

Growing the pie: key industry wins over the last two quarters



Did you know the policy and advocacy team are committed to raising the profile of members to participate in and influence national policy? We also aim to help you generate new business and collaboration opportunities.

Although we do a lot of work not a lot of members are aware of the business opportunities we make available or policy wins that members can take advantage of.

We're changing this in two ways:

- First we're releasing a regular series called 'Growing the Pie' which will highlight key industry wins over the quarter. This first edition covers the last 2 quarters because we have a lot to share.
- Second, we're re-launching the AIIA policy bytes section called 'Policy Bites'. What we include moving forward will give you: the context, the facts and why it relates to you, our members. We have great engagement from some members, but not all of you are leveraging the opportunities we provide. With engagement we will be able to more appropriately represent your ideas, address concerns to your business and put them into context for government.

Some of what the AIIA Policy team has been doing for you . . .



PROPOSED

Intensity Test proposed for the R&D Tax Incentive not adopted as direct result of AIIA advocacy. This means members have access to the same level of tax rebates instead of the significantly reduced rebates proposed.



INFLUENCED

Influenced restructuring of federal government ICT procurement arrangements - out of the Department of Finance and into DTA in support of a whole of government digital government approach. As part of this, we've put members in front of key government officials and ministers to raise the profile of industry expertise and collaboration opportunities.



RAISED CONCERN

Successfully raised industry concern regarding the complexity and timeliness of the CCSL and IRAP processes. The issue has been taken to Cabinet for resolution.



HOSTED

Hosted regular policy focussed forums which have directly engaged members including:

- Roundtables with Ministers: Angus Taylor (Digital Government); Dan Tehan (Cyber Security); Arthur Sinodinos (Industry, innovation and Science); Greg Hunt (Industry, Innovation and Science, now Minister for Health);
- Bi monthly cadence meetings with DTA and Assistant Minister Taylor's Office;
- Member workshops with Gavin Slater (DTA), Alastair McGibbon (PM&C); Charlie Day (Innovation Australia) on issues including cyber security, innovation, the R&D tax Incentive, government procurement,



PUBLISHED

Published two major thought leadership publications

- Performance of Government Service Delivery
- Skills for today. Jobs for Tomorrow.



INFLUENCED

Influenced opening up of Federal Digital Marketplace - to include access to products and services - not limited to contingent labour. Members with relevant products and services can now sell directly to government in the market place.



NEGOTIATED

Commenced negotiations with DTA to develop an MOU between AIIA and DTA to drive improved industry engagement in government policy and program/project delivery.



PROVIDED INPUT

Provided input to development of the trusted digital identity framework (TDIF) to ensure Government adopts an open market, scalable approach as the basis for a national digital identity model with opportunities for businesses to participate in the identity proofing ecosystem



NEGOTIATED

Negotiated broad range of ICT skills to remain eligible for 457 visas - in face of significant reforms to program introduced in April 2017. This allows members to continue using 457 visas on a much broader range of ICT hires than was proposed.



NEGOTIATED

Negotiated GITC (Government ICT) contract for members in Queensland. The framework makes it easier to do business with government, cuts down red tape and opens up more opportunities for SMEs.



CYBER RESPONSE

Engaged by Prime Minister in national cyber security response planning. Through direct engagement in a series of workshops this enabled members to showcase their expertise and really inform government policy on cyber security related issues important to industry.



HOSTED

Hosted the Global Technology Leaders Dialogue. This involved 35 digital leaders, from 10 countries to discuss 2 critical issues: 1. Jobs and the Future of Work and 2. Keeping Communities Safe: Building Cyber Resilience. The forum keeps AIIA and industry engaged with policy issues in the regions our members work in



DELIVERED

Delivered the Navigating Digital Government Summit. Over 200 attendees from business, media, industry and government to raise awareness of technology capabilities available to drive the digital government agenda.



NEGOTIATED

Commenced negotiations with University of Canberra, NSW and Federal Governments to build programs aimed to drive ICT skills development and improve the workforce readiness of graduates. t

Stay tuned for more next quarter – and get involved so you can be part of the push to Grow the Pie.