



**Australia Awards**

# Australia Awards in Indonesia - Short Term Award International Business Readiness for Startups and Scaleups



*Course participants visited Hubud Co-working Space in Bali to connect with local and multi national start-up community*

Twenty-five Indonesian entrepreneurs, government representatives and Venture Capital Association representatives were immersed in local entrepreneurial ecosystems in Sydney, Adelaide and Brisbane during a 2-week short course in April-May 2018. The participants connected with startups that had raised significant capital, investors, business, industry and ecosystem leaders. The program for technology enabled start-up leaders, entrepreneurs and innovators across AgTech, EdTech, FinTech, Health/MedTech, Business and Professional Services including venture capital and government, was led by Ms Wendy Perry and Dr Ralf Muhlberger together with Mr Nelson Salangsang and the team from QUT's International projects unit.

Sydney was the first location on the Australian component of the course, including a welcome from Andrew Widjaja, who was involved in the setup of Metro TV in Indonesia. Participants heard from Max Girault from FLEET, a startup that, in less than 12 months, completed a \$5 million Series A capital raise, partnered with a French space agency CNES and opened offices in LA and the Netherlands.



*Participants connecting with eight start-ups at Sydney Start-up Hub*

Following sessions on scaling up technology and people, the group visited Sydney Startup Hub, Stone and Chalk, FinTech Australia and Tank Stream Labs. This was followed by a networking event on Darling Harbour with the Australia Indonesia Business Council (AIBC). Speakers at this event included Michael Fay and Nick Leaver from AIBC, Rey from Snapcart, Luthfi from AMVESINDO (VC association) and Veronica from Tokopedia.



*Indonesian companies comparing scale up experiences with Sydney-based start-ups*

Guest speakers and meetings with Gaurav Sood – DigitalHealthX, Tom Durick – Data61 CSIRO, and Carolyn Birchill – Biversity, saw participants pick up ideas for applying data, information and new discovery technologies, and many also fit in a number of one on one meetings with new contacts in Australia.

Flying to the City of Entrepreneurs, Adelaide, saw a day's training with award winning pitch coach Scott Perry and a session on the importance of Intellectual Property with Adele Flego. A MEGA Meetup that night saw Stanis, Maryati and Denita pitch alongside Australian entrepreneurs and startups from across various industry sectors.



*Meeting The Lord Mayor of Adelaide at the Smart City Studio*

At the kick-off of the City of Entrepreneurs Tour in Adelaide, Indonesian entrepreneurs met The Lord Mayor of Adelaide, Martin Haese and Councillor Houssam Abiad, who welcomed them to South Australia. The Adelaide Smart City Studio managed by Josh Garratt provided an introduction to the local startup scene, with the group visiting Moonshine Lab, Chooks SA (female entrepreneurs, founders and innovators), Collab4Good, Harvest Fair, KIK Coffee, ThincLab, Myriota and SAHMRI.

Exploring the city over the weekend saw the group visit the Adelaide Botanic Gardens, at the beach, wineries, enjoying local produce, the environment, and national parks.

Hamilton Secondary School was a highlight as participants experienced the Mars simulation, then onto the Tonsley Innovation District for a tour and lunch on Capital Raising and Investing with James McGill and Stuart Snyder. A quick stop in at world-leading FCT Flames who create the torches for the Olympic Games, the 18th Asian Games, and fire and water effects, and then the group flew up to Brisbane for the final leg of the trip.



*Experiencing Aboriginal culture with a Welcome to Country*

An engaging welcome to country at QUT by a local Aboriginal dance group lead into sessions with QUT Creative Enterprise Australia - Nicole Jordan and Shelli Trung

on Doing Business with Big Business and Fundraising in Australia and seeing pitches at the Catalyst Collective Pre-accelerator.

Investor Anthony Owen talked about Failures and Funding, followed by a visit to River City Labs with Sam Joyce and Peta Ellis plus an evening sessions on Collisions: Scaling a Global Business.

The final couple of days involved a growth hack on participants' projects, one on one meetings and a visit to Blue Chilli.

### **Post-Course Workshop in Yogyakarta – Indonesia's Hot Entrepreneurial City**



*Visiting PT Aino Indonesia, a company providing e-ticketing, e-identity and e-money*

During the post-course workshop the group connected with Aino Indonesia, a company providing e-Ticketing, e-Identity and e-Money Integration followed by a visit to PT Gamatechno, subsidiary of Gama Multi Group. Aditya (alumni of Start-up STA 2017) shared the history of the company, unusual structure as it commercialises University research, and the diverse range of products and services that the group has developed. The group also had an opportunity to visit Innovative Academy Hub for young digital application developers and startups.

*"The opportunity to connect with Australian start-ups, companies, to visit the facilities related to our fields and to learn in one of the best institutions in Australia and be part of the alumni network"*

*"The highlight is the Mega Meet Up in Adelaide because every industry is joining the meeting up and get chance to talk deeper with other start up in same industry"*

You can read all about the In-Australia program via this Storify link:  
<https://storify.com/waperry/techs-calupid-5921a8944142d5e438b54f13#publicize>



*Inside Yogyakarta's entrepreneurial ecosystem at Gamatechno*

### **Contact**

**Nelson Salangsang**  
 Manager – International Projects  
 Queensland University of Technology  
 Telp : +61 7 31381418  
 Mobile : +61 0404804018  
 E-mai : n.salangsang@qut.edu.au