

# Business and Industry Transformation Incentives

» Hegge and Edington Pty Ltd trading as Hetech

**The Queensland Government's Business and Industry Transformation Incentives assist businesses to undertake projects that will promote the transformation of priority industries.**

The focus of these financial incentives is on projects that will create a diverse economy powered by bright ideas, to produce a strong Queensland – Tomorrow's Queensland.

This incentive scheme seeks projects that will:

- be transformational at a business as well as an industry level
- forge change, lift standards and drive substantial improvements for customers and suppliers
- raise competitiveness in priority industries, and ultimately in the Queensland economy.

Hegge and Edington Pty Ltd trading as Hetech is just one of the innovative Queensland companies which has benefited from the Business and Industry Transformation Incentives.

**The business** – Established in 1990, Hetech is a Coorparoo-based electronics design and manufacturing company that supplies tailor made remote control electronic components for manufacturers in building and construction, manufacturing, retail, scientific, mining, meat, refrigeration, water treatment and emergency services.

The technology remote controls devices such as automatic doors in retail, air-conditioning, lights, blinds and shutters, locks, security, pool pumps and garden irrigation systems.

Hetech sells its products nationally and exports to Indonesia and the Philippines. At the time of application 14 full-time equivalent staff were employed with a turnover exceeding \$3 million.

**Business transformation** – Hetech is developing and commercialising an affordable new remote control technology using the Zigbee protocol for homes and businesses, designed to help open up new domestic and export markets. The technology can control multiple devices, in real-time, and has the ability to check current status of other devices in the network and make adjustments if required.

The project will assist Queensland to become an Australian electronics industry leader, increasing the level of sophistication and capabilities of South East Queensland's electronics and microelectronics industries. For the first time, Queensland-based manufacturers will be able to purchase all-Queensland made production inputs. Hetech has established a new division called TecHome to give this new product range the right focus and support.





There is strong collaboration with other South East Queensland firms working together on the product development, which will allow for the accumulation and retention of knowledge within Queensland. This has the potential to propel the industry to an even higher level.

Hetech will be gaining an international competitive advantage with a more cost-effective, long range, wireless automation system, providing a strong product differentiation from the current technologies available. There has already been strong interest in the United States, with target markets such as the United Kingdom and the Middle East to follow.

This enabling technology promotes sustainability as it has the potential to support productivity and energy efficiency savings. Industries such as Queensland's regional mining and advanced manufacturing sectors will particularly benefit by allowing automatic control over long distances which is not possible with current technology on the market.

The project aligns with the Advanced Manufacturing Sectoral Action Plan, which supports globalisation and capital investment in innovative technology, and the Queensland Government Export Strategy: Driving Export Growth for Queensland, which outlines the Government's plans to support the continued growth of Queensland exporters and the diversification of the State's export base.

The company will share their expertise with the wider industry through direct knowledge transfer to supply chain partners, and by demonstrating to other Queensland-based manufacturers the benefits of integrating this technology into their existing product range.

*"This is part of an ambitious two-year project which will enable Queensland-based manufacturers to buy more sophisticated electronics and microelectronics products and systems which are actually Queensland made. This will be a first for our industry."*

**Mark Steiner, General Manager, Hetech**

**Government incentives** – Hetech has been successful in securing funding from the Business and Industry Transformation Incentives scheme for the design and development of the remote control prototype, network design, compliance testing, training and internet purchasing system development.

By late 2011 the project is anticipated to create three new full time equivalent jobs and increase export revenue by \$600,000.

For more about doing business in Queensland visit:

Business and Industry Transformation Incentives – [industry.qld.gov.au/incentives](http://industry.qld.gov.au/incentives)

Office of Advanced Manufacturing – [manufacturing.industry.qld.gov.au](http://manufacturing.industry.qld.gov.au)

Investing in regional Queensland – [regions.qld.gov.au](http://regions.qld.gov.au)

Phone the business hotline on **1300 363 711**