

ADVANCED MANUFACTURING

TEN WAYS TO SUCCEED IN AUSTRALIAN MANUFACTURING

INSIGHTS FROM PEERS, THE PUBLIC AND AMGC

Way 4. Network and collaborate

- Reach out to other manufacturers
- Join supportive industry networks
- Integrate into supply chains



Collaboration can make firms more profitable and innovative by sharing ideas, discovering opportunities, and spreading risk. Companies can reap these benefits by mining their personal networks, seeking out established networking programs and putting aside zero-sum thinking.

COLLABORATION FACTS:



88% of Australian manufacturers do not currently collaborate*



100% of manufacturers consulted wanted to collaborate more**



By forming partnerships, a business gains **knowledge** and the **potential to grow****

“The mate down the road is not our competitor, we need to work together for global competition.”

~ South Australian manufacturer

* 10 Ways to Succeed in Australian Manufacturing, page 24

** 10 Ways to Succeed in Australian Manufacturing, page 25

HOW TO BUILD NETWORKS AND EXPAND:

Manufacturers can use many different methods to increase their collaboration with industry peers, important players in their local and global supply chains, and other bodies such as research institutions.

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|  Harness the power of networks | <ul style="list-style-type: none">› Nurture existing networks› Create new networks |
|  Build new networks by reaching out to other manufacturers | <ul style="list-style-type: none">› Pick up the phone and talk to your peers› Contact research groups and councils |
|  Avoid zero-sum thinking | <ul style="list-style-type: none">› Australian neighbours can lift the international competitiveness of both firms |
|  Register with supply chain portals | <ul style="list-style-type: none">› Join portals such as the Industry Capability Network (ICN) or The Centre for Defence Industry Capability (CDIC) |
|  Visit trade exhibitions | <ul style="list-style-type: none">› You do not have to exhibit to benefit |
|  Meet with larger suppliers | <ul style="list-style-type: none">› Become known to larger suppliers by participating in projects with universities that involve those larger groups |
|  Join industry network groups | <ul style="list-style-type: none">› Can help stay up to date with technology developments |
|  Have and maintain a quality website | <ul style="list-style-type: none">› Companies should ensure their website clearly outlines capabilities, products and services, and is easy to search |