



Endeavour AWARDS

Enterprise Connect Significant Achievement Award

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Business reviews lead to success

Pinz receives 2010 Enterprise Connect Significant Achievement Award, with both Australis Engineering and Secure Systems taking a highly commended. **Emily Mobbs** writes.



Mr Marles, Parliamentary Secretary for Innovation, Industry, Enterprise Connect, (right) congratulates David Snoad

In 2010, *Manufacturers' Monthly* announced a new category for the Endeavour Awards – the Enterprise Connect Significant Achievement Award. The Award is designed to recognise the achievements of an Australian manufacturing small-to-medium enterprise which has significantly transformed its business practices with the assistance of the Enterprise Connect program.

Enterprise Connect is a Federal Government program to help Australian companies develop skills, tools and knowledge to improve their competitiveness and productivity as well as to maximise their growth potential. As winner of this year's award, sewn products and services manufacturer Pinz has personified this concept by introducing a complete management team culture shift.

Since completing an Enterprise Connect Business Review in 2008, the exterior blinds manufacturer says its team moral, practices and professionalism has improved, leading to sales and profit growth.

Turnover immediately increased by 32% and is up again by 94% in the current financial year, with plans for greater expansion in 2010.

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thing that can be easily quantified, but is rather one that can be viewed in the company's results, the change in practices and professionalism, or felt from the buzz of the place as you walk around," the manufacturer said. Pinz managing director, David Snoad, accepted the award on behalf of the company and says being recognised on a national level represents a team effort.

"It's the first major significant award that we've won so it actually feels like our achievements and efforts are finally getting out there," Snoad told *Manufacturers' Monthly*.

"We've had a whole culture shift in the way we do our business. We used to always be inwards looking and just sort of did our own thing but over the last two years we have developed a much more professional model. Since the review everyone's really focused on growth, quality, KPIs and measuring output."

Highly Commended
Australis Engineering has

received a highly commended award for its business expansion and relocation project. Following an Enterprise Connect business review, the materials handling equipment manufacturer relocated to a larger premises at Condell Park, New South Wales. The move has allowed the business to expand its manufacturing capability and successfully pursue a diverse range of manufacturing projects.

The new location is 45% larger than the previous one and has the potential for a 60% increase in engineering personnel.

Australis Engineering says it hopes to employ 16 new workers, including seven engineering staff, between December 2009 and June 2011.

Highly Commended
Secure Systems is an Australian technology company that specialises in the development and manufacture of secure portable data storage products for high-assurance applications. The company took advantage of the

Enterprise Connect program to investigate the potential market for its Mini SDV secure portable application device.

The mechanism has two key functions: to securely store large volumes of data; and to provide a processing environment that can be uploaded into a PC to perform secure Internet access.

According to Secure Systems the business review was conducted during an important stage in the development of the Mini SDV product.

Prior to the review, the company, although confident in the underlying technology being developed, was unclear of the potential market demand for the device, which could have restricted funding commitment for commercialisation.

Grants have been used to assist with product development and commercialisation and the company has now manufactured a complete set of Mini SDV prototypes for customer trials.

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