

Change Adapt Thrive



11-13 November 2015

Peppers The Sands Torquay
2 Sands Boulevard, Torquay

Proud Platinum Sponsors - TechnologyOne



President's Welcome

Welcome to the Local Government Finance Professionals (FinPro) Annual Conference at the picturesque Peppers The Sands Torquay from 11 – 13 November.

This year's Conference theme is 'Change Adapt Thrive'. I believe that adopting a 'can-do' attitude of moving forward, changing to times and adapting to the change will allow both our organisations and ourselves to truly thrive. Many of our Key presentations will be built around this theme however we will also have presentations which address key current technical issues. I understand these are also enormously important to us as Local Government Finance Professionals.

We are privileged this year to have Mr Abdi Aden provide our Key Note Address at the Conference Opening Dinner on Wednesday 11 November. Abdi is the epitome of someone who has adopted the approach to life of 'Change Adapt and Thrive', having arrived in Australia from Somalia over 15 years ago with no family, no money and at only 16 years of age. Abdi has not only survived in our country, he has learnt, adapted, rebuilt, engaged, studied, worked and thrived. Amongst a number of different jobs, Abdi has had over 10 years' experience working in Local Government at 3 different metropolitan Councils as a Youth Worker. He understands not only the theme, but also Local Government and will share his story and his thoughts with us.

The conference is not only about learning though. It also provides opportunities for delegates to develop their skills, share best practice initiatives between fellow delegates and promotes professional networking opportunities.

I encourage you all to make the most of this opportunity to learn, network with fellow delegates, take time to meet and talk to our sponsors, and participate in the discussions. Most of all, share your valuable experiences with other delegates throughout the conference.

I would like to thank our many sponsors for their support of FinPro and of our Annual Conference. Their support is vital to the success of the Conference and to enabling FinPro to be able to offer a wonderful program at a heavily subsidised rate. On behalf of the Executive we sincerely hope that you have an enjoyable conference, and I look forward to catching up with many of you over the next few days.

Shane Marr
President – FinPro

FinPro Executive Team 2015

Shane Marr – President
Brimbank City Council

Ange Marshall – Vice-President
Yarra Ranges Shire

Marc Giglio – Vice-President
Whitehorse City Council

Danny Wain – Technical Team
Monash City Council

David Filmlater – PD Team
Port Phillip City Council

David Woodhams – Technical Team
Strathbogie Shire

Phu Nguyen – PD Team
Melbourne City Council

Greg Hall – Technical Team
Boroondara City Council

Brett Exelby – Comms Team
Bass Coast Shire

Hamish Munro – Technical Team
Hobsons Bay City Council

Gabrielle Gordon
Executive Officer FinPro

Conference Program | 11-13 November 2015

WEDNESDAY November 11, 2015

3.30 – 6.30pm	Registration Desk Open - Peppers The Sands Torquay Guests check in to either Peppers The Sands Torquay or the Wyndham Resort Torquay
6.30 – 7.00pm	Pre-dinner drinks - Peppers The Sands Torquay
7.00 – 11.00pm	Gala Dinner - Peppers The Sands Torquay Key Note Address – 'Change Adapt and Thrive' - Abdi Aden

THURSDAY November 12, 2015

7.00 – 9.00 am	Breakfast at either Peppers The Sands Torquay or Wyndham Resort Torquay
9.00 – 9.45 am	Economic Outlook Gareth Aird, Economist, Commonwealth Bank of Australia
9.45 – 10.30 am	Innovation @ Boroondara Rowena Morrow, Manager Innovation & Business Transformation, Boroondara City Council
10.30 – 11.00 am	Morning Tea with the Sponsors
11.00 – 12.00 pm	Preparing a Long Term Financial Plan in a time of uncertainty Mark David, Director, Financial Performance Solutions
12.00 - 12.30 pm	Enterprise Software as a service Paul James, General Manager - Cloud, Technology One
12.30 – 1.30 pm	Lunch at Peppers The Sands Torquay
1.30 – 3.00 pm	Making communications count! Robyn Moore
3.00 – 3.30 pm	Afternoon Tea with the Sponsors
3.30 – 3.45 pm	The Power of Albert – Helping Local Government deliver an improved customer experience Mark Nagy, Head of Merchant Development & Innovation, Commonwealth Bank
3.45 – 4.30 pm	Integrity Frameworks in Local Government Dr Stuart Macintyre, Manager Strategic Intelligence and Research, IBAC
4.30 – 5.00 pm	Fraud Case Study - The Stonnington Experience Scott Moore, Manager Finance, Stonnington City Council
5.00 – 5.30 pm	FinPro AGM
5.30 – 6.30 pm	Free Time
6.30 – late	Happy Hour followed by the Theme Dinner- Friends Foes and Superheroes

FRIDAY November 13, 2015

7.00 – 9.00 am	Breakfast at the Peppers The Sands Torquay or Wyndham Resort Torquay
9.00 – 10.15 am	Rate Capping <ul style="list-style-type: none"> Andrew Chow, Director, Essential Services Commission (ESC) Mark Curry, Director, Local Government Victoria (LGV) Marc Giglio, Finance Manager Whitehorse City Council and FinPro Vice-President
10.15 – 10.45 am	Morning Tea with the Sponsors
10.45 – 11.45 am	Sector Partner Updates <ul style="list-style-type: none"> Tim Loughnan, Sector Director Local Government, VAGO Mark Grant / Paul Roche, LGV
11.45 – 12.45 pm	The Future of Local Government in Australia Dr Tony Villano, Futurist
12.45 – 1.15 pm	Prize Draws and Closing Address
1.15 – 2.15pm	Supplementary optional session: Model Budget / Model Financial Statement Workshop

Who are our speakers?



Abdi Aden

I was forced to flee my home in Mogadishu due to Somalia's shattering civil war. Separated from my family, I spent the next years doing what I could to do to survive in Romania before arriving in Melbourne alone. At this time I was just a young boy around 16yrs old. I had no family and found it difficult without any support from friends also. Although my connection with the Australian system was disjointed at the time I knew my link was to get involved. After struggling my way through English language studies and secondary school I pushed myself further to be more engaged and give back to the country that had supported me by following the career path of community development at a tertiary level.

I now have been working with young people over the last 14 years as a youth worker. This gives me the chance to give to the community by advocating for the rights of people who are from a disadvantaged background. I participated on the award winning documentary called 'Go Back To Where You Came From' and 'Insight' on SBS and have appeared in many newspaper articles with the goal to empower other refugees along with the community to show the possibilities.

A highlight of my career has been being acknowledged with the 2007 Victorian Refugee Recognition Award, and this year as the Refugee Council and Red Cross Ambassador.



Gareth Aird

Gareth has more than 10 years' experience as an economist in both the public and private sectors. He joined CBA in 2012 and his work primarily involves developing and communicating views on the Australian and International economies.

Prior to Gareth joining the Bank, he spent three years in London as a Senior Policy Advisor at HM Treasury. Before working in London, Gareth was with the NSW Treasury for six years. During his time at Treasury, he worked in the areas of fiscal policy and macroeconomics.

Gareth holds a Bachelor of Agricultural Economics (Hons) degree and Master of Commerce degree from the University of Sydney.



Rowena Morrow

Rowena Morrow is the Manager Innovation and Business Transformation at Boroondara City Council.

The Innovation and Business Transformation department delivers a number of Boroondara Customer First projects to improve the customer experience at the City of Boroondara. These include the Process Improvement program, Digital Services Transformation projects and the Customer Experience Improvement projects. Rowena was the inaugural Innovation Leader at Boroondara from 2013-15. The role had been created to hold the space for innovation, facilitate the implementation of new projects and develop an innovation system to support the activities of staff and the Boroondara community into the future.

Previous to joining local government, Rowena operated a foresight consulting company for over a decade, assisting organisations to build foresight into their strategy, decision-making, leadership development and awareness of their operating environment. In addition, she spent 10 years in policy, product and leadership development in public and private sector organisations, including the Australian Customs Service, The Shell Company and Swinburne University.



Mark Davies

Mark Davies is a Chartered Accountant with over 25 years of experience in both the private and public sectors. He commenced his accounting career with PWC in 1988 holding a range of senior positions over an 11 year career including Senior Audit Manager and Principal Consultant. In 1999 he joined Darebin City Council where he held the positions of Chief Financial Officer and General Manager Corporate Services. In 2008 he was appointed as Chief Executive Officer at the Surf Coast Shire Council, a position he held until 2012. Mark now operates his own consultancy business specialising in the provision of financial performance solutions to the public sector.



Paul James

Paul James joined TechnologyOne in 2013 as General Manager Cloud, tasked with driving the vision for TechnologyOne's Cloud business to meet emerging market demands and the needs of a rapidly growing customer base. Paul has more than twenty years' technical and management IT experience, and most recently, founded and operated a highly successful Cloud business for the public sector.



Robyn Moore

Robyn Moore is a highly entertaining, inspiring and thought provoking presenter, captivating audiences at national and international conferences. Robyn literally “sells people back to themselves” so they recognise old habits and behaviours and take responsibility for choices, which create the outcomes they want in their lives. Robyn’s presentations are often described as “life changing”.

She doesn’t describe herself as a ‘Motivational Speaker’ or as a ‘Personality Speaker.’ She is instead authentically Australian and is able to create a relationship with audiences (from every sector) allowing her to unfold distinctions and communication skills beyond those generally being used in business or in education today. They’re skills which help “clear the way” for the new thinking and communication required to create solutions and remarkable results in business, health, education, community, family and relationships!

Robyn has worked in Education, Advertising and the Communication/Entertainment Industry for over 40 years. Her voice has been heard in most homes in Australia and New Zealand, as well as internationally. She has provided voiceovers for ads including Mr Sheen, Snappy Tom and Kleenex, as well as the shows ‘Blinky Bill,’ ‘Flipper,’ ‘Skippy,’ ‘The Magic Pudding’ and ‘How Green was my Cactus?’ She’s also an Ambassador for the Australia Day Council, the Australian Childhood Foundation and is the National Patron of Make-A-Wish Australia.



Mark Nagy

Mark Nagy is the Head of Merchant Development and Innovation at the Commonwealth Bank of Australia. He has had 26 years’ experience in the Cards and Payments industry and associated services.

In 1989 he founded Fox Technology and then took that company to become a major participant in the global and domestic payments industry. He has developed identity solutions which CBA implement globally. He has participated in the development of the Medicare Easyclaims platform and developed NSW driver’s license solution as a first digital identity card.

Mark is a key innovator of new technologies, specialising in integration of legacy networks and planning new systems for banks, retail and government without specific allegiances to any specific vendor. His accomplishments include delivery of a complete Payment solutions to Westpac Bank, participating in Octopus program in its early days, designing and coordinating the current RIS Thin Client solutions, successfully deploying the first pilot systems for Medicare in Australia and designing and deploying National ID systems.

He has had extensive experience dealing with Government, Ministers and key officials and has presented at several professional conferences to Industry leaders. Mark specialises in developing markets with significant experience in India and SE Asia. He has had extensive experience in corporate management, capital raising and IPO strategies for IT companies.



Dr Stuart Macintyre

IBAC Manager of Strategic Intelligence and Research

Stuart joined IBAC in April 2013 from the Professional Standards Command (PSC) of Victoria Police, where he was the Assistant Director of the Risk Mitigation Division. During his 26 years with PSC, Stuart was also seconded as Head of Risk for the United Kingdom Gambling Commission, Manager of Research and Policy at the Victorian Casino and Gaming Authority and Manager of the Office of the Chief Commissioner. Stuart was awarded the Victoria Police Service Medal (VPSM) in 2012. Prior to service in Victoria Police, he was with the Commissioner's Inspectorate with Queensland Police. Stuart was awarded his PhD in 2001 by Griffith University in Brisbane.



Scott Moore

As a finance professional for over 27 years, Scott Moore has worked in the public practice, entertainment, manufacturing, aged care, education and local government sectors. He has led finance and project teams to deliver corporate financial services, business planning, business process improvement, business data analytics and information management system implementations.

During this time Scott has implemented numerous systems such as budgeting and commitment, purchase card, and eBilling and ePayments in the education sector, budgeting and business analysis, procurement and asset management systems with an aged care provider, and procurement and Oracle financials at a State government authority.

In his current role as Manager Finance at City of Stonnington, Scott has led his team's implementation of LGPRF and LGMFR reporting changes, business process changes for new PCI DSS standards, development of a capital budget bid and evaluation system, and finance system enhancements including Request-for-quote, Contract Management, Dashboard Reporting and LTFP modelling. In responding to a fraud incident in 2013, he and his team have implemented a data analysis CAATs system, enhanced internal controls, revised policies on stock control and delivered education and training across the business.

Mark Curry

Mark has been acting in the position of Executive Director Local Government Victoria (LGV), now located in the Department of Environment, Land Water and Planning (DELWP), since 1 December 2014. During this period he has overseen the development of the Government's Local Government reform agenda, culminating in the tabling in Parliament of the Ministerial Statement on Local Government in August 2015, and managed the progression of key election commitments, including the Fair Go Rates System, Interface Growth Fund and Review of the Local Government Act. Prior to that, in April 2014, he was appointed to the position of Executive Director, Local Infrastructure Policy & Partnerships in the Local Infrastructure Group within the former Department of Transport, Planning and Local Infrastructure (DTPLI). This followed an extended period of some 15+ years working on ports, marine, freight and logistics policy and strategy in DTPLI and its predecessor departments.

Mark has degrees in Applied Science (Metallurgy) and Social Work from Melbourne University. He commenced his public service career in the former Department of Community Services (DCS) in 1986 after three years working in a human services program management role in Local Government (City of Footscray). After contributing to the successful establishment of the Home and Community Care Program (HACC) in Victoria at DCS, Mark transferred to the then Ministry of Transport in 1990. Since that time he has worked in a range of policy, planning and program development roles across the infrastructure and transport portfolios, spanning roads, public transport, taxis, marine safety, ports and freight.

Andrew Chow

Andrew Chow is a Director with the Essential Services Commission. During his time at the Commission he has been responsible for economic regulation in major industries including gas, electricity, water, Local Government, and transport. He currently heads up the Local Government review team to develop the rates capping and variation framework. Prior to this position, Andrew had extensive experience in the public and private sector on utility reforms and advice. He was a key member in a number of the reform units established by the State to coordinate and implement structural reforms in the electricity, gas and public transport sectors. He held various senior policy and project management positions in the Department of Treasury and Finance. He had also worked for an international investment bank advising on energy mergers and acquisitions. He is a Fellow with CPA Australia.

Tim Loughnan

Tim Loughnan is the Financial Audit Director at VAGO, responsible for the financial audit in Local Government for 2 years and prior to that, in the Education sector for 3 years.

He was the Internal Auditor at Manningham City Council for 3.5 years, having previously been the Internal Auditor at Fonterra (3 years), NAB (5 years) and Australia Post (5 years).

Tim has also had experience as the Commonwealth Auditor-General in Melbourne, responsible for audit of Government Business Enterprises (3 years). He held the role of External Auditor to Arthur Anderson for 8 years and also worked in external audit for a mid-sized audit firm in Perth (2 years).

Mark Grant

Mark is the Director Sector Performance and Development, Local Government Victoria. His team has responsibility for the implementation of the Local Government Performance Reporting Framework, the Local Government Finance & Reporting regulations and the implementation of a wide range of sector reform initiatives including, shared services and procurement programs.

Mark has worked extensively in the local government sector throughout a 33 year career in the Victorian Public Service. He has held leadership roles in local government service delivery, service contracting and outsourcing, partnering and health and human services design, delivery and reform.

He is an accredited mediator and conflict coaching practitioner. He also teaches in Contemporary Social Issues at the Australian College of Applied Psychology.

Commonwealth Bank, fluent in local government

Keeping a healthy triple bottom line and your community satisfied can be a tricky balancing act. We know because more local governments around Australia work with our dedicated Local Government Banking Specialists than with any other bank. So if you want to streamline your transaction management activities, more flexible financing options or information on investments, we can help.

Contact Felix Rosman, Relationship Executive on 0414 789 407

Theme Dinner

Thursday 12 November 2015

Friends, Foes & Superheroes

Dress for the night as your favourite friend, foe or superhero



Conference Information

Conference Dress Code:

Opening Dinner – Wednesday night – Business Attire or equivalent
Thursday / Friday conference – casual
Thursday night dinner – Friends Foes and Superheroes – come dressed as one or all of these!

Conference Accommodation:

FinPro will be using three Accommodation venues to provide accommodation for delegates, sponsors and speakers. The three venues are:

Peppers The Sands Torquay - 2 The Sands Boulevard, Torquay
Wyndham Resort Torquay - 100 The Esplanade Torquay
Local House Rentals as per agreement with FinPro.

All keys for accommodation are to be picked up from Peppers The Sands Torquay. Buses will run on both evenings between Peppers The Sands Torquay and Wyndham Resort Torquay in a timely manner. The venues are less than 1km away from each other.

The Conference Venue:

All conference functions will be located at Peppers The Sands Torquay. All delegates, sponsors and speakers are able to make use of any of the facilities within the resort for the duration of the conference. Check-out time on Friday by 10.00am. Please ensure that all luggage has been removed from rooms by this time, that keys have been returned to the Front Desk and that any additional costs (ie mini-bar) have been settled.

Car Parking:

Car Parking is available at both Peppers The Sands Torquay and Wyndham Resort Torquay.

Registration:

A registration table will be located at the entrance to the conference facilities. This table will be manned by members of the Executive of FinPro from 3.30pm – 6.30pm on Wednesday 11 November, then again on Thursday morning, 12 November from 8.15am until the commencement of the conference at 9.00am.

Timing:

As a courtesy to others, please be seated in the conference room as soon as possible before each session. If you arrive late for a session it may be polite to wait for an appropriate time before you go to your seat. If entering or leaving during a session, please do so in a way that causes the least disruption to speakers and delegates.

Mobile Phones

Audible ringing tones and notifications **MUST** be turned OFF at all times within the conference room.

Non-Authorised Materials

Literature or any other form of merchandise is not permitted to be distributed or offered for sale at this conference by organisations other than the official sponsors of this FinPro Conference 2015.

Breakfast

Breakfast will be served in both resort restaurants from 6.30am to 9.00am both Thursday 12 November and Friday 13 November. Breakfast is available to all delegates, sponsors and speakers staying at each respective venue. For those delegates or sponsors staying in Rental Houses, breakfast will be provided at Peppers The Sands Torquay.

CPD Points

The number of CPD Points that can be claimed for this conference is 12 CPD Hours or for those attending the supplementary session

Our Sponsors for 2015



PLATINUM SPONSOR TechnologyOne

Transforming business, making life simple. TechnologyOne (ASX:TNE) is Australia's largest enterprise software company and one of Australia's top 200 ASX-listed companies, with offices across six countries. We create solutions that transform business and make life simple for our customers. We do this by providing powerful, deeply integrated enterprise software that is incredibly easy to use. Over 1,000 leading corporations, Local Governments, State and Federal Governments and statutory authorities are powered by our software.

We participate in only seven key markets: government, local government, financial services, education, health and community services, utilities and managed services. For these markets we develop, market, sell, implement, support and run our preconfigured solutions, which reduce time, cost and risk for our customers.

For 27 years, we have been providing our customers enterprise software that evolves and adapts to new and emerging technologies, allowing them to focus on their business and not technology. Today, our software is available on the TechnologyOne Cloud and across smart mobile devices.

For further information please contact:
Mr. Behnam Roohizadegan Regional General Manager - Victoria
Phone: (03) 9526 4300



GOLD SPONSOR Commonwealth Bank

At the Commonwealth Bank, we recognise the vital role Local Government has in the community. We know that one solution doesn't fit all which is why we have a dedicated team solely focussed on delivering tailored financial solutions to the sector. CommBank works with Councils every day to help solve business challenges and meet the demands of customer service expectations, within an environment of increasing pressure to do more with less. With our forward-looking approach, we're continuing to transform services and achieve efficiencies through technologies such as CommBiz Advance Analytics, for better decision making.

For further information contact:
Felix Rosman on 0414 789 407 or via email: felix.rosman@cba.com.au

SILVER SPONSOR Bankwest Money Market Investments

Bankwest is a full service bank, active in all market segments, providing a complete range of deposit and lending products to the business, rural, housing and personal markets. Through our Money Market Investments team, corporate and institutional investors earn competitive, market linked interest rates on investments over \$500,000. Our Money Market Managers have a wealth of experience in the fixed interest investment market dealing in at call accounts to term deposit investments up to 5 years.

For further information contact:

Naree Wilkinson on (03) 9641 2785 or via email naree.wilkinson@bankwest.com.au

Or Peter Ellis on (03) 9641 2631 or via email peter.ellis@bankwest.com.au



SILVER SPONSOR Civica

Civica is a leading supplier of enterprise software applications, consulting and managed service solutions for local government. Today, more than 300 Councils throughout Australia and New Zealand use Civica's local government software and services. Our Authority enterprise application suite comprises more than 40 modules of business software and is the only software application designed specifically for local government that delivers a single solution, from a single vendor for the entire enterprise. Metropolitan and rural Council's across Australia are now choosing to deliver their business processes via Civica's Business Process Services and Managed Service solution, which assist Councils in meeting their organisation and business continuity objectives.

For information about Civica contact:

Anita Bezuch Sales Manager – National New Business Development Manager

Dir: (03) 8676 4441 Mobile: 0408 696 230 E-mail: abezuch@civica.com.au



SILVER SPONSOR Computron

Computron's best of breed solutions focus on delivering process improvement through automation and technology. Fully integrated solutions include:

- Enterprise Financials
- Accounts Payable Automation
- Procure to Pay
- Business Intelligence and Reporting
- Strategic Planning and Performance Management
- Intelligent Scanning and Data Capture
- Business Process Management (Workflow)
- Agile Integration Platform
- Process Analytics



We are a Kofax Certified Diamond Partner – the largest in Australia, with a full complement of highly qualified and experienced consultants that are able to add great value to our client implementations for all scanning and data capture requirements, such as invoice automation, mailroom automation, automated employee on-boarding, electronic timesheet processing, scan to archive projects, etc. With over 20 years' experience servicing Local Government, Computron prides itself on its ability to meet the ever changing landscape of business demands by providing a wide range of software applications that automate, integrate and streamline business processes, allowing Councils to focus on their strategic business objectives and to achieve operational excellence.

For more information contact:

Deb Dwyer, Managing Director on 0421 357 313

SILVER SPONSOR Curve Securities

Curve Securities provides a national, wholesale fixed interest investment service. We act as a conduit to assist 'middle market' participant's access term deposits and interest rate securities at wholesale market rates.

Curve Securities aims to bring ease and simplicity to the process of maximising your interest income. Our focus on high quality, personalised service, enables us to quickly offer products from the banking institutions that immediately match your investment requirements.

The wide range of deposit-takers we have relationships with ensures you can execute your investments quickly and efficiently by dealing with one person. The wholesale yields and 'specials' we negotiate on your behalf, ensure you have a comprehensive range of options at hand to maximize your investment returns.

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Please visit curvesecurities.com.au/government to see how we can help you.



SILVER SPONSOR Genesis Accounting

Genesis Accounting is a firm of Chartered Accountants that provides boutique GST and FBT consulting services to local government. Large industry wide projects are a specialty of the firm with two projects currently on foot.

The first is the preparation of ATO Division 81 fees and charges rulings for over 240 councils in NSW, Queensland, WA and Victoria. The second is a class action based on constitutional law involving over 100 councils to seek refunds of GST paid on a wide variety of asset sales including land and buildings, motor vehicle fleets and plant and equipment and also GST paid on the use of assets such as car parking station income, car parking meter income and rent on commercial leases. The claim period goes back to 1 July 2000.

Apart from these two major projects the firm provides advice to councils in 5 states on the GST or FBT aspects of any transaction a council may have. The firm regularly obtains for its council clients private rulings from the ATO on a wide variety of GST and FBT topics.



SILVER SPONSOR IMB Bank

About IMB Bank

- IMB Bank has a very strong and clean Balance Sheet
- Highly liquid
- Well capitalised
- Strong core business
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How to Invest with IMB Bank

- Contact your Relationship Manager for our daily rates
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Who is IMB Bank?

- Established in 1880, IMB Bank is celebrating 135 years of helping their members achieve their goals
- IMB Bank has assets of \$5 billion and over 180,000 members
- Authorised Deposit Taking Institution (ADI) regulated under the Banking Act 1959
- Supervised by the Australian Prudential Regulation Authority (APRA) and the Australian Securities and Investment Commission (ASIC)
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- Principal activities are the provision of banking and financial services
- Comprises retail banking, business banking, treasury and financial planning including lending, savings, investment and insurance products
- 44 branches located throughout Sydney, the Illawarra, NSW South Coast, the ACT and Melbourne
- Supported by our mobile lending team, call centre, ATM network, internet and mobile banking, and automated phone banking.

SILVER SPONSOR IT Vision

IT Vision is committed to providing the very best products and services to Local Government, Regional Port Authorities, Statutory Authorities and other industry sectors. Our fully integrated Enterprise Resource Planning solution combines an array of modules, including Business Process Management Services, based around the everyday needs of the organisation's staff and includes all the components to help create a seamless solution. Other solutions such as Corporate Performance Management and Business Intelligence tools can be fully integrated with not only the IT Vision ERP solution, but third party products as well. There are also different hosting options available, such as cloud hosting. Because of our large and regionally diverse client base, we are continually developing services that utilise the latest in communications, technology and business processes to ensure that our clients received the very best assistance, training and support regardless of location. With over 145 Councils already using our software and extensive local support, SynergySoft is the perfect choice for your organisation.

For further information email Sales@itvision.com.au or contact Angelo Nardi on stand No. 7

Tel: 08 9315 7000

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SILVER SPONSOR LG Solutions

LG Solutions is now 11 years old and can list over 180 Local Government clients across 6 States - NSW, QLD, NT, WA, SA & now VIC. LG Solutions staff have either been local government Finance Professionals, local government Auditors &/or local government Consultants .

Our vision is to be “partners in Council's financial data” through not just the provision of our Local Government specific suite of financial products including:

- our annual YE Financial Reporting Templates . . .YE has never been easier,
- our “cloud” Fees & Charges application which puts accountability back onto the operational managers
- Long Term Financial Plan (LTFP) catering for up to 6 funds/entities, &
- The LG Analyser where you can compare, contrast & present your Council's financials against any Council in VIC but also thru the “service & advice” we provide to Councils as part of their purchase . . .after all we're finance professionals & not programmers !!

Best of all, LG solutions can (& does) provide “around the clock” service to any & all of our Council clients via our dedicated day shift & night shift teams - especially a benefit when financial deadlines loom and Council Finance Professionals are “burning the midnight oil” !!

LG Solutions

“partners in Council's financial data”

SILVER SPONSOR MAGIQ Software Pty Ltd

MAGIQ Software Pty Ltd is a software and services supplier specialising in the development and support of the fully web-based, cloud deliverable MAGIQ Enterprise, MAGIQ Performance and MAGIQ Documents software suites.

The company has a successful 30-year history and supplies more than 400 customers across its chosen markets including: State and Federal Government; Local Government; Health and Community Services; Utilities; Education and the Not for Profit sector.

MAGIQ Software has a significant and growing customer base across Australia and New Zealand with developing markets in the USA, UK, Singapore and South Africa.

Significant experience and a deep understanding of our chosen markets allows us to respond quickly and effectively to our customers changing business needs. Our team of more than 90 highly experienced and skilled IT professionals are passionate about delivering great software and excellent customer service to the organisations we work with.

We provide our customers with dedicated local support and product development from our five offices spread across Australia and New Zealand


software

SILVER SPONSOR Midstate Creditcollect Pty Ltd

MCC is a specialist debt collection and credit management organisation that looks after 35 councils and 14 water authorities. MCC is committed to the local government sector as demonstrated by our presence and sponsorship of FinPro. MCC recognises and is committed to the paradigm shift required by local government traditional approach to debt recovery. No longer can local government rely so heavily on the use of legal action in its debt recovery action in the recovery of rates and all classes of receivables.

MCC recognises that local government must reduce legal action and its attendant cost to its ratepayers - in fact we see that by adopting new strategies it presents an opportunity for local government to increase its social capital in the communities that they serve.

MCC has developed a new approach which ticks all of these boxes -

- Reduce legal action and spend
- Is economical
- Boosts cash flow
- Reduces stress on council resources
- Increase your community engagement
- And increase your social capital



MCC is committed to Local Government in Victoria & wishes to acknowledge all our loyal clients for their ongoing support.

SILVER SPONSOR NAB

At NAB, we're more than just specialist government bankers. Our holistic approach supports every aspect of your council and community by:

- Working with you to understand and provide the services required to support your council
- Sharing insights to help you make informed decisions
- Providing programs that benefit your staff and community.
- Talk to a NAB Government specialist banker today to find out how we can help your council:
- Funding and investment
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For more information contact:

Ms Lisa Thiedeman

Associate Director (VIC)

Email: Lisa.A.Thiedeman@nab.com.au

Mobile: +61 (0) 467 791 851



nabgovernment business

SILVER SPONSOR Westpac

Westpac is the preeminent provider of banking services to the public sector in Australia. Specifically for Local Government in Victoria we have a dedicated and experienced team based in Melbourne ready to meet all of your requirements. Our offering stretches across Transaction Banking, Investments, Leasing, Lending, Financial Markets as well as Structured Finance and Public Private Partnerships.

Our approach is to work closely with your organisation to understand your unique requirements in order to provide the most effective banking arrangement possible. Our clients leverage Westpac technology to optimise processes, enhance the customer experience, decrease risk and ultimately improve the bottom line.

We are dedicated to our customers, the local community and a sustainable future. Westpac has been awarded No.1 Lead Bank by the Peter Lee Relationship Banking Survey for the last three years in a row as well as No.1 Lead Transactional Bank for 12 years in a row. In 2014 we contributed over \$200m to community investments in Australia and were recognised as the World's Most Sustainable Corporation by the World Economic Forum.

For further information, please contact;
Andrew Dorgan
Relationship Manager – Public Sector – Westpac Institutional Bank
0419 238 179
adorgan@westpac.com.au



KEY NOTE SPEAKER SPONSOR Print Mail Logistics (PML)

PML specialises in the production and distribution of Rates, Water and Animal notices on behalf of Local and State Government authorities throughout Australia.

With operations based in Hobart, Tasmania, PML is responsible for delivering over 5 million documents on behalf of 63 Local Government customers in Australia including 5 in Victoria.

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Conference and Accommodation Venues



Conference Venue plus Accommodation: Peppers The Sands Torquay 2 Sands Boulevard, Torquay

Perched on the northern headland of Torquay at the start of The Great Ocean Road, Peppers The Sands Resort is a contemporary, premium golf resort destination. Its interconnecting buildings with modern Torquay accommodation offer spectacular views of the surrounding greens, sand dunes and cliff-faced coast.

Your accommodation in Torquay has spacious rooms with sweeping views, designer fittings and stylish furnishings. The plush sofas in front of the fire at Hanners Restaurant are reminiscent of a fine Torquay Hotel.

Torquay is Victoria's Surf Coast capital and is buzzing year round with cafes, restaurants, festivals and activities. Peppers The Sands Resort is the perfect blend of Torquay accommodation and resort facilities in a famous coastal location just over an hour's drive from Melbourne.



Conference Accommodation: Wyndham Resort Torquay 100 The Esplanade, Torquay

Wyndham Resort Torquay offers luxury hotel rooms and one bedroom apartments. The quality accommodation provides a modern design showcasing rich cream and chocolate tones, to craft a sophisticated and comfortable resort experience. Most accommodation types feature a private balcony or patio to take in the picturesque garden, pool or ocean views.

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For further details please contact:

Gabrielle Gordon
Executive Officer, FinPro

Ph: 0400 114 015

Email: gabrielle@finpro.org.au

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