



## new General Manager...

The Warren Centre has appointed Robert Mitchell as The Centre's General Manager, following Angus M Robinson's move to The Australian Technology Park Sydney.

Angus played a central role in the growth and development of The Centre and, as General Manager of the ATP, will be an important part of the wider Warren Centre family.

With experience in the commercialisation of technology and strong engineering, management and marketing skills, Robert is well placed to steer The Warren Centre through its next phase of development.

From 1988-1993, he worked as an Executive with the Inter Corporate Licensing Division of the British Technology Group. Based in London and later Philadelphia in the US, Robert was responsible for acquiring and commercialising technology created in the business sector.

To achieve this he negotiated international licensing agreements between organisations in the UK, EEC, US, Japan and Israel covering a broad portfolio of technologies from stereolithography to plastic injection moulded products.

"During this time, I realised the importance of interface organisations which increase the chances of successful commercialisation," said Robert.

"Australia creates more intellectual property per capita than most other nations, however we are not so successful with its commercialisation.



*Robert Mitchell, The Centre's new General Manager has a long held interest in the advancement of technology.*

"I believe The Warren Centre is in a unique position to overcome some of the difficulties associated with providing low cost assistance to the innovators and entrepreneurs."

Robert, who holds a Chemical Engineering degree and an MBA from IMD in Lausanne, is also looking forward to working on The Centre's major projects.

"They provide an opportunity to study problems that cut across many different interest groups. I am excited about working with Australia's leading thinkers – in academia, business and government – to understand these problems and find a framework to develop solutions."

## Energy efficiency PROJECT WRAP-UP

The Industrial Energy Efficiency project has wound-up, but the benefits to Australian industry promise to be long-standing.

The Department of Industry, Science and Resources' Energy Efficiency Best Practice Program and The Centre for Analysis and Dissemination of Demonstrated Energy Technologies (CADDET) will monitor the case studies' implementation and report on ensuing achievements.

The project identified possible energy savings in just five case studies of \$8million and the potential for Australian industry to make savings of up to 20% on its \$16 billion energy bill.

In addition to the seminars, Visiting Fellow, Norman White also gave two workshops to the project fellows providing training in energy management, and five private briefings to project sponsors.

The project reports will be available soon. Contact Cheonhee Sohn on (02) 9351 3752.

## early-stage COMMERCIALISATION seminar

Close to 100 people attended the half-day seminar, High-Tech Startups, which explored early stage commercialisation of technology.

The seminar's guest speaker, Rina Pridor, Founder and Director of the Technological Incubators program in Israel, outlined the success of Israel's program which since 1990 has created 27 successful incubators. After just a few years, a number of the resulting companies have listed on the NASDAQ stock exchange in the USA.

The seminar also explored the Australian situation and the gap between invention and commercialisation.

Sponsorship of PricewaterhouseCoopers which hosted the event is gratefully acknowledged.

For further information, contact Robert Mitchell on (02) 9351 4048.

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## ...and two new Governors



From left: The Centre Chairman, Peter North, with founder of The Bishop Group, Dr Arthur Bishop and new Governor, Bruce Grey.

The Warren Centre welcomes two new Governors to its network of leaders from technology-driven organisations.

Both Bruce Grey, Director and Group General Manager of The Bishop Group, and David Gaul, Managing Director and joint CEO of CEA Technologies Pty Limited, will bring valuable input to the Governors' program and its range of technology-focused briefings and networking opportunities.

Founded in America in 1957 by Dr Arthur Bishop, The Bishop Group holds over 400 patents and patent applications, licensing its technology to engineering corporations throughout the world.

Now based in Sydney with offices in the US, The Group consists of five operating companies – Bishop Steering, Bishop Innovation, Bishop Manufacturing Technologies, Bishop USA and Bishop Austrans.

Bishop's steering designs are used in 20% of the world's passenger cars produced each year

including models from BMW, Fiat, Ford, GM, Honda, Jaguar, Mercedes Benz, Toyota and Volkswagen.

Bruce Grey has been with the company for the past three years during which time The Group has more than doubled in size.

CEA Technologies is a Canberra-based electronic system design company with offices in Adelaide, Melbourne and San Diego.

Since 1983, CEA has been providing Australian designed and manufactured electronics and communications solutions for military and civilian applications. This includes communication and radar systems, active and specialised antennas, sensor processing and modelling, systems integration and design, display software and data fusion.

CEA has achieved an average yearly turnover growth of 50% per annum. David Gaul is Managing Director and co-founder of CEA Technologies.

## SUPERCORRIDOR Broadband Network

The Centre is part of a national approach to develop the next generation of broadband information services, of which the SuperCorridor initiative (see last news bulletin) is a part.

A meeting in December in Canberra brought together the major initiatives in Australia including the Sydney Corridor project, Pacific Innovation Corridor in South-East Queensland, the ACTEW TransAct project in Canberra, the ACSys Broadband Network and the overseas links through APAN and TransPAC.

Trevor Cole, The Centre's Executive Director, is part of the planning group seeking funds for a feasibility study which will justify the significant government and industry support required if Australia is to implement an effective research broadband network.

Companies and research bodies are being sought for cash or in-kind contributions to match those of the Federal Government. Contributors will become members of the study's Steering Committee or Reference Group.

Further details, contact Trevor Cole: [trevor@ee.usyd.edu.au](mailto:trevor@ee.usyd.edu.au)

## DIARY DATES

29 April:

Memtec founder Denis Hanley will deliver the 1999 Warren Centre Innovation Lecture at the Hotel Inter-Continental Sydney. For more information contact, Cheonhee Sohn on (02) 9351 3752.

## A U S T R A L I A N MICROELECTRONIC N E T W O R K

The Warren Centre's Executive Director, Trevor Cole, is assisting in the creation of a network to improve industry access to leading-edge microchip circuit design software and related know-how and services.

Originating from the universities of Sydney, Macquarie and New South Wales, this initiative now has support from State Governments (NSW, South Australia and Queensland), other universities across Australia as well as a number of key industries.

The network is needed if the Australian electronics industry is to survive into the next century when access to 'systems-on-a-chip' capability will be the only way to sustain functionality and speed of product development critical to success within the global marketplace.

Design tools and access to fabrication for this costs many millions of dollars. It is only through shared resources that Australian industry will be able to afford and access the required skills.

Application is being made for funding of a feasibility study for the network as part of an existing industry support program.

The network is envisaged as a central node providing core services with design and support nodes in each State.

For further information, contact Trevor Cole: [trevor@ee.usyd.edu.au](mailto:trevor@ee.usyd.edu.au)

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