

Trade Mission to Australia

Sydney & Melbourne: 7 - 11 October, 2019



Sydney, NSW



Melbourne, VIC

About the Trade Mission

The Virginia Economic Development Partnership (VEDP) from the US state of Virginia has organised to bring 7 companies on a trade mission to Australia.

The aim of this visit is to facilitate the creation of business connections and linking of opportunities between the participating US companies and businesses in the Australian market.

Company Profiles and Meeting Scheduling

Foley & Associates, as the Authorised Trade Representatives for VEDP, have been engaged to co-ordinate high-quality B2B meeting programmes for each of the participating companies. For further information or to request a meeting with a visiting company, please contact the nominated F&A Project Manager.

Participants



AT&T



AT&T is a world leader in global business communications. They serve approximately 2,000 of the largest multinationals that do business in more than 2 continents and have significant networking requirements in the U.S. Joining this trade mission are two divisions of AT&T; the **Business, Global Public Sector, Defense Segment** and the **Public Sector & Government Solutions** division.

Business, Global Public Sector, Defense Segment

AT&T's Global Public Sector division focuses on extending the company's IT services and Network Solutions to International Government agencies and Defense ministries. Capabilities include Cybersecurity, Cloud/Hosting, Mobility, Unified Communications, Wireline and Wireless Network Services and System Integrator/Professional Services.

Mission: The division are visiting the market to meet with relevant government contacts in defence and potential partners in the private sector active within the Australian defence industry.

Contact Jenny O'Sullivan at Foley & Associates

Public Sector & Government Solutions

The Public Sector & Government Solutions division of AT&T works within the Public Sector across all areas except for Defense. They offer global networking services, endpoint security solutions, software defined networking, cloud networking, managed cyber security solutions, security consulting, threat detection and DDOS mitigation.

Mission: They are visiting the market to meet with potential partners in the private sector active within the IT and telecommunications space. The division also wishes to meet with government agencies with a global presence to further understand the opportunities for their division in Australia.

Contact Jenny O'Sullivan at Foley & Associates

Harris Healthcare



Harris Healthcare, a division of Harris Computer Systems, is a leading provider of healthcare software and services. Their suite of proven digital health solutions is focused on improving the safety, quality and efficiency of patient care.

Mission: Harris Healthcare are seeking to introduce two of their key solutions to the Australian market: **AcuityPlus**, a solution for optimizing nurse staffing, and the **Uniphy** clinical communications and collaboration platform.

They are interested to meet with potential partners providing complementary solutions to the Australian digital health sector, as well as to connect with healthcare providers in order to explore opportunities for their solutions in Australia.

Contact Victoria at Foley & Associates

PAE ISR



PAE ISR, a division of greater PAE, is the OEM manufacturer of the Resolute Eagle (RE), a Group 3 UAS with **defence/military applications**, as well as potential applications outside defense. The company is a full-service provider for unmanned aerial systems, providing expertise in intelligence, surveillance, and reconnaissance solutions and services. They will be in Australia exploring future opportunities to supply to the Australian DoD, and are also very keen to explore **civil applications** with organisations in air freight, mining, gas and oilfield exploration, emergency medical delivery, search & rescue etc.

Mission: PAE ISR are seeking to meet with companies with strengths in UAV and Defence technology including Intelligence, Surveillance and Reconnaissance (ISR); and relevant government contacts.

Contact Chris or Jen Coles at Foley & Associates

PunchOut2Go



PunchOut2Go is a software development company, providing a middleware / gateway solution that facilitates ease of B2B eCommerce between buying organisations and suppliers. The '**punchout**' catalogue supports all common 'buy side' and 'sell side' eCommerce platforms including SAP, Ariba, Hybris, Oracle, Magento, Salesforce B2B Commerce, Insite, Coupa etc.

Mission: The company are visiting to learn more about the market and are seeking to meet with potential partners specialising in eCommerce and solutions in either procurement or supply. They are also seeking to meet with new end-customers, and strengthen relationships with existing end-customers in the market.

Contact Chris or Sam at Foley & Associates

RIVANNA



RIVANNA is a privately held medical technology company that has developed and commercialised the Accuro epidural guidance device, designed to improve the safety, speed and success of epidural and spinal anaesthesia. The versatile imaging device is utilised by anaesthetists at leading hospitals in the US for spinal anaesthesia guidance, as well as a variety of additional imaging applications, including diagnostic imaging of musculoskeletal and abdominal anatomies.

Mission: Rivanna are seeking to meet with potential distributors in the Australian market. They are also interested to meet with potential end-customers to demonstrate the benefits of the Accuro device.

Contact Victoria at Foley & Associates

Synergy International Systems



Synergy provides software solutions designed to help public and non-profit sector organizations operate effectively. The company focuses on specialized areas such as monitoring and evaluation (also known as performance measurement), judicial case management, and social safety net management. Synergy is both a software vendor (its software products are proprietary) and a full-service implementation company (software customization, training, technical support).

Mission: Synergy are visiting the market to meet with prospective clients in the judicial and NGO space and prospective partners in IT and management consulting.

Contact Jenny O'Sullivan at Foley & Associates

The Team at Foley & Associates



ANGELA FOLEY
Managing Director
Foley & Associates Pty Ltd
T: +61 (0) 2 9229 8557
E: angela@foley.net.au



HOLDEN FRISOLI
General Manager - Operations
Foley & Associates Pty Ltd
T: +61 (0) 2 9229 8556
E: holden@foley.net.au



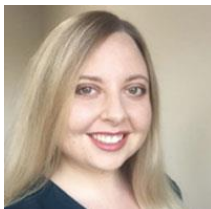
JENNY O'SULLIVAN
Senior International Trade & Investment
Advisor
T: +61 (0) 2 9229 8557
E: jenny@foley.net.au



CHRIS EVANS
International Trade & Investment Advisor
Foley & Associates Pty Ltd
T: +61 (0) 2 9229 8559
E: chris@foley.net.au



VICTORIA SEARLE
International Trade & Investment Advisor
Foley & Associates Pty Ltd
T: +61 (0) 2 9229 8558
E: victoria@foley.net.au



JEN COLES
Junior International Trade Advisor
Foley & Associates Pty Ltd
T: +61 (0) 2 9229 8507
E: jcoles@foley.net.au



SAM GRIBBLE
Junior International Trade Advisor
Foley & Associates Pty Ltd
T: +61 (0) 2 9229 8556
E: sam@foley.net.au