

# Regional Incubator Facilitators

The Australian Government engages the services of four expert Regional Incubator Facilitators to help existing and aspiring regional incubators access Incubator Support initiative funding.

The facilitators are experienced entrepreneurs that have run successful incubators or start-ups, so they have the knowledge, experience and international networks to help regional incubators overcome the challenges they face to setup and prosper.

Regional Incubator Facilitators assist all [regional](#) applicants by:

- providing advice, mentoring and specialist expertise
- helping them to develop their professional networks and national and international connections
- encouraging joint applications and boosting knowledge sharing between regional and metropolitan incubators

They also provide feedback on draft New and Existing Incubator applications (including metropolitan applications), and assist in providing feedback to unsuccessful applicants.

If you would like to speak with one of the Regional Incubator Facilitators directly, please email [incubator.support@industry.gov.au](mailto:incubator.support@industry.gov.au) and the team will put you in contact.

## The Regional Incubator Facilitators

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### **Andrew Outhwaite - Southern WA**

Andrew Outhwaite is dedicated to growing ventures and incubators that are good for their communities, businesses and the nation. He developed his commercial and social skills through being a successful social entrepreneur, professional facilitator and independent adviser to start-ups, corporates and governments. His experience includes five years working in Europe and 10 in regional Western Australia. He co-founded Pollinators Inc., designed several accelerator and training programs, and has worked with hundreds of early stage ventures. He has also co-authored publications on innovation and sustainability, and played key roles in several global practitioner networks.

He is the current Chair of StartupWA and a past director of banks, schools and environmental NGOs. His qualifications include a Masters in Strategic Leadership Towards Sustainability from Sweden, Honours in Marine Science from the University of Western Australia, and professional accreditations in training, leadership, governance, facilitation and social benefit.

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**Brad Twynham - Central and Northern NSW and Southern QLD**

Brad Twynham is a technology entrepreneur and innovator, strategy consultant and investor/Board Director with over 25 years working and consulting in the areas of enterprise technology adoption and enterprise operating model transformation, health, agriculture, and education technologies, neural networks, blockchain, big data and artificial intelligence.

He has founded and built technology companies and has advised senior executives on significant technology transformation initiatives around the world for organisations such as Singtel Optus, Swisscom, Union Bank of Switzerland, Visa, Commonwealth Bank of Australia and Allianz. He has also raised in excess of US \$25M to fund technology start-ups and built companies that have delivered significant value to their customers and stakeholders.

In 2015, on returning to Australia after several years living in Los Angeles, he founded a thought leadership and consulting practice focused on the correlation between performance and innovation at both a personal and organisational level. Since founding this business Brad has assisted several start-ups scale internationally and raise significant seed capital to scale out their ventures. He has consulted to a number of large corporations as the entrepreneur in residence to their senior executive teams and boards and frequently keynotes at conferences. He is also an active mentor and facilitator at incubators such as Muru D and The Hatchery.

Brad sits on a number of boards including the Hunter New England and Central Coast Primary Health Network, Central Coast Montessori Primary School and chairs the board of Conscious Capitalism Australia and New Zealand.

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**Daniel Smith - Eastern SA and Western VIC**

Daniel Smith is an experienced facilitator of business start-up programs including those at the South Australian Chamber of Commerce, universities and international accelerators. Most recently Daniel was the Australian Country Manager for one of the largest start-up accelerators in the world. He is a Churchill Fellow and studied entrepreneurial support programs for young people throughout the UK and USA in 2011.

He has volunteered as a judge for various start-up programs and competitions including The University of Adelaide's eChallenge, Australia and France and the NASA Space Apps Challenge.

Daniel has a strong affinity for regional Australia having worked in horticultural and viticultural support roles early in his career as well as running a cut flower export business.



**Mark Phillips - Northern QLD**

Mark Phillips is an entrepreneur, investor and business mentor who has launched five international start-ups and is a firm believer that innovation is the key success factor for high growth global businesses.

In Mark's diverse career he has been an international gymnast, tax accountant, technology consultant, sales professional and business manager with KPMG, Apple and Microsoft. He has founded his own businesses spanning international tourism, technology and advisory

sectors. He opened his first overseas office in 1995 in Silicon Valley and is experienced in business in over 100 countries. For over 15 years Mark has been an active supporter of many start-up communities around the world, and has worked as an entrepreneur-in-residence, mentor & judge, and as a board member and business mentor to incubators, accelerators and start-ups.

Known for his energy, creativity and global network, Mark holds a Bachelor Degree of Accounting and is a Member of Chartered Accountants ANZ.

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