



Think Melbourne, Australia for ICT

Victoria's Information and Communication Technology (ICT) Industry

Victoria's home-grown ICT companies have developed a global reputation for cost-effectiveness and a commitment to delivering the best products and services. This reputation has been built over many years and is based on the track record of local companies that have collaborated on significant global contracts.

Profile of the Victorian ICT industry

- Employs approximately 30% of Australia's ICT workforce
- A\$22.9 billion annual revenue, about 30% of the national total
- Exports over A\$1 billion annually
- Around 45% of annual private sector ICT R&D expenditure

Victorian ICT capabilities

The Victorian ICT industry is an important contributor to the economic performance and wealth of the State and is embedded in a culture of innovation. This is borne of the sector's collaboration with the State's world-class research institutions and leading universities.

Victoria is globally competitive in a number of areas including:

- **Telecommunications** - This is a primary strength for Victoria, taking in the provision of telephony and data services. It encompasses the operations of Telstra, Optus, Primus Telecom and other carriers and represents a large proportion of the ICT employment and revenue for the State.
- **Electronic games** - Victoria is home to over half of the Australian games industry including production companies such as IR Gurus Interactive, Torus Games and Tantalus Interactive. The State is also the national headquarters of the Game Developers' Association of Australia.

- **Web applications software** - Victoria's strength in web applications is enhanced through expertise in two of the major development platforms – the Java-based J2EE and Microsoft's .NET – as well as more general capabilities in open source software. Victoria has a substantial base of development capability in these platforms, including three industry clusters with a combined membership of around 500 companies.
- **Niche software and services** - This subsector includes the provision of combined technology and service solutions that allow the outsourcing of entire business functions. It also encompasses the development of software built on specialist experience to service specific industry sectors, for example, financial services, healthcare, transport distribution and logistics, eSecurity and tailored eLearning solutions. Prominent companies operating out of Victoria with these capabilities include IBM, EDS, Infosys, Senetas, Oakton, Computershare, Ocean Software and Aconex.

Victorian ICT skills and R&D

The Victorian ICT industry has particular strengths in ICT skills and R&D. Victoria accounts for around 45% of the national private sector expenditure on ICT R&D. Victoria is the leading producer of ICT skills, with the highest proportion of university enrolments across Australia and strong international student enrolments.

The strength of the local higher education sector and the graduates that it produces, are major reasons for international companies to locate to Victoria. Further incentives lie in the high levels of experienced migrant ICT workers.



India and Victoria – ICT links

India and Victoria enjoy strong business links and the lead-up to the Delhi 2010 Commonwealth Games will provide greater opportunities to forge new networks.

Victoria is home to the leaders of the Indian ICT industry. Birlasoft, iGate, Infosys, NIIT, Patni, Satyam, TCS and Wipro - eight of NASSCOM's top 15 ICT software and services companies - have offices in Melbourne, employing a combined total of over 2,000 people. Satyam's Melbourne office is its largest development centre outside India and performs software development work for local and international Satyam customers.

The Victorian Government signed a Memorandum of Understanding (MoU) with the State of Karnataka during the Victorian State Premier's visit to India in 2005. The MoU has helped to establish stronger links between the two States in the areas of education, tourism, ICT, manufacturing and biotechnology.

Also in 2005, the Victorian Government opened the first Victorian Government Business Office in India at Bangalore during the Victorian Government's second successful trade mission to the BangaloreIT.in trade fair. The Bangalore office is the focal point for business links between India and Victoria across all sectors.

The strong ties continue between industry and the education sector. Satyam created an alliance with Melbourne University, similar to one it forged with Victoria University. In both cases, Satyam recruits software engineers and provides internships for the universities' students. In turn, the universities give Satyam the chance to play an active role in ensuring that their curricula are current and training reflects industry needs.

A significant number of Australian companies have investments and partnerships in India. Telstra - Australia's largest telecommunications carrier - is involved in telecommunications infrastructure in India through its subsidiary, Managed Industrial Networks (MIN). Smaller ICT companies such as Victoria's Business Intelligence Technologies have opened offices in India.



Melbourne Cricket Ground (MCG)



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Clusters of Excellence

In order to encourage greater collaboration and innovation, the Victorian Government fosters the development of networks and clusters working in next generation technologies.

For further information on ICT clusters and networks go to:

Electronic Games

www.mmv.vic.gov.au/games

eLearning

www.elearning.org.au

Victorian Microelectronics Designer Network

www.mmv.vic.gov.au/microelectronics

Victorian Photonics Network

www.vpn.net.au

Intelligent Transport Systems (ITSVIC)

www.mmv.vic.gov.au/IntelligentTransportSystems

Victoria.NET

www.victoriadotnet.com.au

Open Source Victoria

www.osv.org.au

RFID Association of Australia

www.rfidaa.org

Victorian Women in ICT Network

www.vicictforwomen.com.au

Enterprise Java Victoria (EJV)

www.ejv.org.au

SECIA, eSecurity

www.secia.org

Information on the Victorian ICT industry

Additional information on the Victorian ICT industry is available online through the Government's ICT agency – Multimedia Victoria
www.mmv.vic.gov.au

Want to invest in Victoria?

Companies can access a range of free and confidential services designed to make investing and re-investing in Victoria simple. Contact the Victorian Government's Business Office in Bangalore.

Tel: +91 80 4122 7560

bangalore@invest.vic.gov.au

www.investvictoria.com

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www.LiveInVictoria.vic.gov.au

Students wanting to study in Victoria should visit:

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