

Showcasing the vibrancy and success of the Indigenous business sector



Supply Nation



Jasmine Newman



Gerry Matera



Adam Goodes



Indigecko

Acknowledgement of Country

Supply Nation acknowledges the Traditional Owners of Country throughout Australia and recognises their continuing connection to land, waters and community. We pay our respect to them and their cultures; and to elders both past and present.

Inside this issue

Aboriginal and Torres Strait Islander readers are advised that this magazine contains names of people who have passed away.

04

CEO message

06

Our history

08

2022 highlights

11

Export Nation

12

First Nations
Collective Impact
Program

14

Connect 2022
highlights

20

Indigenous Business
Tradeshow

23

Gala Awards Dinner

26

Connect sponsors

28

Supplier Diversity
Awards 2023

31

Supplier Diversity
Award winners 2022

52

Success stories

54

Our partners



A message from our CEO

Jodie Taylor

As we reach the end of another year, we are thrilled to release our second edition of the Supply Nation magazine to reflect on the achievements of Aboriginal and Torres Strait Islander businesses, our corporate, government and non-for-profit members, our valued partners and the entire Indigenous business sector.

After a challenging few years navigating the impacts of the COVID-19 pandemic, we were delighted to host an array of in-person events, activities and trainings this year, to foster opportunities for our stakeholders – nearly 4,000 Indigenous businesses and almost 700 government, corporate and not-for-profit members.

We are thrilled to see Australia's ongoing commitment to supplier diversity. During the last financial year (2021-2022), our members spent **\$3.8 billion** with our verified Indigenous businesses - a 62% increase from the previous financial year. This is a true testament to the capability of Aboriginal and Torres Strait Islander businesses, and the strength and resilience of the Indigenous business sector.

Our annual flagship event, Connect 2022, was our biggest yet. In this magazine, we revisit all of the unforgettable moments from the event in May and recognise our valued sponsors, hosts and entertainment, who made this year's event so successful. We know that we couldn't continue to produce events of this size, scale and impact without all of those involved.

In July, we farewelled our former CEO Laura Berry – who guided the organisation through tremendous growth during her seven-year tenure. It has been a privilege to take on the role of CEO from Laura and I am excited to be looking ahead and leading Supply Nation into a new era.

In October, Supply Nation was honoured to collaborate with the Native American Business Association (NABA) to join the First Nations Collective Impact Program in the United States. Our Co-Chair Michelle Deshong,



Deputy Chair Glenn Johnston, National Manager of Indigenous Business Engagement Jenny Wardrop and Indigenous Business Export Program Development Manager Chris Rees joined the program, along with Indigenous business owners, to participate in a variety of meetings and events across the United States. The delegation shared their experiences and knowledge, and established relationships with organisations and government departments to strengthen global opportunities for First Nations businesses.

To wrap up Indigenous Business Month in October, we hosted the First Nations Business Trade Fair in collaboration with the National Indigenous Australians Agency (NIAA), ACT Government and the Department of Parliamentary Services. Taking place at Parliament House in Canberra, the event brought together approximately 75 Indigenous businesses and over 750 motivated buyers to build meaningful business connections.

Thank you again for your ongoing support of the Indigenous business sector. On behalf of the team at Supply Nation, I would like to wish you a restful and relaxing holiday period and I look forward to connecting with you in the new year.

Warm regards,

Jodie Taylor
Chief Executive Officer
Supply Nation

An overview of our history



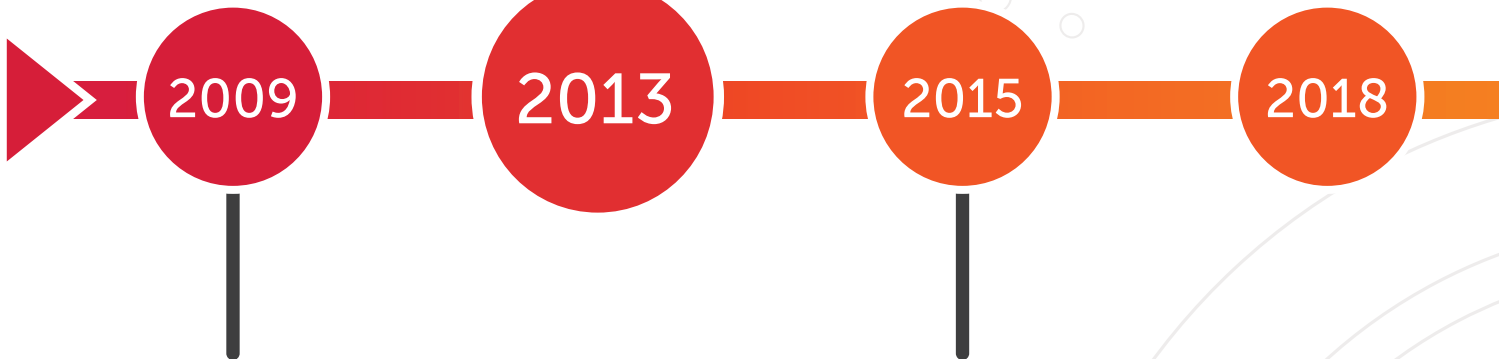
After successfully completing the three-year pilot phase, AIMSC rebranded to become **Supply Nation**.



Supply Nation



Rebranded the Supply Nation logo to the connection of **corporate, government and Indigenous businesses** across Australia.



The **Australian Indigenous Minority Supplier Council** (now Supply Nation) was founded and the very first Connect was held with 13 Indigenous businesses exhibiting.



The Federal Government launched the Indigenous Procurement Policy – with Supply Nation's **Indigenous Business Direct** mandated as the first port of call for Federal Government.





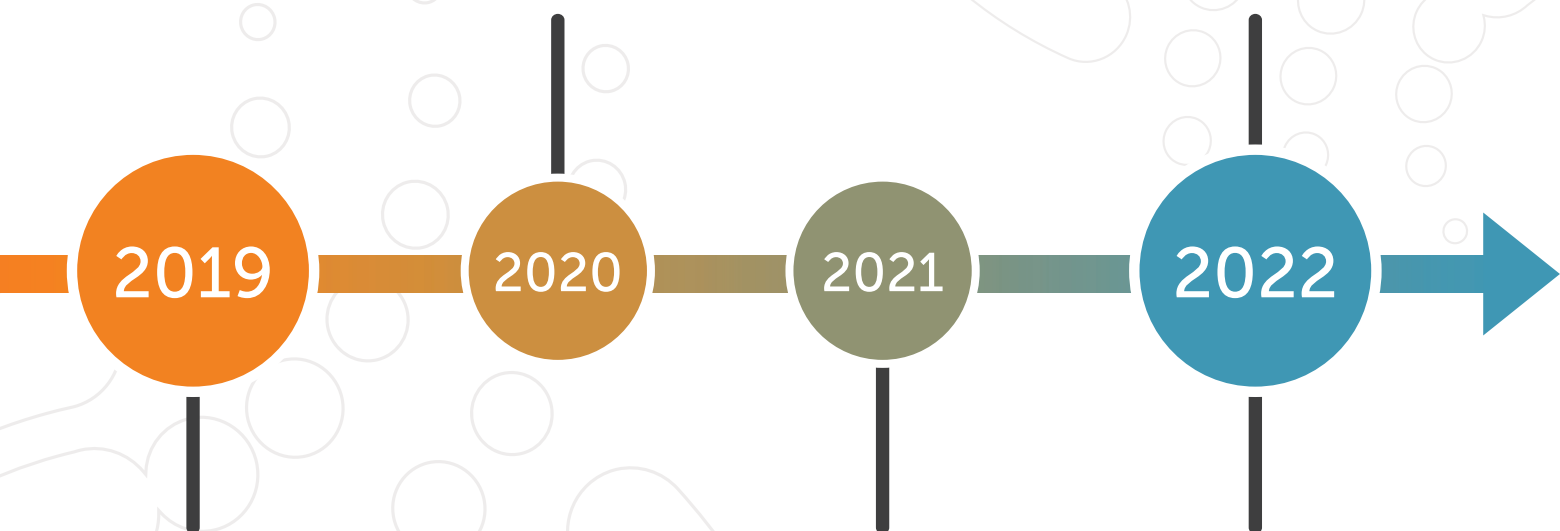
represent
ment and
Australia.



Developed a range of initiatives to support the Indigenous business sector through the COVID-19 crisis, including the development of our **Knowledge Hub** and **Capability Hub**.



Farewelled our former CEO **Laura Berry** and welcomed our new CEO **Jodie Taylor**.



Celebrated Supply Nation's **10-year anniversary** at Parliament House in Canberra.

Reached over **3,000 verified Aboriginal and Torres Strait Islander businesses** on Indigenous Business Direct.

Hosted our biggest **Connect** event with over **3,000 attendees**.



3,000
Suppliers



2022 Highlights

Collaboration is one of Supply Nation's core values and this year, we were thrilled to participate in a variety of events alongside Aboriginal and Torres Strait Islander businesses and corporate, government, industry and community leaders, to work together to champion supplier diversity and transform the Indigenous business sector.

March - May



Chartered Institute of Procurement and Supply Conference



Telstra Best of Business Awards 2022



Chief Executive Women Annual Dinner



Connect 2022

June - July



Sydney Build Expo



National Reconciliation Week on Minjerrabah (North Stradbroke Island)



Western Australian Mining Club Luncheon



ANZ NAIDOC Week Marketplace



South Australian NAIDOC Week Awards luncheon



Richard Crookes Constructions NAIDOC Week morning tea



Mirvac's NAIDOC Week Panel Discussion



14th Australia New Zealand Leadership Forum (ANZLF)

August - September



Grow with Google for Indigenous businesses digital skills workshop



GO Foundation Lunch



Private roundtable discussion with Foreign Affairs Minister Hon Senator Penny Wong



Jobs and Skills Summit



ABC's Weekend Breakfast Program



Buildcorp NSW Indigenous Supplier event



Indigenous Emerging Business Forum (IEBF)



CEO presentation for Tourism Australia

October



Ben & Jerry's 'Our Islands Our Home' event



Launch of Indigenous Business Australia's (IBA) Impact Report



Australians for Native Title and Reconciliation (ANTAR) 25th Anniversary Dinner



ComfortDelGro (CDC) Australia meet the buyer event



Fulton Hogan's Innovate Reconciliation Action Plan (RAP) launch



First Nations Collective Impact Program



Southeast Queensland Indigenous Expo and Forum



Torres Strait Regional Authority (TSRA) training

October



NSW Treasury's First Nations business report launch



The Circle First Nations Business Showcase (South Australia)



Commonwealth Bank of Australia's Momentum Conference



First Nations Business Trade Fair Canberra

November - December



Cushman and Wakefield FMA supplier diversity event



Sydney Water Supply Chain and Recruitment Expo



Indigenous Leadership Summit



CPB Reconciliation Action Plan (RAP) Launch



SAP Spend Connect Forum



Google Stretch Reconciliation Action Plan (RAP) launch



Export Nation

Export Nation can help you take the first step to reach a global market!

Supply Nation's Export Nation platform is an initiative to help Aboriginal and Torres Strait Islander businesses sell their products and services outside of Australia.

We firmly believe there is significant potential for Indigenous suppliers to engage in international business. Our Export Nation platform provides businesses with access to information, resources and opportunities to guide them through their export journey and help them succeed in a global market.

Why should you engage in international business?

Export can help your business:

- grow steadily and sustainably
- diversify and spread your risk of doing business
- learn innovative ideas to promote your business
- increase the efficiency of your business

How do you know if export is right for you and if you are ready to export?

To help you answer this question, we have developed a simple export readiness quiz.

We encourage you to complete the quiz to understand how ready you are to engage in international business and what you may need to do to prepare. You will receive a copy of the quiz results by email and we are always happy to discuss the results with you. Click [here](#) to complete the quiz.

To learn more about Export Nation, log in to your supplier portal [here](#).

If you have any questions, please contact us directly at exportnation@supplynation.org.au



First Nations Collective Impact Program

In collaboration with the Native American Business Association (NABA), Supply Nation was delighted to join an international business exchange event in the United States – the First Nations Collective Impact Program.

NABA and Supply Nation were awarded grant funding by the U.S. Department of State (U.S. Embassy Canberra Public Affairs Section) to support Australian and U.S. delegates to travel to three U.S. cities as part of the program.

Supply Nation Co-Chair Michelle Deshong, Deputy Chair Glenn Johnston, National Manager of Indigenous Business and Engagement Jenny Wardrop and Indigenous Business Export Program Development Manager Chris Rees joined the program, along with Indigenous business owners, to participate in a number of meetings and networking events in Alaska, Washington D.C. and New Orleans.

The delegation attended the Alaskan Federation of Natives (AFN) Annual Convention - the principal forum and voice for the Alaskan Native community in addressing critical issues of public policy and

government - and were thrilled to receive a private tour of the Alaskan Native Heritage Centre in Anchorage.

In Washington, the delegates met with the Navajo Nation and the U.S. Department of the Interior to discuss opportunities for Indigenous businesses in Australia and the U.S. The Supply Nation team was proud to sign two historic Memorandums of Understanding (MOU) to formalise our relationship with the NABA and the American Indian Chamber of Commerce Oklahoma.

On the final leg of the journey, the delegation attended the 50th Anniversary National Minority Supplier Diversity Council (NMSDC) Conference and Exchange in New Orleans. The four-day event focused on achieving \$1 trillion of impact and to chart the course of supplier diversity for the next 50 years. We were pleased to join our global partners at the Global Supplier Diversity Alliance (GSDA) International Lounge and participate in a variety of networking events over the four days.

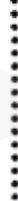
We were honoured to be offered the opportunity to join the First Nations Collective Impact Program to work collaboratively to re-establish traditional trade routes and foster international opportunities for Indigenous businesses.



SUPPLY NATION



**COLLECTIVE
IMPACT 2022**



Supply Nation





Connec highl



Connect is Supply Nation's annual flagship event for the Indigenous business sector. The event brings together Aboriginal and Torres Strait Islander businesses, corporate organisations and government departments to foster new business opportunities and celebrate the success of the sector.



Connect 2022 Highlights



After a difficult few years for businesses across the country, we were proud to deliver a national event to foster connections in a face-to-face environment for the first time since 2019.

We transformed the format of this year's event to a one-day experience – focusing on networking opportunities and highlighting the resilience of the sector at the Indigenous Business Tradeshow and the Gala Awards Dinner.

We were thrilled to host an international delegation of business representatives from the Native American Business Association (NABA), led by President Bailey

Walker, alongside Consul General and Senior Trade and Investment Commissioner at Austrade, Benson Saulo. The delegates connected with Indigenous businesses, advocacy groups, community organisations and leaders at the event - to strengthen First Nations connections, explore trade opportunities, and share experiences, challenges and opportunities.

We hope you enjoyed Connect 2022 and the opportunity to reconnect as a sector.

Stay tuned for further details about Connect 2023 here: connect.supplynation.org.au

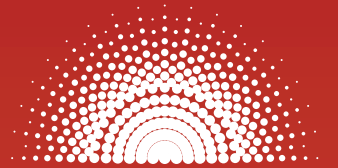
The Connect 2022 experience



160 exhibitors
at the Tradeshow



1,800 attendees
at the Tradeshow



SUPPLIER
DIVERSITY
AWARDS

1,400 guests at
the Gala Awards
Dinner



36% of attendees
visited from interstate
or overseas



2,147 total
Connect event app
downloads



“

It was motivating
and an experience I
will never forget.

”

“

It was humbling to see so many Indigenous businesses in one place learning from and connecting with each other.

”



“

The highlight for us was the ability to network with inspiring Indigenous businesses.

”



“

The energy of the event was fantastic; great suppliers with broad offerings, and a great number of attendees.

”





Indigenous Business Tradeshow

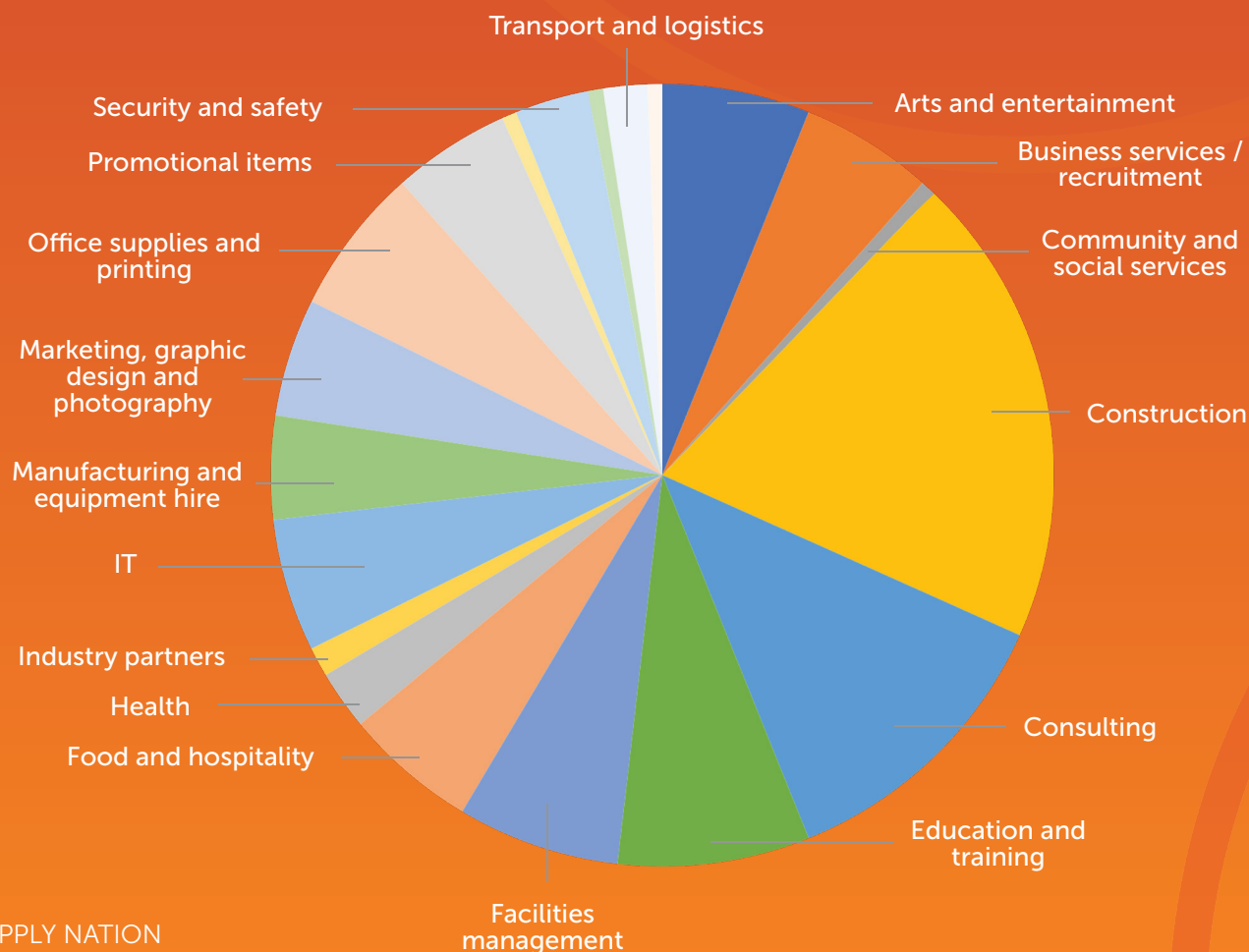
We were thrilled to have over 1,800 Indigenous businesses, corporate and government organisations and international delegates through the Tradeshow doors – our biggest Indigenous Business Tradeshow yet!

Hosted by award-winning journalist and broadcaster Dan Bouchier, the Tradeshow provided 160 Aboriginal and Torres Strait Islander businesses with the opportunity to showcase the diversity and vibrancy of their products and services to some of Australia's leading corporate organisations and government departments.

We were delighted to have Yvonne Weldon from the Metropolitan Local Aboriginal Land Council provide a warm Welcome to Country and performances from Gumaroy Newman and Yidaki Yulugi, Harbour Beizam Dance Group and De Greer-Yindimincarlie throughout the day.



Diverse industry representation at the Tradeshow



Tradeshaw highlights

This year, we were proud to offer a range of dedicated spaces across the Tradeshaw floor – including new spaces to help foster connections and promote engagement opportunities.

Activation Hubs



McKinsey Problem Solving Hub

This space was home to a team from McKinsey who were on hand throughout the day to engage with Indigenous suppliers to help solve business problems, such as defining purpose and vision, how to run marketing campaigns, navigating funding and expanding business operations.



bp Artist Hub

We were joined by Wiradjuri artist Allan McKenzie who painted a mural live on the Tradeshaw floor. Allan's artwork was gifted to Gerry Matera and the team at Marawar at the Gala Awards Dinner that evening, as winners of the Registered Supplier of the Year Award – proudly sponsored by bp.



Woolworths Reconnect Hub

Woolworths were proud to sponsor this space to offer a relaxing atmosphere for suppliers and members to reconnect after three years apart. With a beautiful piece of artwork on display, rotating video content and fresh fruit on hand, it was wonderful to have a dedicated space to connect with friends old and new.



Koori Mail Fundraising Hub

Proudly sponsored by Stockland and Indigenous Business Australia (IBA), we were delighted to bring to life a space that highlighted the important work Koori Mail has done to support flood affected communities in Northern NSW. The money raised on the day, and investments from Stockland and IBA, will help Koori Mail refurbish and secure ownership of their office in Lismore - which has been a hub for the community during the on-going flood recovery.



Yarning Hub

Proudly sponsored by NAB, the Yarning Hub was the heart of the Tradeshow and featured an impressive line-up of Indigenous entertainment, musicians and speakers throughout the day.



The Debut Exhibitors Pavilion

This area was home to over 30 first-time exhibitors at Connect – many who started their business prior to or during the COVID-19 pandemic.



Australian Government Link

A Connect favourite was back in 2022 with a dedicated space to provide the opportunity to meet directly with representatives from the Department of Defence, Austrade, National Indigenous Australians Agency and Department of Finance.



Supply Nation Welcome Lounge

Our friendly staff were stationed at our welcome lounge - offering merchandise, a space to have a yarn, and guided help from our Digital Team to help businesses update their profiles and navigate our online tools and resources.



The Export Nation Lounge

This new breakout zone was the place to be to connect with global industry leaders, chat to Supply Nation team about expanding your market overseas and network with international delegates. Qantas and the Consulate General of Canada proudly supported this new space, which also acted as a hub for a visiting delegation from the Native American Business Association.

Gala Awards Dinner

Hosted by renowned journalist, author and filmmaker Stan Grant, the Gala Awards Dinner brought together the Indigenous business sector to recognise the achievements of outstanding individuals and organisations at the Supplier Diversity Awards 2022.

Guests from across the globe gathered to celebrate the success of the Australian supplier diversity community. We were



thrilled to commence the evening with a smoking ceremony performed by Matt Doyle and a warm Welcome to Country from Yvonne Weldon, and were honoured to have live performances from First Nations Entertainer Mitch Tambo, R&B Soul Artist Mi-kaisha, Gumaroy Newman and Yidaki Yulugi, Bangarra Dance Group, Jannawi and Harbour Beizam Dance Group throughout the evening.







Connect 2022 sponsors

PLATINUM SPONSOR



Commonwealth Bank

Gala Awards Dinner

GOLD SPONSORS



Tradeshaw



Gala Awards Dinner /
Official Airline Partner /
Export Nation Lounge Supporter



Australian Government
Link Sponsor

SILVER SPONSORS



Export Nation Lounge
Supporter



Event App



Australian Government Link
Participant



Tradeshaw



Australian Government Link
Participant



Tradeshaw



Tradeshaw



Australian Government Link
Participant



Tradeshaw



Australian Government Link
Participant

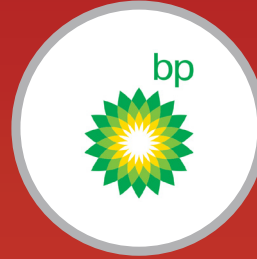
ACTIVATION SPONSORS



Activation Sponsor



Charity Sponsor



Activation Sponsor



Activation Sponsor



Charity Sponsor

AWARD SPONSORS

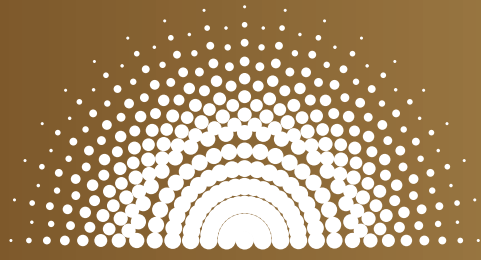


GET INVOLVED IN CONNECT 2023



Do you want to be a part of Supply Nation's annual flagship event? We are looking for suppliers and sponsors to help us deliver Connect 2023.

To find out more, please contact us at: connect@supplnation.org.au



S U P P L I E R
D I V E R S I T Y
A W A R D S

SUPPLIER DIVERSITY AWARDS 2023

The Supplier Diversity Awards recognise companies, government agencies and individuals who contribute to creating a prosperous, vibrant and sustainable Indigenous business sector. Despite the significant challenges over recent years, we were delighted to see an increased number of quality award nominations in 2022, demonstrating the continued growth of supplier diversity and the resilience of the Indigenous business sector. We look forward to opening the nominations for the Supplier Diversity Awards 2023 in the new year and celebrating the success and growth of the sector over the past 12 months.

**NOMINATIONS
FOR THE SUPPLIER
DIVERSITY AWARDS
2023 WILL OPEN
EARLY NEXT YEAR
- STAY TUNED!**



**CERTIFIED
SUPPLIER
OF THE YEAR**

This award recognises a Certified Supplier that has driven significant growth in their business and has demonstrated ongoing engagement with Supply Nation and / or our members. This award is open to current Supply Nation Certified Suppliers that are listed on Indigenous Business Direct.

**REGISTERED
SUPPLIER
OF THE YEAR**

This award recognises a Registered Indigenous Business that has driven significant growth in their business and has demonstrated ongoing engagement with Supply Nation and / or our members.

**SUPPLIER
DIVERSITY
ADVOCATE
OF THE YEAR**

This award recognises an individual from a member organisation or Indigenous business who has driven supplier diversity growth and development within their organisation and / or the Indigenous business sector.

**SAM TJENGALA
REUBEN AWARD
RECOGNISING
YOUNG
ENTREPRENEUR
OF THE YEAR**

This award recognises a young Indigenous entrepreneur who has successfully brought their business idea to fruition, can demonstrate the potential for significant growth in the years to come and has demonstrated ongoing engagement with Supply Nation and / or our members and Indigenous businesses.

**GOVERNMENT
MEMBER
OF THE YEAR**

This award recognises a government member that has demonstrated exceptional commitment, engagement and leadership in supplier diversity and driven significant growth in the Indigenous business sector.

**INDIGENOUS
EXPORTER
OF THE YEAR**

This award recognises an Indigenous business that is successfully operating within the export market; can demonstrate potential for future export growth and that has demonstrated ongoing engagement with Supply Nation and / or our members and Indigenous businesses.

**SUPPLIER
DIVERSITY
PARTNERSHIP
OF THE YEAR**

This award recognises two organisations (Supply Nation Indigenous businesses and / or members) that have worked in partnership to contribute to the growth of the sector and / or specific Indigenous businesses. Such partnerships can include mentoring, programs, consortia bids, and / or strategic alliances.

**CORPORATE
MEMBER
OF THE YEAR**

This award recognises a corporate member that has demonstrated exceptional commitment and leadership, and driven significant growth in supplier diversity.

**INDIGENOUS
BUSINESSWOMAN
OF THE YEAR**

This award recognises a female-identifying Indigenous business owner who has driven significant and sustainable growth in her business and has demonstrated ongoing engagement with Supply Nation and / or our members and Indigenous businesses.

**PROCUREMENT
PROFESSIONAL
OF THE YEAR**

This award recognises an individual who works within the procurement department of a Supply Nation member organisation and has driven significant growth in sustainable supplier diversity through their organisation's supply chain.

**DR DEAN
JARRETT AWARD
RECOGNISING
OUTSTANDING
IMPACT**

This award recognises an organisation or individual that has made an outstanding impact on supplier diversity and / or the growth of the Indigenous business sector. The winner is selected from the winners of all other award categories. The achievements and efforts of the winning organisation or individual illustrate the potential to drive growth and achieve a truly prosperous, vibrant and sustainable Indigenous business sector.



“ Wonderful event with so much positive energy in the room from everyone present. ”

“ The Gala was an outstanding event and afforded us another opportunity to connect and network. ”



“ The evening Gala was awesome; the entertainment was fantastic. Mitch Tambo was a knock out! ”



Supplier Diversity Award winners 2022

Indigenous Businesswoman of the Year

Jasmine Newman

Sam Tjengala Reuben Award recognising Young Entrepreneur
of the Year

Jack Reis

Certified Supplier of the Year

Indigeco

Corporate Member of the Year

BGIS

Supplier Diversity Advocate of the Year

Belinda Murdoch

Registered Supplier of the Year

Marawar

Supplier Diversity Partnership of the Year

Indigenous Defence & Infrastructure Consortium and Boeing Australia

Emerging Indigenous Exporter of the Year

Kalinda IT

Government Member of the Year

Department of Defence

Procurement Professional of the Year

Henri Fadli

Dr Dean Jarrett Award recognising Outstanding Impact

Henri Fadli



Jasmine Newman

Founder and Managing Director
Killara Services

Indigenous Businesswoman of the Year

Tell us about your professional journey, and what motivated you to establish your business.

When growing up in Western Sydney, I heard stories about my great grandfather, Bert Groves and how he was an instrumental figure in the campaign and ultimate success of the 1967 Referendum - with 90 per cent of the population voting yes. Australians voted to change the Constitution so that Aboriginal and Torres Strait Islander peoples would be counted as part of the population and the Commonwealth would be able to make laws for Indigenous Australians.

I too, had the same vision to create a real pathway for Indigenous Australians, to gain access to sustainable employment opportunities - increasing social and economic equality for Aboriginal people.

I wanted to create a real Indigenous Joint Venture business that would someday be the largest employer of Aboriginal people in my industry. Today, I can proudly say Killara Services is achieving just that. It hasn't been an easy journey, and to share some context on how I achieved this, you need to understand our foundations and just how far I have come.

My business was registered with Supply Nation as a Joint Venture (JV) in 2017 with the trading name GJK Indigenous Solutions (GJKIS). The minority shareholder in the business was GJK Facility Services, an established cleaning services provider.

In October 2018 GJKIS was Certified, then in July 2019 assessed as an Indigenous Joint Venture compliant with IPP requirements specified by the National Indigenous Australians Agency (NIAA).

Supply Nation classifies an entity as an Indigenous Joint Venture when an Indigenous business and non-Indigenous business come together to offer a service that an Indigenous business can offer with the support and resources of the non-Indigenous business.

Due to the growth in resources and capacity of the Indigenous shareholder, and the fact that GJKIS was directly employing a substantial workforce, and was building up its own inventory of plant, equipment and other resources, we were proudly reclassified by Supply Nation in late 2021 from an Indigenous Joint Venture to a stand-alone Aboriginal Pty Ltd company. This action was in recognition of the evidence provided by GJKIS of its capacity to operate successfully and independently, without any reliance on support and resources from the non-Indigenous shareholder. With this reclassification, I chose to re-brand the business so we had our own Aboriginal identity. Hence, we are now known as Killara Services.



“

We have been held back for over 100 years, now is our time, we are resilient, we are certainly capable and are ready to do business. I think our fight to want more for ourselves, for our families and for our community is a huge driver in our success.”

Tell us about the purpose and vision of your business.

As an Aboriginal business, creating opportunities for Aboriginal people is ingrained into the bloodlines of the company and is at the forefront of the company's vision and mission. Our business has been built upon three foundations: engagement, employment and empowerment. Using these pillars to drive and grow our business, we aim to be the largest employer of Aboriginal people in the cleaning industry.

We also recognise that our role as an Aboriginal business extends past our core cleaning services and that we have a responsibility to take our customers and stakeholders on a cultural journey, to create the foundations to build respectful relationships between Indigenous people, businesses and communities.

In what ways are Indigenous businesses unique?

We have been held back for over 100 years, now is our time, we are resilient, we are certainly capable and are ready to do business. I think our fight to want more for ourselves, for our families and for our community is a huge driver in our success.

What does success look like to you?

I measure Killara's success by the real outcomes we achieve for Aboriginal and Torres Strait Islander people in our communities. Sustainable employment, access to formal training and career progression are key measures. I also see success through the organic growth of the number of Indigenous businesses from year to year, ultimately success will be demonstrated when the capability of our sector is seen by Indigenous businesses being the prime contractors.

It also brings us together with our peers from all over the county, year on year we are demonstrating our growth and capability together.

Sam Tjengala Reuben
Award recognising
Young Entrepreneur
of the Year

Jack Reis

Group CEO
Baidam Solutions

“

Our vision was to enable
Aboriginal and Torres Strait
Islander communities to
contribute their skills and
financially benefit from the
cybersecurity industry. ”



Tell us about your professional journey, and what motivated you to establish your business.

What I stand for is impact. Impact for my people and leaving a legacy of impression for other leaders to follow. Throughout this journey, there were (and are) doubters who can't understand my goals of generational change and equality, or don't align with my morals. My greatest achievement isn't the fiscal aspects of my company, but rather showcasing to everyone that you can give back to society while also operating a for-profit, successful business.

The impact equity generated as a result of starting Baidam Solutions is one of my greatest achievements – touching as many lives positively, creating a lasting legacy, being responsible for actual change and a role model for others with the same goals as me.

Tell us about the purpose and vision of your business.

My inspiration for the business came from a startling juxtaposition - the booming cybersecurity industry and the almost complete absence of Indigenous individuals in the field. Baidam Solutions' vision was to enable Aboriginal and Torres Strait Islander communities to contribute their skills to and financially benefit from the cybersecurity industry, where work is all too often offshored. To this end, I founded the Baidam Initiative, funnelling more than half of the business's profits to ICT pathways for Indigenous people interested in cybersecurity careers. Baidam is proud to have successfully funded cybersecurity courses for ten Indigenous ICT aspirants at the prestigious U.S.-based SANS Institute.

At the core of Baidam Solutions' vision is the philosophy of a demonstrable social return on investment - tracking the impacts of the business that are not traditionally reflected in a profit or loss statement. The fruits of this philosophy thus far have been the ground-breaking Baidam Initiative. Spearheaded by myself, during fiscal year 2021, 52% of business profits were redirected to creating clear accreditation pathways for Indigenous peoples excited by the prospect of a career in ICT and cybersecurity, but who have not had the opportunity, the funds or the industry contacts to follow through on that passion.

What are some of your short-term and long-term challenges and how will you overcome them?

First, while many large companies and government departments now have a Reconciliation Action Plan (RAP), understanding and implementing them presents a specific challenge, which Baidam has inherited. Occasionally, RAP's are outsourced to Human Resources and often, leadership does not actually understand the contents of these important documents. Therefore, I regularly refer companies and government entities to Indigenous-owned businesses who specialise in crafting RAP's. I have also highlighted policies in RAP's that assist Indigenous procurement



policies in Australia, thereby driving business impacts for Indigenous businesses and helping sizeable corporations and governments meet their obligations under their own policies.

Second, Baidam is not technically classed as a social enterprise, but rather a profit-for-purpose business. Baidam does not accept any grant funding and nor is it propped up by government largesse; from the viewpoint of the company's co-founders, receiving grants would take away money from other deserving Indigenous businesses. Without recourse to such funds comes a significant challenge, namely that Baidam necessarily follows a commercial-led impact model. Furthermore, there is often a large difference between saying an impact will be made and actually making that impact—the process can be very drawn out. A key aspect of Baidam's approach has therefore been a swiftness in our approach without compromising the quality of our work to our customers.

Third, it is impossible to magically grow the number of Indigenous cyber technicians without providing clear study and employment pathways into the industry. Without cultivating future Indigenous employees and leaders, the ICT sector would continue to reproduce an almost entirely non-Indigenous workforce. It's why I have chosen to lead by example, forming the Baidam Initiative to provide accreditation for Indigenous youth at universities at the SANS Institute, as well as using my industry contacts to secure internships for applicants.

What does success look like to you?

When I think about success, I always attempt to forecast the future and how I hope it looks as result of the work being completed today. In 20 years, I hope that Aboriginal and Torres Strait Islander people can walk as equals in society. I'm referring to the word 'equal' in the context of health and wellbeing, education, employment, justice, safety, housing, land and waters, languages and what I see as the most important - digital inclusion. I will be much older in 20 years' time, and I hope that I've influenced future leaders to lead our village, and I hope that I will be present to witness the passing of the baton to our next generation of village chiefs.

In 20 years, I want to see the First Nations people that Baidam Solutions have assisted with a hand up in positions of power, in positions of strength, and highlighted as role models for those future generations that follow them.



Certified
Supplier
of the Year

Indigeco

Priscilla Mason, Todd Mason and Greg Barnes
Directors

Tell us about your professional journey, and what motivated you to establish your business.

Indigeco was founded by the company's Directors, Priscilla Mason, Todd Mason and Greg Barnes. Priscilla is a Worimi Woman and Traditional Owner of the Worimi Conservation lands. Priscilla is devoted to supporting Aboriginal Land Rights and is passionate about helping and supporting people in need.

Todd was born and raised in Karuah and is a proud Worimi Man. Todd has extensive experience in supervisory roles on major government civil and rail infrastructure projects which he draws on when mentoring, guiding and supervising recruits on Indigeco's projects.

Priscilla and Todd are parents of three children with an appreciation - having experienced themselves and through their children the challenges that Aboriginal people face in securing purposeful employment.

Greg has 20 years' experience in the delivery of rail, civil and building infrastructure projects for both the public and private sectors from feasibility through to commissioning. Greg supports Indigeco as a Director focusing on creating opportunities for the continued growth of the business.

Priscilla, Todd and Greg founded Indigeco over their mutual aspiration to make a difference and improve employment opportunities for Aboriginal and Torres Strait Islander and disadvantaged people and to build vibrant economically stable independent communities.

Tell us about the purpose and vision of your business.

We are passionate about our heritage and are committed to promoting employment opportunities for First Nations peoples and communities.

We can only meet this commitment with our team joining us on every step on the journey. The first step to meeting our commitment is to empower the Indigeco team, by providing them with long term employment in a stable, secure and nurturing work environment.

We have a diverse and highly respectful team of people - who are all committed to making a difference. Our dedicated and loyal team work closely with our clients and the community to provide the most suited personnel for each opportunity, whether for a labour hire, blue or white collar recruitment, or for a specialised construction service to assure ongoing business.

We have expanded the business by enhancing our range of services, through the launch of Smart





Infrastructure Consulting and more recently MobReady, a Group Training Organisation.

MobReady is empowering Aboriginal and disadvantaged people by mentoring and connecting them with host employers to complete trainee certificates and apprenticeships to prepare them for sustainable meaningful long-term employment. Smart Infrastructure Consulting complements Indigeco and MobReady's services by providing a range of professional services to support the sustainable design and delivery of infrastructure construction and renewable energy projects toward assuring future employment prospects in economically independent sustainable communities.

Our commitment to empower recruits by developing trust, providing them with clear concise information, setting and meeting expectations, providing ongoing mentoring and support, being solutions focused and innovative toward providing training initiatives and meaningful sustainable employment opportunities is of high importance to our team.

“ We are committed to making a difference through empowering Aboriginal and Torres Strait Islander people in securing meaningful and sustainable work. ”



BGIS

Brian Pierce
Director of Procurement and Digital FM



Corporate Member of the Year

Tell us about your professional journey, and what motivates you in your current role.

For over 20 years I have strived to achieve solid commercial benefits for organisations with the procurement of goods and services in supply chains. I have always had a strong passion for social sustainability and I am proud of my influence in this space. In 2020, I introduced the sustainable procurement framework and policy at BGIS. This created a CSR Procurement spend structure whereby procurement spend is measured through spend with Indigenous enterprise, disability enterprise, social enterprise, and small and local enterprise spend. By formalising this structure, we know that BGIS is now the leading firm with Indigenous spend - our spend is outperforming our peers in the facilities management sector.

Seeing Indigenous businesses thrive as they partner with us is a huge motivation - as I know there are significant social benefits to growing supplier diversity in a supply chain and that we are making a difference in the community.

How is your company engaging with Indigenous businesses?

BGIS is engaging with Aboriginal and Torres Strait Islander businesses by procuring goods and services across our business. In 2021, we worked with 35 Indigenous owned businesses who primarily deliver trade and facilities management services. BGIS aims to develop Indigenous businesses by firstly removing any barriers to entry and then by growing the commercial relationship - either within existing accounts or by introducing the supplier to additional BGIS clients.

What do you see are some of the short-term and long-term challenges of the supplier diversity space, and how will we overcome them?

There is always work to be done to make the participation and selection of Indigenous businesses as 'second nature' behaviour for any staff member in your business. In this sense, you can never rest on your past achievements and must continuously communicate with your staff and provide avenues to make the engagement of suitable diverse enterprises as simple as possible.

What does success look like to you?

Success looks like exceeding our targets for spend with Indigenous businesses across a range of categories, geographies and client accounts. We want to ensure that we have strong two-way relationships with our Indigenous vendors. It is important for us to support these businesses to develop supply chains to grow beyond supplying BGIS.



“

Seeing Indigenous businesses thrive as they partner with us is a huge motivation - as I know there are significant social benefits to growing supplier diversity in a supply chain and that we are making a difference in the community.

”

Supplier
Diversity
Advocate
of the Year

Belinda Murdoch

Head of Indigenous Affairs
Laing O'Rourke



Tell us about your professional journey, and what motivates you in your current role.

My whole career has been dedicated to supporting change through education. It's an approach I am bringing to my role as Head of Indigenous Affairs at Laing O'Rourke in Australia.

I see the role of Head of Indigenous Affairs as the connector to educational opportunities at Laing O'Rourke. My purpose both at work and in my life is to tell the truth of my peoples' history, sharing stories to create mutual understanding and respect that positively influences genuine change.

Addressing the inequality experienced by First Nations peoples is everyone's business, we can all play a proactive role in supporting initiatives to challenge these inequalities.

How is your company engaging with Indigenous businesses?

Laing O'Rourke has a long and deep commitment to taking action to support reconciliation and Indigenous participation and was the first Australian Tier 1 construction company to develop a Reconciliation Action Plan. We have significantly grown and excelled in Indigenous participation over the past five years, increasing engagement with Indigenous businesses from 28 to 135 today. Since 2020, the business has spent over \$208 million directly with Aboriginal owned businesses - that's twelve times the industry average.

Laing O'Rourke is continuing to drive positive change by facilitating economic participation in our sector through the creation of equitable opportunities. Opportunities through employment, procurement and cultural engagement are all key drivers in building strong relationships with the Indigenous communities we work in, the Indigenous people we employ at Laing O'Rourke and the Indigenous businesses that help us to deliver the crucial infrastructure pipeline our country needs.

This is important to us because quite simply it is the right way to do business in Australia - collaboration with First Nations peoples, communities and businesses.

In what ways are Indigenous businesses unique?

Indigenous businesses harness the power of diverse thinking, the businesses we work with have established and built genuine relationships with Laing O'Rourke. Through these engagements we feel a real synergy that our values of care, integrity and courage.

We feel a real connection to our Indigenous supply chain partners whose businesses have similar values; they care about community and people while building a sustainable business that is successful and profitable so they can support community initiatives.



“ Addressing the inequality experienced by First Nations people is everyone's business, we can all play a proactive role in supporting initiatives to challenge these inequalities. ”

What do you see are some of the short-term and long-term challenges of the supplier diversity space, and how will we overcome them?

Some of the short-term challenges are related to supply and demand. Our industry is at a peak with huge infrastructure investments from the government. This is great for the industry but is putting a major strain on our supply chain. Many of the Indigenous businesses we engage with have been able to come on the journey but are also feeling the strain. Improving equity for Aboriginal and Torres Strait Islander Peoples requires practical measures to address the barriers to participation in the immediate and longer term.

Laing O'Rourke's participation targets align with our values and our commitment to a procurement process which delivers long-term social, economic, and environmental benefits for Indigenous Australians by helping them to grow, develop and build capacity sustainably.

Registered
Supplier
of the Year

Gerry Matera

Nyoongar Traditional Landowner and Director Marawar

Tell us about your professional journey, and what motivated you to establish your business.

I grew up witnessing first-hand the cycle of inequality experienced by Aboriginal and Torres Strait Islander peoples. As a child, I found it disheartening and unnecessary - and I was innately driven to pursue solutions that are both sustainable and culturally empowering.

In 2017, there were around 38,000 apprentices in training, of which just 740 were Indigenous, and only 90 of these were in the construction sector.

The construction industry had formed misconceptions about Aboriginal workers being lazy and unreliable, although the depth of the problem was much more significant.

Fuelled by a lack of Indigenous role models and ultimately a deficit of Aboriginal companies with the capacity to take on large commercial projects, the solution was not to push the Indigenous community into an existing model, but rather to develop a framework that would accommodate unique challenges so that individuals can thrive.

This is what we have achieved at Marawar, and our success is a testament to what is possible for Indigenous industry.

Tell us about the purpose and vision of your business.
At Marawar, we are highly motivated by the opportunity



to break the circuit of low employment rates, poverty, incarceration, mortality and suicide rates in Aboriginal and Torres Strait Islander communities. We do not believe this can be done with a band-aid approach, but by building a strong and resilient workforce that has positive and enduring commercial implications.

Despite the best industry intentions and the increase in Reconciliation Action Plan participation, there is still a gap between positive outcomes for the Indigenous community. Unless we empower our people to deliver a product and service that meets a commercial need, any initiative is unsustainable.

Our vision is to provide a strong, sustainable future for Aboriginal people, culture and country, by being a market leader in the construction and maintenance industry. We do this by creating a multi-cultural workforce that is well-educated, skilled and respectful of Indigenous cultures.

In what ways are Indigenous businesses unique?

When we started Marawar, we knew that building a young Indigenous workforce would require special considerations.

Cognisant of the varying challenges faced by Indigenous people, many Indigenous workers reported feeling intimidated on construction sites and some had never been exposed to basic skills such as budgeting or finance. In many cases, these young people faced daily worries over mobile phone credit, bus money and were confronted by a challenging home life.



As part of its overall business plan, Marawar developed a bespoke business framework that introduced a dedicated in-house role of Aboriginal Engagement Manager, Carmel Smithson, to address each employee's unique challenges and champion them to perform their jobs to the best of their ability. Carmel's work helps to build a sense of community into our activities, with programs that address financial literacy and life skills.

We engaged with a RAP partner to train and transfer skills so we, as a company, could build capacity independently.

Addressing the person behind the worker has resulted in a 90% employee retention rate and many Aboriginal apprentices across plumbing, carpentry and painting are in their second or third years.

What does success look like to you?

Success is when Aboriginal and Torres Strait Islanders can stand side-by-side with non-Indigenous people in industry, without any disparity or prejudice. This is what true reconciliation looks like and, although we have come a long way, our work is not yet done, and it is important to unite as a community and take positive steps towards this resolution. Success cannot occur in a divide between cultures. We must find a way to mesh them together through respect, understanding and equality.

Ultimately, success is when Aboriginal and Torres Strait Islander people no longer face debilitating social issues, such as poverty, incarceration and suicide because we are empowered by opportunity and aspiration.

“

I grew up witnessing first-hand the cycle of inequality experienced by Aboriginal and Torres Strait Islander peoples. As a child, I found it disheartening and unnecessary - and I was innately driven to pursue solutions that are both sustainable and culturally empowering.

”



Supplier Diversity Partnership of the Year

Indigenous Defence & Infrastructure Consortium (iDiC)

Adam Goodes
CEO

Tell us about the purpose and vision of your business.

iDiC's purpose is to create generational wealth among First Nations businesses and to break the back of poverty. As we continue to boost Indigenous education and employment prospects through delivering nation building projects, iDiC bolsters its commitment to building capability and achieving genuine and sustainable reconciliation between Fortune 500 companies and Indigenous businesses. Our vision is to see true alignment, partnership, and fair opportunity for our consortium, with valuable inroads to more meaningful contributions.

In what ways are Indigenous businesses unique?

The majority of Indigenous businesses are small and medium enterprises. Not only are they incredible at supporting mob and generating wealth back into the community, but they are flexible and able to pivot because they are nimble. Indigenous people are some of the most resilient, and this is transferable to their business practices, making them committed to the vision and cause.

What are some of your short-term and long-term challenges and how will you overcome them?

Short term: working with clients that don't share

“

Indigenous people are some of the most resilient, and this is transferable to their business practices, making them committed to the vision and cause.

”



the same values as the business can be a challenge. The frustrations that come with that often lead to a breakdown of the working relationship with missed opportunity.

Long term: sourcing skilled talent in such a small and remote landscape can be challenging, but we look to the digital future to help enable the reach of opportunity and mentorship, this also correlates with keeping talent within the business.

What does success look like to you?

Success to me is creating wealth for Indigenous business owners so that they can have options; the option to choose where to live and where to send their children to access education and healthcare. While money isn't the most important thing in the world, it greatly affects lifestyle, education and healthcare outcomes. Indigenous people haven't always had these options, so my success is defined by the construction and execution of a Black Australian middle class.



Boeing Australia

Naomi Smith Director, Supply Chain Management

How is your company engaging with Indigenous businesses?

Boeing Australia is proud to have four Reconciliation Action Plans in work across the company.

Specifically, our defence business, Boeing Defence Australia (BDA), has been working with Aboriginal and Torres Strait Islander people for 13 years, and in 2021 signed a groundbreaking five-year relational agreement with Indigenous Defence & Infrastructure Consortium (iDiC).

The strategic partnership evolved to see both businesses operate under shared guidance that ultimately makes it easier for all of Boeing's Australian subsidiaries to engage Indigenous owned and controlled small and medium enterprises. The achievements of this partnership include:

- Supporting TQCSI-Yaran to become the first Indigenous-owned business in Australia qualified to audit and certify against the AS9100 series Quality Management System – the international standard for the aerospace industry.
- Partnering with Willyama, one of Australia's leading Indigenous and veteran-owned professional services companies to deliver cyber security capability in support of the Australian Defence Force (ADF).
- Partnering with the iDiC, and their partner, PSG Holdings, on a tender submission to develop next-generation military satellite communications capability for the ADF.

BDA's aggregated spend with Indigenous businesses has grown to more than \$35 million since 2009.

In what ways are Indigenous businesses unique?

Cultivating a vibrant and sustainable supply chain, that accurately reflects Australia's diversity, is fundamental to a resilient Australian economy. Empowering Indigenous businesses and equipping them with the



“

Cultivating a vibrant and sustainable supply chain, that accurately reflects Australia's diversity, is fundamental to a resilient Australian economy.”

training and support they need to be defence ready is a key part of this Australian capability.

Our partnerships with Indigenous businesses bolsters our commitment to achieving genuine and sustainable reconciliation between Aboriginal and Torres Strait Islander peoples and the wider community in Australia. In addition, it further builds on our work towards boosting Indigenous education and employment prospects.

What do you see are some of the short-term and long-term challenges of the supplier diversity space, and how will we overcome them?

Over the course of Boeing and iDiC's partnership, we've had open and honest discussions about the limitations and challenges we both faced.

Transparency in our partnership means having 'difficult conversations' - dealing with issues head-on, to provide each other real-time feedback.

What does success look like to you?

Success is defined by the strength and depth of our partnerships with First Nations peoples based on trust and aligned values. We plan to continue working with Indigenous-owned small to medium businesses and collaboratively deliver complex statements of work.



Emerging
Indigenous
Exporter
of the Year

Kalinda IT

Michael Dickerson
CEO and Founder





Tell us about your professional journey, and what motivated you to establish your business.

Having started within the IT industry almost 25 years ago with the experience of working across large scale business and delivery teams, it has been a focus of mine to give back to community, to give a pathway to our next generation.

Tell us about the purpose and vision of your business.

Our mission is to be the technology partner of choice for forward looking customers, to help them innovate and build competitive advantage with operational efficiency and at the same time to inspire Indigenous youth to be the best versions of themselves.

In what ways are Indigenous businesses unique?

Indigenous organisations focus on our teams, community and ways to elevate the collective instead of an individual. This allows our family, business partners and community to grow and prosper.

What are some of your short-term and long-term challenges and how will you overcome them?

Within the IT Industry, access to quality staff is both a short term and long-term challenge. The need to acquire and grow bigger will fix this in the short term, however with our foundation leading the way with purpose-built traineeship / apprentice models – we will see the next generation come through.

What does success look like to you?

We can only be as successful as the path we both lead, tread and allow others to follow. Success to our team is our next generation of Aboriginal Certified IT staff coming through and gaining access to opportunities that only a career in IT can provide.

“

We can only be as successful as the path we both lead, tread and allow others to follow.

”

Government Member of the Year

Department of Defence

As the largest Australian Government procurement agency, Defence takes a leading role in supporting Indigenous procurement opportunities. Defence is in a unique position to support engagement with Indigenous businesses through both its commitment to the Australian Government's Indigenous Procurement Policy (IPP) and its reach across regional and remote Australia.

Defence's primary role is to defend Australia and its national interests, promote security and stability in the world, and support the Australian community as directed by the Government. Defence is proud to be a founding member of Supply Nation (formerly the Australian Indigenous Minority Supplier Council).

Defence has a dedicated Indigenous Procurement Policy (IPP) team that takes a leading role in promoting the IPP across Defence, and fostering Defence relationships with Indigenous businesses. The IPP Team engages with Indigenous suppliers to provide guidance and facilitate Defence's Indigenous Business Matching Service (IBMS), which assists Indigenous businesses to connect with relevant business units (buyers) across Defence.



The IBMS was initiated by Defence during the COVID-19 lockdowns across Australia, as a way for Defence to ensure that Indigenous businesses were able to stay connected, have the opportunity to showcase their products or services, and win work with Defence. The IBMS plays a key role in achieving positive outcomes, with its goals being to:

- increase Indigenous engagement across Defence through better awareness of Indigenous businesses that could potentially be engaged
- provide advice and information in a respectful and timely manner to Indigenous businesses, to assist them in the development of contacts and the identification of opportunities within Defence
- provide Indigenous businesses with support within the IPP Team's scope of responsibilities

Through the IBMS, Defence's IPP Team meets with a broad range of Indigenous businesses and follows up with those businesses regularly on their progress (generally every six months). The IPP Team looks for opportunities to publish good news stories on Defence's Encouraging Indigenous Business website to celebrate success.





Defence’s Indigenous Procurement Strategy represents its commitment and pathway to delivering Indigenous Procurement outcomes. The Strategy has three priority areas and aims to drive demand across Defence and industry to use Indigenous products and services, stimulate Indigenous economic development and grow the Indigenous business sector:

Committed Leadership is the central element of the Strategy. Defence officials and industry partners show leadership by committing to championing Indigenous business opportunities. Leaders (at all levels) show their commitment by promoting clear and consistent expectations in engaging Indigenous businesses, creating positive dialogue and conversation about Indigenous procurement and business opportunities, and actively seeking to build positive relationships with Indigenous suppliers.

Creating Inclusive Culture and Behaviour by promoting activities that instil a ‘business as usual’ approach to implementing the IPP. This consists of the inclusion of Indigenous procurement goals within business plans, and engaging and educating staff on the IPP. For example, encouraging attendance at IPP and cultural awareness training, developing guidance for including and capturing Indigenous supply chain

data in contracts, and establishing IPP reporting frameworks.

Proactive Communication is the last priority action area and includes sharing IPP updates, progress, and good news stories, providing updates to key internal leaders about their group or service and broader Defence achievements, identifying Indigenous suppliers that meet business needs (or business needs where Indigenous suppliers have the capability and capacity to support) and promoting the Indigenous Business Directory administered by Supply Nation.

The results are clear – and staggering. Since implementing the strategy, Defence has drastically increased the number of contracts awarded to Indigenous businesses. In the 2018-19 financial year, Defence awarded 1,764 contracts to 240 Indigenous businesses at a value of \$395 million. In the 2021-22 financial year, 6,637 contracts were awarded to 379 Indigenous businesses at a value of \$665 million.

Overall, since the introduction of the IPP in 2015, over \$6.7 billion of Commonwealth Government contracts have been awarded to Indigenous businesses. Of this, Defence has awarded over \$3.5 billion in contract value to Indigenous businesses.

Into the future, Defence’s IBMS for Indigenous businesses is expected to:

- increase awareness of the products and services provided by Indigenous businesses across Defence business units
- increase awareness of Indigenous businesses with Defence’s prime contractors
- promote better relationships between Indigenous businesses, Defence business units and Defence’s prime contractors
- increase the number and value of both direct and indirect contracts with Indigenous businesses



Procurement Professional
of the Year

Dr Dean Jarrett Award
recognising Outstanding Impact

Henri Fadli

Executive Director, Head of Supply Chain
and Procurement – Asia Pacific
JLL



Tell us about your professional journey, and what motivates you in your current role.

I have always believed in the power of supplier diversity – advocating for it in my previous roles and in my personal life. I am driven to create a strong and stable diverse supply chain and push JLL to become a 'gateway' to second-tier Indigenous supplier diversity spend for not only its clients but to promote opportunities for Indigenous business.

My passion is a direct result of the personal relationships I have built with several Supply Nation Certified businesses and their owners. Their motivation, determination and grit to deliver their services and meet JLL's needs, along with their passion and core values to make a positive impact within their community, further motivates my need to support the diversity space.

Statistics speak for themselves in relation to the values that Indigenous suppliers hold to create stronger communities, as per Supply Nation's 'Sleeping Giant' report, they are up to 100 times more likely to employ Indigenous staff and 54 per cent more likely to invest in their community sports teams and cultural events.

By investing our time and resources to engage with, and foster Supply Nation Certified businesses, it will ensure that Indigenous families have a sustainable future within their communities and that the generations to come will have a level playing field and opportunities in business, health and education sectors.

How is your company engaging with Indigenous businesses?

In 2018, the year I commenced working within JLL, the value of Supply Nation contracts was \$63 million USD for the calendar year. In 2021 we went up to \$191 million USD for the 2021-2022 financial year. This was done via four key initiatives; strategic engagement with Supply Nation to understand the barriers experienced by Indigenous suppliers and how to overcome them in a culturally appropriate manner, building long term relationships with our Indigenous suppliers to truly know their company and how we can work together to widen their business footprint, development of a Social Procurement Framework to align the 200 plus personnel in my team on our diversity objectives and attend and host an array of events for meet and greet opportunities for Indigenous engagement and sharing of knowledge on how we can do better in this space.

Additionally, we established personalised Key Performance Indicators for the internal JLL procurement team to encourage each team member to invest time in understanding why we do what we do and to drive engagement on a more personal level.



“ I have always believed in the power of supplier diversity – advocating for it in my previous roles and in my personal life. ”

What does success look like to you?

Success is a broad term as there is no clear-cut outcome to achieve this. There are many ways to create 'small wins' that can form part of the 'success' landscape. An example is when JLL works closely with Indigenous businesses and plays a small part in assisting them to grow from a small to a large national business and seeing how JLL's Indigenous engagement has translated to the broader community. This would be in the form of employment opportunities which provides empowerment and investment in the culture and values in that region.

A further 'win' would align to JLL's work to educate and support our non-Indigenous suppliers in relation to their outreach programs for Indigenous communities. This is a core goal for JLL, and we have already started to implement our strategy for delivery in the new year. The strategy will involve providing opportunities through the JLL business and our supply chain, for mentoring and sponsorship of Indigenous women, men and children in traineeships, sporting opportunities, education and other areas. JLL will be able to open the doors to support growth and entrepreneurship, as it is not solely the Indigenous businesses that are responsible for social revenue in their communities - businesses and organisations have a role to play.

It is crucial to note that the word 'success' is also not up to me to fully interpret, it is dictated by the Indigenous communities and businesses and what they each deem to be 'success'.



Success stories

Supply Nation has been connecting verified Aboriginal and Torres Strait Islander businesses with government and corporate procurement teams since 2009. We are proud to celebrate the successful and profitable relationships that continue to be established between our Indigenous businesses and our members.

Indigenous businesses provide a huge range of services from construction and facilities management to the arts and entertainment. These success stories are a snapshot of some of the successful commercial relationships that exist between Indigenous businesses and our members. To view all of our success stories, click [here](#).

Riley Callie Resources, Officeworks, Winc and Modern Teaching Aids



Riley Callie Resources is a Supply Nation Certified Indigenous business that is passionate about providing educators with authentic Indigenous resources – to bring First Nations perspectives into the classroom. They want to see the rich depth of knowledge held by Indigenous Australia shared with all children and youth in Australia.

Deborah Hoger, Director of Riley Callie Resources, shares how being a Supply Nation Certified Supplier has helped her build connections to deliver Indigenous resources to classrooms across Australia.

"I've been able to connect with high profile businesses like Officeworks, Winc and Modern Teaching Aids, who have all been very keen to engage with me in stocking our Aboriginal educational resources. I love how through working with businesses like these, I am able to take our Aboriginal educational content to a much larger audience, and as a result, we are seeing our authentic Aboriginal resources being engaged with in classrooms all across the country."

Killara Services, Cushman and Wakefield and the Coles Group

Earlier this year, Supply Nation Certified Indigenous business Killara Services announced their new partnership with our members Cushman and Wakefield and Coles Group to deliver cleaning services to the Coles Store Support Centres in Queensland, Western Australia and South Australia.

Jasmine Newman, Founder and Managing Director of Killara Services shared; "As businesses find their roadmap out of the COVID-19 pandemic, we are so grateful Supply Nation members are actively engaging with Certified Indigenous businesses like Killara Services!"



Accenture and Kaygus Logistics

JumpStart is Supply Nation's business mentoring tool available exclusively to Certified Indigenous businesses. Proudly supported by Commonwealth Bank, JumpStart provides an opportunity for Indigenous businesses to seek advice from experts within Supply Nation's member organisations.

Will Turbet, Marketing Associate Director at Accenture – a Supply Nation member – recently participated in JumpStart and connected with Indigenous business Kaygus Logistics.

"Like many, I wanted to 'give back' but I wasn't sure what to do. With work commitments and young kids, I wanted something that was flexible and manageable. Then I saw JumpStart and it was exactly what I was looking for. Giving small Indigenous businesses the benefit of my marketing experience for free felt like the most valuable thing I could offer", says Will.

Vanessa Ware, Account Manager and Compliance / WHS Officer at Kaygus Logistics shared her appreciation for Will's commitment to supporting their business.

"Kaygus Logistics was blessed and thankful for every moment Will was able to share his expertise with us. Will listened to our story and understood what the Kaygus vision meant to us, not only within the transport and logistics sector, but with our cultural interconnected elements and community engagement as well."



GaWun Supplies and BMD Group



GaWun Supplies, a specialised provider of Indigenous designed uniforms and personal protective equipment (PPE) and Supply Nation Registered business, has partnered with Kabi Kabi, Waka Waka and Koa Indigenous artist Stevie O'Chin to develop an Indigenous designed hi-vis shirt for leading construction company, the BMD Group.

"We are always looking for ways to highlight Aboriginal and Torres Strait Islander culture and people in meaningful ways," shares Dart Johnson, Indigenous Program Manager, BMD Group.

Marsh McLennan and ETCS Electrical & Fire

Indigenous business ETCS Electrical and Fire, an electrical test and tag, and fire needs service, and Supply Nation member Marsh McLennan are working together to drive change in the Australian business eco-system.

This partnership was founded through Supply Nation's Member Opportunity Board (MOB) – a dedicated online platform designed exclusively for Registered and Certified Indigenous businesses to access the latest procurement opportunities, events, workshops and training from Supply Nation corporate and government members.





CONNECT 2022
RECONNECTING
Coby Weetra
CPB

CONNECT 2022
RECONNECTING
Sharon Gray
CPB

Partners of Supply Nation



Supply Nation believes that a collaborative and united approach is the key to achieving a truly sustainable, vibrant and prosperous Indigenous business sector. We are proud to partner with influential organisations across Australia and the globe to promote the benefits of supplier diversity and to advance opportunities for Indigenous businesses.

Industry partners



Ochre partners



Exclusive offer partners



Global partners





Supply Nation

supplynation.org.au
1300 055 298