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**ANZA SUPERCHARGES DEAL-MAKER ROLE WITH THE VICSTART FAST-TRACK PROGRAM**

**Victoria takes the lead with a targeted and customized ANZA Fast-Track program for companies seeking success in the US**

**San Francisco, CA – June 1, 2006** – ANZA Technology Network, the leading technology networking organization for Australian and New Zealand companies in the US, today announced the signing of a A\$900,000 deal between ANZA (Australia) and the Victorian Government to fast-track deal making and market entry for Victorian companies with eyes on the US markets.

The Fast Track Program is designed to assist the launch of more than 20 Victorian companies into the lucrative San Francisco and Bay Area tech and biotech sector – and beyond.

Victorian Treasurer, Minister for State and Regional Development, Minister for Innovation the Hon. John Brumby MP said VicStart, which funds the Fast-Track Program, was part of the Government's drive to ramp up the number of Victorian technology companies creating successful global businesses.

Companies that succeed globally bring wealth, knowledge and expertise back to Victoria. The Fast Track Program supports that growth by providing brave and innovative companies with the right support structures and networks in a key global market, the USA.

ANZA's powerful C-level executive network and proven expertise through its long history in northern California, is key to the success of the Program.

According to ANZA CEO Viki Forrest, Fast Track will connect Victorian technology businesses to the world's best technology business practitioners in the relevant areas of functional expertise and in applicable industries.

Forrest commended the Victorian Government saying that: "While ANZA had been providing a soft landing and rich connections for tech firms expanding to the US through its Gateway Program and conferences over the past 5 years, this formal and results-focussed State Government program is a real first for Australia."

The program will be customized for each company and is flexible enough to be relevant to companies at the earliest concept phase, pre-revenue stage companies, and companies with an existing revenue-generating business in Australia, wishing to expand into the US.

Fast Track will:

- Deliver tangible and measurable increases in the value of Victorian technology businesses sourced from US based activities
- Provide a shorter time to the US market
- Reduce the costs and risks of US market entry
- Improve the performance of Victorian businesses in the US market

Briefing sessions will be held in Melbourne on 21<sup>st</sup> and 22<sup>nd</sup> June and companies wishing to participate in the program will attend a Springboard Event in Melbourne in August. A VIP reception hosted by PricewaterhouseCoopers will welcome the participating executives, Victorian government officials and visiting US experts. The Springboard Event will include a series of closed-door sessions with each company presenting to a panel of US experts after which they will receive a confidential evaluation of their US market opportunity.

For additional information please contact [FastTrack@anzatechnet.com](mailto:FastTrack@anzatechnet.com) or register with ANZA Technology Network at [www.anzatechnet.com](http://www.anzatechnet.com) for regular news bulletins and updates.

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#### **About ANZA**

ANZA Technology Network (US) is a membership based organization with 5,000 subscribers and a host of influential Government and private sector sponsors such as Austrade, New Zealand Trade & Enterprise, Microsoft, Silicon Valley Bank and Macquarie Bank. For the past 5 years it has been instrumental in fostering deals and partnerships, which are officially valued at over US\$16 million but widely accepted to be at least double that in untracked and related deal flow. The deals have been achieved with Australian and New Zealand firms and US companies through the Gateway conference program and ongoing networking events and seminars in the Valley. It is a founding member of the Passport Program which brings leading national and US networking associations together for technology and business oriented events. ANZA is highly regarded among technology and business executives in the US for providing access or "first looks" to some of the best firms coming out of Australia and New Zealand.

ANZA Technology Network Limited (Australia) is supported by VicStart, the Victorian Government's technology commercialization program, DatelineMedia (USA) and jdrlegal Pty. Ltd.

