## DECEMBER 2021 | ANNUAL REVIEW AND PROFILE





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#### **ABOUT**

# EASTERN INNOVATON

An innovation ecosystem for innovators, founders, venture builders and their supporters.

#### /innovate

Thinking, creating and exploring ideas alongside a trusted community.

Working smarter and growing faster as a result of guidance and sound advice from El subject specialists.

#### //collaborate

Joining forces and learning from other innovators and accelerating-venture owners.

Consulting with mentors, advisors and specialists in the wider innovation ecosystem.

#### ///accelerate

Fast tracking commercial progress.

Uncovering El alliances and partners who can help founders scale an innovative business for sustainable growth - locally, nationally and globally.



### FROM THE

## CEO



2021 was aimed to be a year of recovery and growth following a challenging and uncertain year in 2020, the first year of the global COVID-19 Pandemic.

It turned out to be a mixed bag of constraining uncertainty, diverse health and economic responses, extended periods requiring resilience, terrific successes and hopeful realignments.

Many of our clients thrived in 2021. This included those that had structured their businesses to take advantage of needed support and those whose nimbleness allowed them to take advantage as local, national and offshore suppliers.

I was often filled with pride at their desire and ability to support each other, and us, no matter what we all needed.

Our stakeholders and suppliers supported us unconditionally too, often going out of their way to help us do what we do best -connect others to solutions.

I've been delighted to see the resurgence of the association and ecoystem-support sectors across the world, providing advice, up-to-date

information and practical help - all of which have enabled us to help our own community to not only survive, but also thrive.

Eastern Innovation, along with many businesses across the world, had to make critical changes to do more than just survive. We followed our own advice and designed, tested and launched new commercial products to not only boost our results, but better support our incredible innovation community.

Read on to learn more.

## CLIENT ENGAGEMENT, IMPACT & PIVOT

## COVID-19

### **ENGAGEMENT**

- Early adoption of COVID-19 safety measures, daily communication via email - Today@El
- Zoom coffee catch ups
- Virtual Friday night drinks
- Whatsapp group: El Onsite Cool Peeps

### **IMPACT**

- Job Keeper and Victorian
   Government cashflow support
   grants were received and used to
   support consistent staffing levels
   and to offer early and much needed Licence Fee relief for
   clients.
- Onsite clients were offered the opportunity to expand into unused work space as required to accommodate COVIDSAFE density quotients at no additional charge.
- Rent relief offered initially at 50%, grew to a 100% reduction throughout early lockdowns.

- Successful retention of all staff and engagement in work from home settings and safe working bubbles.
- Proximity Space access hardware and software with robust processes, meant that essential businesses (up to 15) were able to continue to work from the centre.
- A suite of EICOVIDSAFE signage was created and kept up to date.
- Easy transition to online Board meetings, along with hybrid meetings successfully achieved during non-lockdown months.

### PIVOT

- Developed a paid program for clients to access expert global advisors.
- The Global Advisory Program (GAP) and Services began as an Advisory Board program, piloted with the support of the Australian Government's Incubator Support Fund.
- With four pilot Boards completed and the support of

consultants, Mark Sims and Vlad Finn, El determined the need for more accessible packages for clients that are not yet ready for a full Advisory Board. GAP evolved to offer both full Advisory Boards and four or eight session Advisory Packages for clients to access global advice.

<u>eibc.net.au/global-advisory-</u> <u>program</u>





### **ACTIVE IMPACT**

## **OUR REACH**



#### Eastern Metropolitan Partnership

engages with the wider Eastern Metropolitan communities to identify issues and opportunities, and advise State Government on the priorities for the region. El's CEO is Chair.



#### RDA Melbourne's

vision is to further the economic prosperity of Melbourne's inner and outer suburbs by advocating for projects, programs and services that create jobs, support business and deliver economic growth. El's CEO is Committee Member.



#### Flexible Workspace Australia

vision is to achieve sustainable growth and success for Australia's flexible workspace industry. FWA welcomes stakeholders from all backgrounds whose primary objective is to advance Australia's flexible workspace industry. El's CEO is Director and Treasurer.



is the nexus between high-growth and innovation-focused organisations and individuals in industry, education, research and government. It is locally and globally connected, drives collaboration and offers pathways to greater competitiveness and performance. El's CEO is Director, Treasurer and Secretary. El's Board Director Mariella Smids is Director and Chair.



#### City of Monash

provides many services for the support and development of new and existing businesses in the Monash region. El is strongly supported by the Councillors and Executive Team, the Economic Development, Building Maintenance and Sustainability Teams.

MONASH PRECINCT

#### DECEMBER 2021 | ANNUAL REVIEW AND PROFILE

## **EI SPONSORS**













## EI'S STARTUP ECOSYSTEM SUPPORTERS





































































### **ONSITE CLIENTS**

## THE INNOVATORS









































\Innovate.
\\ Collaborate.
\\\ Accelerate.

### **FUTURE FOCUSED**

## **ONSITE SERVICES**









CJ Management (VIC) Pty Ltd































An ecosystem of innovators empowered by its professional service providers, supporters and champions.

El boasts a robust community of skilled service professionals, all of whom are commercially savvy and endlessly supportive.

## **BUSINESS ADDRESS & MAILING**

## **CLIENTS**

- 2D Water
- Abraham Vantage
- Alba Prime
- · Alpha IT
- Aquamation
- Arptech
- Attendo
- Society of Nuclear Medicine (ANZSNM)
- BAJ Construct
- Best Business Solutions
- Bonding Technology Australia
- Boom Management
- BTE Associates
- Calcul8ors
- Camuno Biotherapeutics
- Carromex
- Cityconexx Services
- CLCK Digital
- Clean Energy Solar
- Clear Path
- Core Bookkeeping Solutions
   Outright Technologies
- Cyber Intelligence
- D&C Accounting

- · deo blockchain
- Drajon Management
- Dynamic Enterprise Solutions
- Enpointe Fencing
- Entertainment Now
- Equiprise Corporation
- Fenix Innovation Group
- Australian and New Zealand
   Future Focus Marketing Group
  - Global Immigration Consulting Shared Accounting Services

  - Icon Systems Data & Networks
  - Impact Property Design
  - Infinity Education Ark
  - InfoCloud CRM Consulting
  - KSS Property Services
  - Limestone Law
  - Little Red Hen
  - May Plus
  - Monash Business Awards
  - Money Quest Mulgrave
  - New World Events
  - Noble Park Tax Agents
  - OnBookkeeping

  - Parc Technologies
  - Pensioner Solutions

- Prestige Health Services Australia
- Property Friends
- Research Graph Foundation
- · Rice Studios
- Safa World
- Safe Hands Insurance Group
- Sales Ethos
- · Shine Development
- SilVR Adventures
- Soundgarden
- Steven Raspanti
- Teemstone • The Leaders Mentor
- The Rustic Artisan
- TrackThis
- Training Solutions for Life
- VOCA
- · Uplift Accounting
- ValuConsult (Aust)
- Viktor Taranov
- Webcasting
- Well Insured
- Wiredhands
- WMC Public Relations



### GLOBAL ADVISORY PROGRAM

## GAP

El's Global Advisory Program (GAP) is designed to help innovative businesses grow. The Advisors utilise specialised career experience and domain expertise to help businesses make decisions that accelerate business growth.

El understands that innovative CEOs require specialist advice at different stages of the business lifecycle.

For businesses planning to take new products to market, El's GAP Services offers four or eight session packages with growth-focused Advisors. This is ideal to accelerate projects in early development, early growth and planning phases.

Sessions can include:

- A concise plan for accelerating product/market fit
- New connections relevant to the client's innovation
- Pathways and resources to support taking the innovation to market.

"Eastern Innovation dived deeply to understand my business and personal requirements, matching them with an Advisor that hit the mark. That's the biggest point of difference GAP makes."

For businesses that are imminently launching new products or into new markets, El offers a Facilitated Advisory Board made up of three growth-focused Advisors to provide:

- Flexible Board-level guidance to test assumptions and accelerate successful commercialisation
- Three facilitated Advisory Board meetings to guide implementation progress
- Trusted access to skilled Advisors and networks to test global pathways
- One-on-one sessions with Advisors with tailored advice and support.

The program also caters for businesses that have specific problems or needs to address in the areas of:

- Sales and Marketing
- Finance
- Operations and Management
- Expansion
- Grants
- IP and Legal
- and much more

CHRIS DAWSON
CHIEF EXECUTIVE OFFICER
AQVA



### **STARTUP**

## **PROGRAMS**

El constantly searches for new initiatives to support the startup community.

Throughout 2021, this has included founder startup training, marketing mastery, pivoting and new product advisor panels.

Eastern Vic Founders Meet Up has been a monthly event dedicated to supporting founders in Eastern Victoria. It took a break during COVID-19 and looks set to return in 2022.









Eastern MARKETING ENTOURAGE

"Eastern Innovation reflects the professionalism and quality of care I deliver to my clients. It doesn't matter if I book ahead or need space for a last minute, urgent meeting, the team at EI always make me and my clients feel welcome and valued."

MARY WALSH
PRINCIPAL ACCOUNTANT
MOONEE PONDS TAX



### **FLAGSHIP EVENT**

## PITCH NIGHT

July 2021 Competitors:

- Dr Richard Huysmans
- StackGo
- Locumate Australia
- igoforlocal
- eHatsystems

El 6for6 Pitch Night was held 29th July 2021. Pitchers from EI's offsite community presented to both onsite and online audiences.

Each 6 minute pitch delivered the pitcher's story and outlined what they need to take the next step for their venture. Judges for the night, Holly Donaldson, RIz Akhtar and Gil Hidas, deliberated and selected Locumate Australia as the overall winner and eHatsystems as the runner up.

A separate competition for onsite clients was won by Esper Satellite Imagery. They received the GAP Advisory Services prize.

Online Article - 6for6 El Pitch Night Winner Announced https://eibc.net.au/6for6-ei-pitch-night-winner-announced/

#### **PRIZES**

#### Winners

- Dynamic Zone Workstation for 6 months
- Complimentary meeting spaces

value \$3000.00 +

#### **Runner Up**

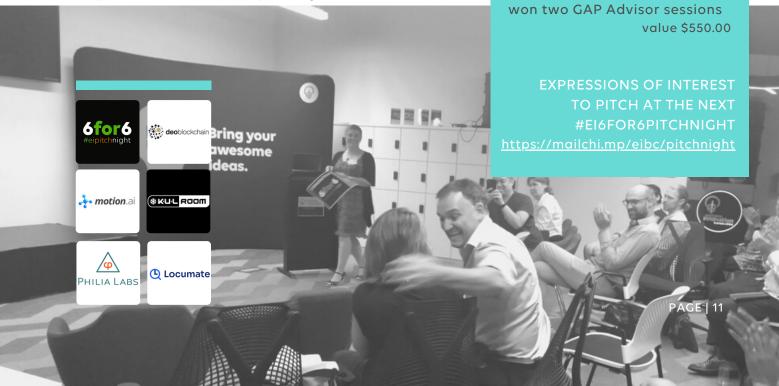
• Sit/stand hot desk and complimentary meeting spaces

value \$500.00

All pitchers received 5 day coworking pass

value \$157.50

Onsite client pitch competitors



## SUITES AND WORKSTATIONS

## JESSIE TAIT

100%

LAB & WORKSHOP OCCUPANCY

100%

OFFICE SUITE OCCUPANCY

30%

WORKSTATION OCCUPANCY

4

HOT DESKS AVAILABLE

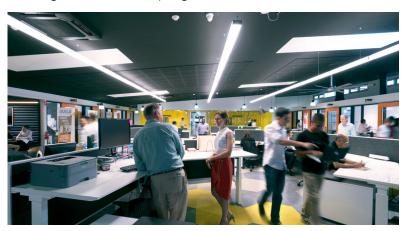
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MEETING SPACES The Dynamic Zone housed in the Jessie Tait Building is the modern home of El's innovators and founders.

With El's exceptional access, security and communications systems in place, staff were able to provide facilities for essential service providers throughout the many lockdowns. El was also able to support the onsite clients who needed to adopt work-from-home processes.

Throughout the latter part of the year, there was a resurgence in enquiries and tours for labs and office suites.

With a global shift to working flexibly, El now has a waiting list for Jessie Tait labs and suites forecasting a strong demand for workstations and meeting rooms as 2022 progresses.



"Having the lab onsite saved me eons of time and allowed me to bring in the best people to keep testing."

GIL HIDAS | FOUNDER
IUFLOW | KESEM HEALTH

### REFRESHING THE BUILDING

## TOM MORRISSEY

Two years ago, the Board and Management decided that the Tom Morrissey Building needed a facelift to attract the businesses that align with El's Vision and Mission.

Knowing that innovative, collaborating and accelerating leaders want to grow their business in a professional home that reflects their own modern and innovative ideas.

With City of Monash support, El embarked on the planning phase of the project in early 2019 with Peter Gionfriddo Architects. As with any construction project, there were lots of learnings and a few setbacks along the way. An early challenge was the design phase, which took longer than anticipated due to cost restraints.

Finally, a budget was set and plans developed to refresh the Tom Morrissey Building and construct an acoustically-sound wall to create a 120-seat function space in the Jessie Tait Building.

Construction was awarded to Andreatta
Construction Group and scheduled to begin in
March 2020 when the pandemic hit Victoria. The
project was put temporarily on hold when the city
experienced it's first restrictions. It felt like a
lifetime, but in hindsight time flew and May 2020
saw the first days of construction, with final works
completed early 2021.



\$270K

REFRESH BUDGET

77%

OFFICE SUITE OCCUPANCY

18
HOT DESKS
AVAILABLE

MEDIA PRODUCTION ROOM

BOARD ROOM

### CASUAL OR DEDICATED DESK

## COWORKING

Coworking is a flexible, affordable way to get work done in the company of other motivated people. El has various styles of hot desks available on a casual, daily basis and dedicated desks available for month-to-month rental.

COVID-19 has changed the way we work. Many staff work from home at least part of the time, which can be challenging for team dynamics. EI has a fabulous space available for team coworking. It can accommodate up to 10 people with dedicated desks, a beverage station and dedicated amenities.



"Growing a business from single founder to employer, helping small clients right up to large tender clients with their intellectual property requirements takes a lot of time and work. Doing it surrounded by likeminded, innovation-focused people, in a work location that is flexible and has multiple, accessible spaces has made growing Cooper IP fun and manageable. My growing team love it too. There is no better space to focus on innovation than at Eastern Innovation."

MICHAEL COOPER FOUNDER | COOPER IP

### JESSIE TAIT MEETING ROOMS &

## FUNCTION SPACE

Following the renovation of the Active Zone, the Jessie Tait building now hosts a dedicated function and event space as well as smaller meeting rooms.

- A dedicated event space with onsite event coordinator
- Screen with HDMI connection
- Audio System & Microphones
- Stage & Lectern
- Whiteboard & Flipchart
- Tea, Coffee & Filtered Water

#### Optional Extras:

- Tablecloths
- Crockery
- Catering
- Nespresso
- Table Numbers
- Table Signs
- AV Operator
- Name Tags



#### **VERSATILE INNOVATIVE SPACES FOR ALL TYPES & STYLES OF BUSINESS MEETINGS AND EVENTS**











El Meeting Spaces include High Speed Wi-Fi, Screen with HDMl connection, Whiteboard & Flipchart, Tea, Coffee & Filtered Water. Catering upon request or self-cater. Visit <a href="mailto:eibc.net.au/work-spaces">eibc.net.au/work-spaces</a> for further information.

## MEDIA SPACE

## STUDIO26

Production studio for photographers, videographers, sound engineers, speakers, trainers and broadcasters who want a professional, production-quality setting with tailored and flexible support.

Sponsored by Animason and CG Rentals, this space provides the opportunity for self-service production, equipment hire and technical support for all media requirements.

## **OUR SERVICES**

- Animation
- Brand Stories
- Case Studies
- Testimonials
- Events
- Web Series
- Photography
- Live Streaming
- Interactive Products
- Social Media
- Training
- Online Tutorials
- TVC
- Podcasts







## EASTERN INNOVATION

## BOARD

Meet some of the biggest innovation supporters, the El Board of Directors.

Prof. Darrell Mahoney | Board Chair Mr. Sunil Jadwani | Deputy Chair Ms. Mariella Smids | Treasurer Dr. Jeff Chamberlain | Past Treasurer Ms. Tina Manolitsas | Secretary

Cr. Brian Little | Secretary Ms. Kathleen Lawler

Cr. Stuart James Cr. Nicky Luo

El would like to thank our outgoing Board Members, Dr. Josh Fergeus, Ms. Nicci Rossouw and Mr. Ryan Babbage for their service to the Board and the Eastern Innovation community.





















## EASTERN INNOVATION

## **TEAM**

#### Danielle Storey | CEO

Danielle aims the organisation to actively impact founders and their teams and guides them to commercialise their innovative and disruptive initiatives, ideas, products and services. Danielle is passionate about helping businesses generate revenue and/or results before investment and encourages founders to grow clean businesses for greater long-term and investment results. She is engaged with all levels of Government and regional stakeholders to bring the best connections - networks that generate opportunities to navigate hurdles and grow. Danielle is also author of The Selfish Servant and a skilled emcee. She is a fast adopter of technology, general champion of innovation, loves to travel and is Grandma to five grandsons.

#### Allira Cundy | Innovation Program Manager

Allira provides the mechanisms to build programs to support innovation businesses in the Victorian ecosystem. Having worked with many startups over the past 5 years, she has a deep understanding of the issues faced by founders on their journeys. Allira is passionate about making El's Global Advisory Program accessible to as many leaders of innovating businesses as possible in the next few years, further cementing El as the place to be for innovation in East and South-Eastern Victoria.

#### Liz Small | Marketing & Events Coordinator

Liz provides valuable event support for internal and external clients while keeping El's brand and messaging consistent and on track. Developing strong relationships is the foundation of everything she does. Delivering exceptional events and memorable marketing campaigns that ensure key messages reach desired audiences, provide a measurable ROI and support clients. Self-confessed MotoGP tragic, Liz follows current affairs, enjoys friends, the beach and craft.

## Henriette Basic Technical Administratior

With over 10 years experience at EI, Heni is dedicated to ensuring the smooth running of the centre. She welcomes visitors, runs the remote mail services and even fixes the coffee machine to make sure everyone has a better day. Heni has qualifications in IT and teaching with a little design thrown in as well, and does her best to find creative solutions to any challenges that may arise. For relaxation outside the office, she indulges in creative outlets from crochet to 80's music trivia and her current interests involve researching the links between science, spiritual and natural therapies.



## TECHNOLOGY THAT IMPROVES

## INNOVATION

#### Access to El Innovation

Eastern Innovation welcomes people of all abilities to visit the centre, to attend events, to work and to access El clients and tribe.

El introduced Access Key in 2021. It is a full colour, expertly created guide for all people, regardless of ability, to access accurate and convenient information about visiting spaces and attending events at Eastern Innovation.

El's innovation client, Access Ability Australia are the proud creators of Access Keys. The Keys decrease barriers, increase enablers and provide safe access for all.

To learn more about Access Keys or to access Access Keys in audio or Braille, please contact Access Ability Australia.

accessabilityaustralia.com



#### Technology

Purchased equipment and the donation of 60" monitor provided the centre with the opportunity to offer hybrid and online events - a must in an uncertain face-to-face environment.

New lease on photocopiers commenced July 2021. They provide easier account management for client printing and scanning.

Upgrades to other IT continued to improve productivity.

Faster, more innovative connectivity was explored in 2021 with anticipated implementation in 2022.



### 2021 MARKETING

## CAMPAIGNS





Awareness campaigns centered around major events and milestones for 2021.



































## **PROJECTS**

#### **Monash Precinct**

MONASH PRECINCT

2021 saw the completion of the Market Sounding Report for the Monash Precinct Network.

The project involved EI's CEO Danielle Storey and Board Director Mariella Smids interviewing the top 35 innovation and high growth, innovative businesses and organisations in the region to articulate the need for a Network in the Monash National Employment and Innovation Cluster.

2021 also saw the completion of the Monash Precinct Network Business Case.

Building on evidence from the Market Sounding Report, the business case engaged major stakeholders and collaborators and invited funding of the Network for five years to establish the Network as a member organisation.

Eastern Innovation was appointed to manage the funds and provide some administration for the Monash Precinct Network prior to the incorporation of the Network.

Both Danielle and Mariella were founding members of the Network's Steering Committee and both have nominated as future Board Directors and collaborators in the further establishment of the organisation.

The Monash Precinct Network engaged across five events in 2021:

- Proudly Innovative in the Monash Precinct
- Monash Precinct Insight Launch Event
- Technology that Advances Business
- Trackless Rapid Transport Caulfield to Rowville
- EV/AV Round Table and Showcase Series

## **PROJECTS**





The Eastern Metropolitan Partnership awarded a grant to Eastern Innovation (including delivery partner, Flexible Workspace Australia - FWA) to deliver two streams of coworking support in the Eastern Region as a pilot.

<u>suburbandevelopment.vic.gov.au/eastern-partnership</u>



#### **Boosting Coworking Program**

Flexible Workspace Australia are El's delivery partner in the Boosting Coworking Program. They engage with participating coworking space providers and voucher recipients as well as provide Program support and marketing.

The Program offers 300 x \$100 vouchers to allow workers across the region to use a coworking space for the first time. The Program's second stream also delivered a workshop for the region's Councils to deliver popup coworking and a funds to explore their popup coworking options.

flex.org.au/boosting-coworking-voucher-program



#### Eureka IIEC

El's CEO participated as Chief Judge at the Jinan High Talents, Innovation and Entrepreneurship Australian Pitch Final held online.

The competition attracted innovation competitors from across Australia and the Southern region of the world.

She was also guest judge online at the Jinan High Talents, Innovation and Entrepreneurship China Pitch Final.

eurekatechin.com.au

## **PROJECTS**



#### Sustainable Monash

The Sustainable Monash team are a joy to have in the centre.

They introduced Sustainability Champions in 2021. Their Litter Prevention Champion works to reduce litter and dumping in hotspots across Monash using a framework of education, infrastructure and enforcement. The Zero Carbon Champion works to deliver Council's Zero Net Carbon Action plan. These Champions work with community and business across Monash to reduce municipal-wide greenhouse gas emissions through engagement and programs.

El is thrilled that they are advising on interpretive signage to highlight the sustainability features of the El buildings and surrounds. Keep an eye out for this new signage and information.

The team also maintains El's two worm farms, which are doing really well and will introduce a third when restrictions ease. The worm farms take all of the scraps from the El kitchens and put them to good use. We love our worms!

We congratulate the City of Monash for their roll-out of the Business Energy Saver program to help businesses access solar and LED changeovers that reduce energy costs. Council also coordinates the Sustainability Victoria Small Business Energy Saver program in the Eastern region of Melbourne. Small businesses can get new equipment such as hot water systems and freezers and receive additional bonuses up to \$2000 on top of Victorian Energy Upgrade (VEU) credits.

m<u>onash.vic.gov.au/services/environment/</u> <u>living-sustainably-in-monash</u>

## **PROJECTS**



#### **Economic Development**

The City of Monash Economic Development professionals are true supporters and champions of innovation in the region. They consistently celebrate EI as the region's home of innovation by guiding people to EI and promoting the centres achievements .

They make great use of El's function and meeting spaces to deliver programs and events, such as their flagship Women in Business luncheons and important business support training programs. These programs and events help El's onsite tribe and the wider Monash business community to grow, better connect and create sustainable businesses.

The Economic Development team truly understand and demonstrate the core principles of growing robust business ecosystems through their Economic Development Strategy and Action Plan. The Plan focuses on four key strategic directions:

- Support for Business: start, grow and prosper
- Places for Business: connected, accessible and diverse employment precincts
- Diversity in Business: facilitating economic growth and prosperity through diversity, collaboration and innovation
- Attracting Business: investment, industry leaders, innovators and emerging talent.

It aligns neatly with El's own Strategic Plan and helps El to provide the right focus, the right engagement, the right enablers and the right associations whilst always ensuring a sustainable, relevant and trusted foundation.

monash.vic.gov.au/business

### **EI TEAM**

# ACHIEVEMENTS



Danielle Storey, El's CEO, was identified as one of the national Top 50 Small Business Leaders by Inside Small Business Publishing in August 2021.

Download the report here:

<u>insidesmallbusiness.com.au/client</u> <u>-report/top-50-small-business-</u> leaders-2021

Eastern Innovation was selected as a finalist in the not-for-profit business of the year in the 2020 mybusiness awards.

For further information visit:

<u>mybusiness.com.au/my-business-awards/winners/2020-winners-and-finalists</u>





Team members, Henriette Basic and Liz Small refreshed their first aid, CRP and basic emergency life support certficates.

Training was undertaken by local supplier and site neighbour, Fire & Safety Australia.



## INNOVATIVE MEETING ROOMS, BOARDROOMS, FUNCTION AND EVENT SPACES

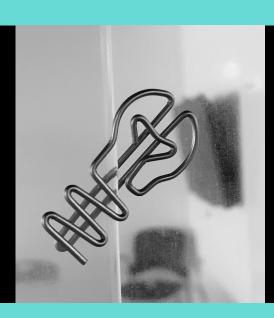
**COWORKING BUSINESS CENTRE** WORKSTATIONS **HOT DESKS** 











#### ABOUT EASTERN INNOVATION

Eastern Innovation (EI) is a leading Australian community for founders of successful, high-growth, future-focused businesses.

El helps founders to launch and rapidly grow sustainable businesses.

El aims to provide the culture, places and spaces, experiences, programs, partners and networks its clients need to achieve success.

# For more info

CALL 1300 462 822
OR EMAIL EVENTS@EIBC.NET.AU

