



# Leading Transformation

Innovate Integrate Motivate

# Program



2017 FinPro Conference  
18 – 20 October 2017  
Mantra Lorne

Platinum Sponsors - Commonwealth Bank

# Welcome FinPro 2017

18th-20th October 2017

## Welcome

The Conference theme is 'Leading Transformation – Innovate, Integrate, Motivate', whether they be transformative ideas, improvements, processes, or inspirations. We hope that, through this year's presentations, you will gain technical knowledge, as well as an insight into other organisations work practices, and also take the opportunity to build on your professional networks. All of these are crucial to deliver value for our organisations and we understand that they are also enormously important to us all as Local Government Finance Professionals. The Executive are trialling a new change this year with the introduction of regional collaboration of the Finance Groups, as well as holding some technical sessions, commencing on the Wednesday afternoon of the conference. For those able to attend these sessions, we hope you find them worthwhile.

Over the next few days many fantastic speakers will share their knowledge with delegates including Alan Hansell from IBRS who will deliver an informative session on 'Winds of Change Sweeping Local Government'. Delegates will also hear from Local Government CEOs such as Keith Baillie – Surf Coast SC, Chris Eddy – Hobsons Bay CC, Michael Tudball – Southern Grampians Shire, and Rebecca McKenzie – Glen Eira City CC, through to a number of our own members who have offered to share their knowledge.

Sector partner updates from the Victorian Auditor-General, Andrew Greaves, and also Local Government Victoria, adds to a fantastic conference agenda this year.

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 it promotes professional networking opportunities. I encourage you to make the most of this opportunity to learn, network with fellow delegates, to meet and talk to our sponsors and to 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 enabling FinPro to offer a wonderful program. I strongly encourage you to visit each of our sponsors during the Conference to hear about what products and services they provide to the Local Government Sector.

On behalf of the Executive I sincerely thank you for taking the time to attend a very informative and enjoyable conference over the next two and a half days in Lorne.

### Ange Marshall

President – FinPro

## Local Government Finance Professionals Executive:

**Ange Marshall**

**Marc Giglio**

**Travis Harling**

**Amy Montalti**

**Bradley Thomas**

**Brett Exelby**

**Danny Wain**

**Greg Hall**

**Kim Jaensch**

**Majenta Rose**

**Shane Marr**

**Charles Nganga**

**John Brockway**

**Belinda Johnson**

**Tony Rocca**

**Binda Gokhale**

**Yarra City Council**

**Banyule City Council**

**Whittlesea City Council**

**Mount Alexander Shire Council**

**Bass Coast Shire Council**

**Monash City Council**

**Boroondara City Council**

**Frankston City Council**

**Greater Shepparton City Council**

**Brimbank City Council**

**City of Casey**

**Surf Coast Shire Council**

**Southern Grampians Shire**

**Maroondah City Council**

**Wyndham City Council**

## Local Government Finance Professionals Executive Officer:

**Gabrielle Gordon**

**FinPro [gabrielle@finpro.org.au](mailto:gabrielle@finpro.org.au)**

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# Conference Program

Wednesday 18th October 2017

**12.30pm - Delegate Arrival and Registration**

**12.30 – 2.30pm**

**Regional Collaboration Sessions**

Regional Finance Groups will be given the opportunity to meet up over a casual lunch, network and discuss issues relevant to the group.  
Hosted by FinPro

**2.30 – 3.00pm**

**Afternoon Tea**

**Mantra Lorne**

**3.00 – 3.45pm**

**Communicating value of Local Government today: How we are building a 21st century database of our citizens .**

Eyal Halamish, CEO, OurSay

In a world of alternative facts, social media sound bites, and viral campaigning, it's important to get our message out there and our communities focused on the strategic rather than the petty issues.

**3.45 – 4.30pm**

**LinkedIn – Rock Your Profile**

Andrew Green, Specialist Relationship Manager, LinkedIn

Understanding social media and the power of LinkedIn to grow your professional brand, connect with your network, stay informed about the sector and attract career relevant opportunities. With 500M+ members globally and 8.9M+ members in Australia, LinkedIn is Australia's most powerful career building platform.

**4.30 – 6.30pm**

**Conference Registration and Check-in**

**Mantra Lorne Reception**

**6.30 – 7.00pm**

**Pre-Dinner Drinks**

**Mantra Lorne Foyer**

**7.00 – 10.30pm**

**Conference Opening Dinner – including Key Note Presentation from Dr Jason Fox – 'Change the game – Transform!'**

**Sponsored by the Oracle Corporation**

'How do you motivate people to progress through change and do great work? Not normal work—robots will soon handle that. Great work. The work that has us investing discretionary effort. Creating new value. Actually innovating (not just talking about it). Owning it. Leading, not waiting. How do you motivate people to do that?'

# Conference Program

Thursday 19th October 2017

<b>7.00 – 8.50am</b>	<b>Breakfast</b>	<b>Mantra Lorne Restaurant</b>
<b>9.00 – 9.45am</b>	<b>Winds of Change Also Sweeping Local Government</b> – Alan Hansell, IBRS	Alan has recently published a paper about the change sweeping the public sector: rate capping, demands to transform business operations and reduce expenditure, increasing numbers of requests for online services, pressures from State Governments and also compliance issues. Alan will discuss his findings and share stories from some of the councils he spoke with during his research.
<b>9.45 – 10.30am</b>	<b>The changing role of the CFO</b> Adrian Clerici, Partner, Pitcher Partners Advisors Pty Ltd	The role of the Finance Department has changed over time and continues to change. Adrian will speak about this and give some indication of what will be required from Finance staff moving forward.
<b>10.30 – 11.00am</b>	<b>Morning Tea</b>	<b>Mantra Lorne – Sponsor Display Area</b>
<b>11.00 – 12.00pm</b>	<b>Challenges facing Victorian LG today</b>  <b>Panel Speakers</b> <ul style="list-style-type: none"> <li>• Keith Baillie, CEO, Surf Coast SC</li> <li>• Chris Eddy, CEO, Hobsons Bay CC</li> <li>• Michael Tudball, CEO, Southern Grampians Shire</li> <li>• Rebecca McKenzie, CEO, Glen Eira City Council</li> </ul> <b>Facilitator:</b> <ul style="list-style-type: none"> <li>• Danny Wain, FinPro Executive Member and CFO, Monash City Council</li> </ul>	<p>The Local Government sector continues to evolve as challenges and changes are being placed upon it. Our panel of four CEOs will discuss the challenges and changes their Councils are currently experiencing or are planning for in the foreseeable future.</p> <p>The CEOs represent a diverse range of Victorian Councils; Metro, Growth, Regional and Rural.</p> <p>Our Facilitator for the session, Danny Wain, will use his excellent powers of observation to weave the session together.</p> <p>Sit back and compare the commonality of the issues raised by each of our speakers. How applicable are the challenges talked about today in your Council?</p>
<b>12.00 – 12.30pm</b>	<b>The Future of Local Government</b> <b>Heath Brown, Commonwealth Bank</b> <b>Platinum Sponsor Presentation</b>	<b>The Future of Local Government</b> – Presented by Heath Brown, CBA Platinum Sponsor  Future-focussed concepts all local government should be considering as they plan to drive innovation in their workforce and the communities they lead.
<b>12.30 – 1.30pm</b>	<b>Lunch</b>	<b>Mantra Lorne Front Lawns</b>

# Conference Program

Thursday 19th October 2017

1.30 – 3.00pm

**Understanding Motivation and Working with Your Strengths** – Sabina Read, Psychologist

Sabina spoke at our February PD about ‘Coping with Stress and Overwhelm’. Her session was very well received so we’ve invited her back for more!

What motivates us to work and live as we do? This session will explore the drivers and personal values that underpin the many decisions we make every day at work and beyond. The session will introduce a positive psychology model which focuses on factors that lead to the flourishing of individuals, groups and organisations, including findings ways to identify and maximise the innate individual strengths that we all possess which can lead us to feel more productive, energised, and engaged.

3.00 – 3.30pm

**Afternoon Tea**

3.30 – 4.30pm

**Digital Transformation** – City of Casey and Surf Coast Shire Experiences

Hear first-hand how two Councils are pushing to be more agile, innovative and creative; the increasing availability of open data; the emerging digital economy; the ‘Internet of Things’ and the increasing reach of social media into households.

Sheena Frost, Strategic Director Corporate Services, City of Casey

John Brockway, Finance Manager, Surf Coast Shire

Councils must be aware of these trends and their impact. Customers are telling us they expect to be able to undertake their Council business online, at a time and through a device of their own choosing. Businesses in our municipalities are looking to exploit the opportunities these trends provide. There is a demand that we use technologies to find efficiencies in Council’s processes, increasing the value we provide from the rates Council collect. As a Council, we have an obligation to respond to these drivers.

4.30 – 5.00pm

**Joint Workshop – Model Financial Statements and Model Budget**

Run by the respective Taskforces of each of these working parties.

5.00 – 6.00pm

**Sponsor exhibition**

**Mantra Lorne – Sponsor Display Area**

6.00 – 7.00pm

**Free Time**

7.00 – 8.00pm

**Pre-Dinner Drinks on the Mantra Lawns**

Happy Hour sponsored by Gartner

**Mantra Lorne Front Lawn**

8.00 – late

**Dinner. Theme – ‘Transform yourself’ Band – Rewind 80’s**

Don’t come as you are, transform yourself into something else! Dress up and surprise yourself!

# Conference Program

Friday 20th October 2017

7.00 – 8.50am

Breakfast

Mantra Lorne Restaurant

9.00 – 9.30am

**Local Government Victoria – Update –**  
Gerry Smith, Director - Sector Innovation Performance and Resilience, LGV

Local Government Victoria provides policy advice, oversees legislation and works with councils to support responsive and accountable Local Government services.

Gerry will give delegates an update on the current work LGV are undertaking as it affects finance professionals working in the sector.

9.30 – 10.15am

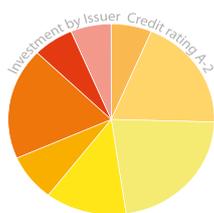
**'Show me the data' – Data as a foundation to financial sustainability**  
Angelo Saridis, Manager, Performance & Innovation Latrobe City Council

Many of the decision making processes in Local Government have an impact on financial sustainability. There are always challenges in governance to ensure that the financial implications of decisions are visible and considered. Given the imminent challenges posed by rate capping, Latrobe City Council has been focussing on using data and business intelligence to help inform decision making including the consideration of financial implications. Data is being used in a variety of ways to enrich decision making including:

- Investment prioritisation
- Budget management
- Procurement performance
- Asset utilisation

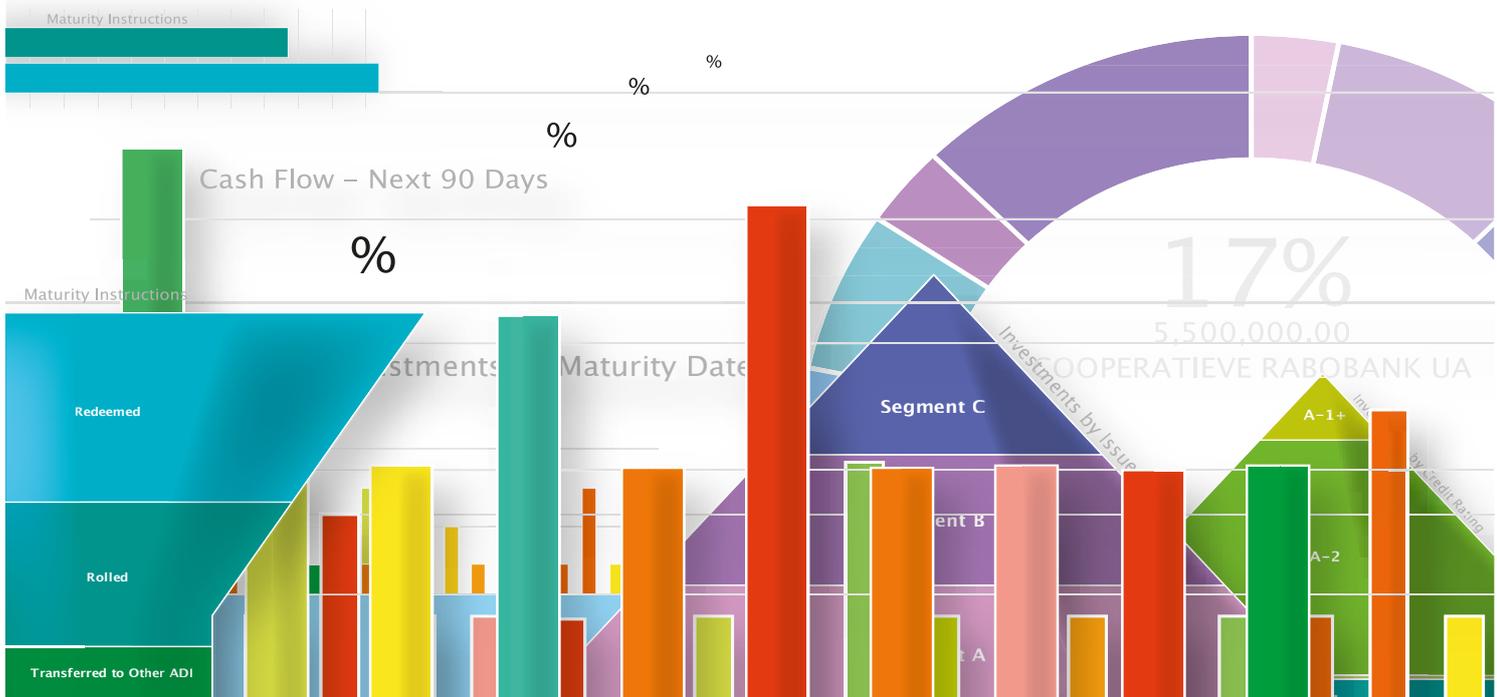
curveSECURITIES

## Curve Portfolio Manager



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- Measure performance
- Entire interest rate portfolio
- Monitor your cash flow
- Export transaction data
- Reports for any timeframe
- Confirm compliance



# Conference Program

Friday 20th October 2017

10.15 – 10.30am

**The moment of change is the moment of opportunity.**

Andrew Murray, CEO Curve Securities  
Gold Sponsor Presentation.

Moments of change, rather than being threats, create great opportunities. The world is currently experiencing the greatest period of cascading change we have ever seen. It's being called the 4th Industrial Revolution. Being ready for this change and actively looking for the opportunities created is the key to progressing through this era.

10.30 – 11.00am

**Morning Tea**

**Mantra Lorne Sponsor Display area**

11.00 – 11.15am

**Transform to the Cloud – Getting Council's Key Financial Reporting & Management Systems off the Ground** - Presented by John O'Connor, LG Solutions  
**Gold Sponsor Presentation.**

In this session LG Solutions will highlight the benefits of moving key financial reporting & management systems to the cloud & briefly present what's here now for Victoria, & what's coming to help councils get these key systems off the ground & to the cloud.

11.15 – 12.00pm

**VAGO –**

Andrew Greaves, Victorian Auditor General, VAGO

VAGO plays a key role in promoting confidence in the public sector. They conduct audits to ensure that public sector entities are transparent and accountable to the Victorian Parliament and the community. Andrew will provide an update to the sector on the current work VAGO are undertaking and provide some guidance to all finance practitioners on good practice and what to be conscious of when embarking on digital transformation.

12.00 – 1.00pm

**Closing Key Note Address**  
**My story of Transformation! - Geoff Knight**

To close the conference, listen as Geoffrey shares his own story of Transformation.

1.00 – 1.20pm

**Conference Close and Prize Draws**

1.20pm

**Boxed lunch provided for delegates to take with them for the journey home**

## LG Solutions

*"partners in Council's financial data" for the last 13 years !*







**Cloud Year End**  
**Cloud LTFP**  
**Cloud Fees & Charges**  
 web: [www.lgsolutions.net.au](http://www.lgsolutions.net.au)  
 email: [inquiry@lgsolutions.net.au](mailto:inquiry@lgsolutions.net.au)



# Our Sponsors

## Company Information

### Platinum

#### 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.

### Gold

#### LG Solutions



Over the last 13 years, LG Solutions has grown from a zero base to over 200 Council Clients across 6 States - NSW, QLD, NT, WA, SA & VIC.

The LG Solutions "team of 6" brings together the "trifecta" in Local Government financial management – having been LG Finance Professionals, LG Auditors &/or LG Consultants !!

Since first launching our Industry newsletter for NSW, LG "Debits & Credits" on "all things accounting & financial management" 13 years ago...we have now become "partners in Council's financial data" through our cloud suite of LG specific products, applications & services which includes our:

- Annual YE Financial Reporting Templates,
- Fees & Charges application (& unique GST "add in"),
- Long Term Financial Plan (LTFP) plus
- Our upcoming KPI tool integrated with our underway Cloud IP&R application.

Best of all LG Solutions can (& do) provide around the clock 24 hour service to any & all of our Council clients – a huge benefit, especially when the never ending financial reporting deadlines mean "burning the midnight oil"!!

# Our Sponsors

## Company Information

### Gold

#### Curve Securities



Curve Securities are term deposit and fixed interest specialists. We have been creating opportunities that elevate our clients' performance through innovation in fixed income solutions since 2009.

Our portfolio of services includes term deposits, fixed interest securities, investment management, and the Curve Portfolio Manager – the new way to manage and report on council investments.

With more than 150 years of collective financial markets experience, our team has the skill and understanding to assist councils with their investments, valuations, reporting and compliance needs.

We assist over 460 organisations with the placement and management of their surplus funds – they've told us our efficiencies save up to an hour per deal. Our clients have access to deposit opportunities from over 70 banking institutions via our simplified and streamlined processes. All deals done through us flow instantly into the cloud based Curve Portfolio Manager.

Around 40% of our deals are off-rate sheet specials made available thanks to the close relationships we have with our partner banks. Best of all, there are no fees for clients to place their surplus funds through Curve as the banks pay us to find them funds.

### Silver

#### IT Vision



IT Vision has been developing Digital Enterprise Solutions for Local Government and similar industries for more than 30 years. Our fully integrated SynergySoft suite delivers a wide array of modules and features based around the everyday needs of council staff, and our latest addition, Altus, is a fully cloudbased solution. Other additions to the IT Vision Altus product portfolio include business analytic tools, risk management and disaster recovery, a suite of mobile apps including bushfire permits and purchasing and an online timesheet solution, to name a few.

These products add significant efficiency and business value to your organisation. Coupled with our range of Business Process Management Services such as Payroll, Rates and Finance processing, these solutions have become the cornerstone of productivity improvement and risk mitigation for many of our customers.

We pride ourselves on the ability to deliver on the needs of our customers and the provision of excellent service in a highly competitive environment. Due to our large and regionally diverse customer base, we are continually developing services that use the latest in telecommunications, technology and business processes to ensure that our customers receive the very best assistance, training, support and value for money, regardless of location.

Proudly Australian privately owned and operated, over 160 councils already use our flagship ERP software and more recently the Altus platform solution.

IT Vision is the perfect choice for your council.

# Our Sponsors

## Company Information

### Silver

#### Open Office



Open office has been providing software and services to local Government for more than 20 years. With more than 400 customers, we are leaders of software solutions for Licensing and Compliance, Customer Services, Financial and Asset Management. Our Finance solution, Microsoft Dynamics NAV is a global ERP system giving greater control with a seamless integration to Office 365, Excel and Outlook. Financial reports are tailored and personalised using dashboards allowing employees to become more efficient in their daily activities.

Our 70+ products can be delivered on site or in the Cloud and built to your specific needs. Our mobile solutions allow council staff to access data in the field and reduces time and effort of data management. To compliment our world class solutions, we are excited to announce the development of a Community Engagement Platform which enables Council and Community to effectively manage and participate in key functions when, where, and how they want to.

For further information, please contact Anita Bezuch, National Sales Manager on 0408 696 230.

#### Midstate CreditCollect Pty Ltd



MCC is exceptionally proud of its history and success in providing debt collection services for more than 28 years. We look after 60 Councils and 15 Water Authorities and have provided exceptional results and service during this period.

MCC is a subsidiary of Collection House Limited. We operates as an independent business with the added benefit of leveraging the financial strength of its parent company and allowing access to the latest technology systems and quality governance assurance programs.

Over a number of years, MCC has demonstrated proficiency in not only traditional debt collection, but has matured and evolved to provide innovative customer management strategies that built Rate Payer Engagement and goodwill through the recovery cycle while also delivering leading collection results.

MCC has been steadily growing year on year due to the quality of its services and the collaborative partnerships it builds with its clients. This is reflected in the sensitive customer collection practices that not only deliver a positive Rate Payer experience but also leading collection results with a focus on minimising cost to council and the rate base and enhancing cash flow.

This structure has enabled us to build dedicated teams which understands the needs of our council clients, retaining our "small business" ethos of treating clients and customers in ways that uniquely suit our council clients and their customers.

#### MAGIQ Software



MAGIQ Software provides financial and administrative software for Public Sector service agencies and has more than 480 customers throughout Australia, New Zealand, the USA, the UK, Singapore and South Africa.

Key markets include Federal and State Government, Local Government, Health and Community Services, Utilities, Education and Not for Profits. More than 220 Councils throughout the ANZ Region are enjoying using MAGIQ every day.

MAGIQ Enterprise is an enjoyable to use, deeply integrated Finance and Administrative software platform. Ease of use combined with a careful and efficient implementation process delivers excellent staff take-up and great business outcomes for customers.

Our team of more than 95 staff deliver local support and development from offices in Melbourne, Sydney, Napier, Auckland, Christchurch and Los Angeles.

# Our Sponsors

## Company Information

### Silver

#### APTEAN



Computron is an Aptean company with best of breed solutions that deliver process improvement through automation and technology. 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 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.

Fully integrated solutions include: Enterprise Financial, 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. Computron is a Kofax Certified Diamond Partner – with a full complement of highly qualified and experienced consultants adding 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.

About Aptean: A leading global provider of mission critical enterprise software solutions that builds and acquires industry-focused solutions to support the evolving operational needs of customers. Aptean solutions help nearly 6,500 organisations stay at the forefront of their industries by enabling them to operate more efficiently, thereby ensuring higher customer satisfaction. For more information, **visit [www.aptean.com](http://www.aptean.com)**

#### Westpac



At Westpac, our vision is to be one of the world's great service companies, helping our customers, communities and people to prosper and grow. This is built on our commitment to people, community and leveraging innovation and technology.

One of our key operational pillars is innovation with purpose powered by real needs, designed to get real results and Westpac is continuing to invest over \$1.3b per annum into ongoing improvement to our technology platforms all designed to revolutionise the customer experience for your ratepayers.

Through our "Run, Transform, Inspire" principles, Westpac's dedicated locally based public sector team can help deliver value to your Council through tailored and innovative transactional banking solutions, identifying initiatives that will deliver greater efficiencies, industry forums that enable sharing of mutual experiences and regular guidance and advice on best practice.

In addition to this, Westpac is also the long standing provider of the Victorian Government State Purchase Contract for Cash and Banking Services which is available to all Victorian Councils and provides the best value for money banking services available in the market.

#### Bankwest



##### 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,

please contact Nigel Hodgson on (03) 9641 2785, email [nigel.hodgson@bankwest.com.au](mailto:nigel.hodgson@bankwest.com.au)  
or phone Hayley Hingley on (03) 9641 2929, email [hayley.hingley@bankwest.com.au](mailto:hayley.hingley@bankwest.com.au)  
or phone Ryan Campbell 03 on (03) 9641 2345, email [ryan.campbell@bankwest.com.au](mailto:ryan.campbell@bankwest.com.au)

# Our Sponsors

## Company Information

### Silver

#### Genesis Accounting



Genesis Accounting is a firm of Chartered Accountants that has specialised in providing GST and FBT consulting services to local government for the last 16 years. These services have been provided to over 240 councils across Australia and cover all aspects of consulting work including an emphasis on ATO private rulings on GST and FBT issues, particularly Division 81 fees and charges exemptions, property transactions, overpaid GST and FBT and salary packaging.

The practice is currently also providing a GST Add In to the cloud based LG Solutions fees and charges product which will give councils certainty about the GST status of their fees and charges in an electronic form. All the things you need to know about why a fee is taxable or exempt is in the Add In and available from the cloud in an instant. No more fumbling with inefficient spreadsheets. Importantly the GST status is kept up to date including for any new fees and charges your council adopts via a unique system of rulings and ATO approvals. Come and see us and let us take away the stress of keeping up to date. Not only that councils who subscribe to the AddIn can have 3 hours of consulting time with us each year on any FBT or GST issue.

#### Recoveries & Reconstruction (Aust) Pty Ltd



Recoveries & Reconstruction (Aust.) Pty Ltd is a third generation incorporated legal practice that focuses solely on meeting the needs of Local Government.

R&R has over 15 years' experience in Local Government debt management representing over forty (40) Councils throughout Australia. Everything R&R does revolves around servicing the needs of Local Government from personally serving your legal documents, to appearing in the Magistrates and Supreme Court, all work is done in house by our Local Government specialists. We are quality assured to the highest standard, compliant with all legislation and are a family run business that has developed systems and an ethos that makes debt management seamless for Council.

Key strengths:

- Focus Clientele is 100% Local Government.
- Price Cost neutral. No charge for pre-legal work, letters, phone calls, SMS, email, business searches, title searches, relocations, reattempted services, court appearances.
- IT World class web application saving Council between 15 to 30 hours a week.
- Efficiency Same day service, all work is done in-house.
- Results Guarantee 90% collection rate within 12 months, 80% complaints served within 4 days.
- Ethics & Compliance Accountable to the highest possible industry standards.

#### Forms Express



Electronic delivery of notices has seen significant growth over the last 12 months, Forms Express's eNotices solution now has over 400,000 people registered for electronic delivery and in the last 12 months over 1.5 million notices were sent electronically.

The new eNotices platform which includes the eNotices Reference went live in July, with over 50 councils and water boards quickly signing up to provide the new features to their ratepayers and customers.

The future is about moving to Ratepayer self-management, through providing ratepayers with the ability to transact with council online. Through the new eNotices platform council can now offer online signup for direct debit and payment arrangements for the first time, providing ratepayers with an increased level of service and helping councils to drive efficiency and ensure data security. It is a new era. We are looking forward to demonstrating the new systems at FinPro.

**For further information contact:**

Sue Calder

Business Development Executive

sue@formsexpress.com.au

# Our Sponsors

## Company Information

### Silver

#### MAV

#### MAV PROCUREMENT

MAV Procurement is a not-for-profit unit of the Municipal Association of Victoria focused on achieving better procurement outcomes for local government.

By leveraging the combined purchasing power of councils, we can achieve better value on products and services. Working with our members and suppliers, we reduce procurement costs, simplify processes and improve services while delivering sustainable outcomes for communities and local government.

Managed by MAV Procurement, the Local Government Funding Vehicle (LGFV) is Australia's first aggregated funding vehicle for local government and has been labelled as a landmark vehicle to introduce a municipal bond market in Australia.

In less than three years the LGFV has issued approximately 30% of the total Victorian local government debt, providing a lower cost of borrowing to metro, rural and regional councils and increasing competition in the market, which has resulted in reduced margins from the major banks.

#### NAB



As government banking specialists, we work with local governments around Australia to provide financial solutions that help drive the outcomes councils need and reflect regulatory and operational frameworks that they operate under.

For you, this means you don't need to explain how councils work. Instead, we work with you to find out what your council wants to achieve, and design banking solutions that support and help enable you to deliver your vision - whether it be a more efficient way of processing dog registration payments, or designing a loan structure that matches your council's rates collection schedule.

Along the way, we share insights and approaches to help you make informed decisions.

Find out more: <http://www.nab.com.au/business/industry/other-industries/government> or contact Cecilia Ho, Associate Director, NAB Government Business, on 0407 507 321 or at [cecilia.n.ho@nab.com.au](mailto:cecilia.n.ho@nab.com.au).

#### Laminar Capital



Laminar Capital is one of Australia's leading providers of wholesale deposits and bank securities to local councils, not-for-profits and other middle market clients Australia wide. What sets us apart is our ability to provide a truly integrated service from advice to execution to settlements. We also provide our clients with access to the market leading investment management platform Treasury Direct.

Treasury Direct allows users to quickly and easily find the best rates on offer from over 40 Authorised Deposit-taking Institutions (ADIs). Online execution means you can simply click the rate on offer by the ADI of your choice to automatically execute the term deposit, BROKERAGE FREE

As well as taking care of your daily investment needs, Treasury Direct makes monitoring your investment limits and producing month end reports a breeze.

- Reduce time looking for the best deposit rates.
- Deposit rates are provided BROKERAGE FEE so that the rate that you see is EXACTLY the same rate you will receive from the ADI if you were to call direct.
- Invest, rollover and redeem at the click of a button.

# Our Sponsors

## Company Information

### Silver

- Monitor your investment limits in real time. Invest with confidence knowing you are adhering to your investment policy guidelines.
- One click month end report packs mean end of month reporting can be completed in seconds.
- Tailored reports mean that finance committee and council reports can now be provided instantly

Visit [www.treasurydirect.com.au](http://www.treasurydirect.com.au) to find out more or contact;

Cameron Rae on (03) 9001 6991 – Managing Director. Email [cameron.rae@laminarcapital.com.au](mailto:cameron.rae@laminarcapital.com.au)

Michael Clout on (02) 8094 1231 – Head of Business Development. Email [michael.clout@laminarcapital.com.au](mailto:michael.clout@laminarcapital.com.au)

### TechnologyOne



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, government departments and statutory authorities are powered by our software.

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

For 30 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 the technology.

### UniLink Data Solutions



UniLink Data Systems understands the many challenges facing councils. That is why it has been working with organisations over the last 26 years to solve their payment processing, reconciliation, reporting and customer service issues.

UniLink's commerce platform, OneStopSecure, was designed to help councils meet those challenges. OneStopSecure provides a platform for councils to easily create transactions for residents, staff and other stakeholders to make payments for items such as rates, fees, licenses, sundry debtors, hall hire and events. OneStopSecure can post the payment information, in real-time, and be integrated to the numerous back-end systems at a council.

OneStopSecure also allows councils to offer multiple payment options to meet the demands of its customers. These payment options include credit card, direct debit, PayPal, stored value card and other options.

The benefits of OneStopSecure include:

- Improved customer payment experience
- Provides payers with a single portal to view all outstanding charges and past payments
- Integration to council systems
- Enhanced reporting and reconciliation
- Reduced administrative costs
- Reduced requirement on IT resources
- Reduce PCI DSS risk/scope

# Our Sponsors

## Company Information

### Program Partner

#### Vision Super



We're a community focused, industry super fund and we've been helping local government employees save for their futures for 70 years.

We're committed to providing our members with low fees, strong long-term performance, quality education and advice. We pride ourselves on being a fund that invests and operates responsibly for the environment and our community. Our environmental and social responsibilities are underpinned by the overarching principle that as an industry fund, we put our members' interests first in everything we do.

If you'd like to find out more about us, say hello to our team at the conference or head to [www.visionsuper.com.au](http://www.visionsuper.com.au).

### Key Note Speaker Sponsor

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More than 10,000 organisations worldwide rely on CEB services to harness their untapped potential and grow. Now offered by Gartner (NYSE: IT), CEB best practices and technology solutions equip customers with the intelligence to effectively manage talent, customers, and operations.

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Government leaders often have to invest in major transformation initiatives to realise productivity gains, but what if you could do this without upending the organisation? What if you could unlock pockets of opportunity that help you exceed expectations and give employees skills and experiences they crave?

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For further information, please contact Andy Whitehead on 03 8656 0922 or [andy.whitehead@gartner.com](mailto:andy.whitehead@gartner.com)

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