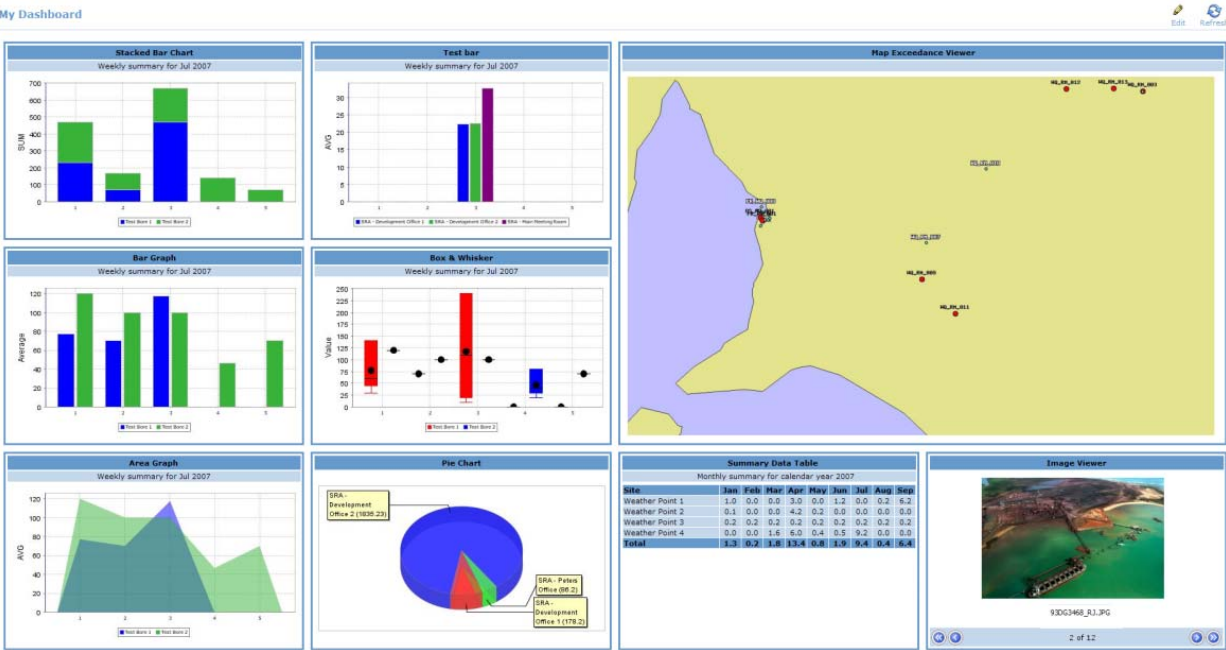
*'Beach head' in the growth of the business*

*Business expertise crossing industries*

*Integration with both business streams*

*R&D*

# EnviroSys and Strategy



# Cleantech Opportunities

# ICT Cleantech Opportunities



*ICT is information and process management*

*As for any industry, ICT is a facilitator to business needs.  
Cleantech requires information assessments and process facilitation.*

*The ICT industry push is for industry energy and resource usage  
minimisation*

*So much more in assisting sustainable practices in management*

*Carbon Trading*

*Pollutant and emission monitoring*

*Land and resource management*

*Outcome modelling*

*Making better decisions with better information*

# Positioning

*Know the subject*

*Utilise industry experts*

*Gain industry confidence*

*Be prepared for cross industry activities*

*Build the relationships*

*Environmental opportunities are still predominantly driven by compliance requirements rather than core business decisions*

*There are few quick outcomes*

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