



Australian Institute
for Commercialisation



Case Study: Remediate

The Company

Remediate is a specialist remediation company offering total management solutions for contaminated environments. The company was originally established to commercialise technologies for cleaning up contaminated sites, soils, stormwater sediments, air, groundwater and industrial wastes. Remediate is headquartered in Adelaide and provides national services to governments and private industry clients including the mining and property sectors.

The Opportunity

Remediate was looking to identify suitable solid waste remediation technologies from public sector research organisations that had the appropriate technical and commercial attributes for commercialisation by Remediate. They were specifically looking for innovative new technologies that would complement the company's existing services and also underpin its aggressive growth strategy.

"We currently use a variety of remediation methods to treat soil contaminants such as heavy metals, hydrocarbons and chlorinated compounds" said Dr Richard Stewart, Managing Director of Remediate. "But we recognize that continual innovation is required for sustainable business growth".



Fast Facts

- AIC assisted Remediate to engage directly with CSIRO to explore a potential R&D relationship
- Remediate's technology company and CSIRO have signed a research and license option agreement
- Currently pursuing five new waste technologies



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 Assistance

Remediate joined the Australian Institute for Commercialisation's (AIC's) TechFast program for assistance in identifying innovative new technologies. The company specifically linked with TechFast to leverage the AIC's extensive networks across Australian research organisations and industry.

Through TechFast the AIC spent time with Remediate understanding its business model and strategies, needs and opportunities. With this knowledge the AIC carried out a highly targeted search across its broad research and industry networks for relevant capability and technologies on Remediate's behalf.

Richard said "the TechFast program enabled us to scan Australia wide for new technologies that needed further proof of concept work to make them a commercial reality. The program assisted in the identification of more than 15 technology opportunities in Australia which exceeded our initial expectations".

The Outcomes

Out of the short list of 15 technologies, two CSIRO technologies were identified that were of real interest to Remediate. The AIC assisted Remediate to engage directly with the CSIRO to explore a R&D relationship between the two organisations to enable Remediate to access these technologies.

Richard said "Through our technology company, Ziltek Pty Ltd, we have now signed a research and license option agreement with CSIRO for one of the technologies and expect to sign similar deals with two leading Australian Universities in the first half of 2009. We are now pursuing five new waste

technologies at various stages of development. Assistance from the TechFast program enabled us to accelerate the development of our technology pipeline and to build a strong IP portfolio".

"Thanks largely to the TechFast program, Remediate is now pursuing a number of exciting technology opportunities all related to the fast growing waste industry" Richard said. "With more than 160,000 contaminated sites in Australia worth an estimated \$2 billion in cleanup costs, and with landfill rates continuing to rise, the company is well positioned for rapid growth"



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