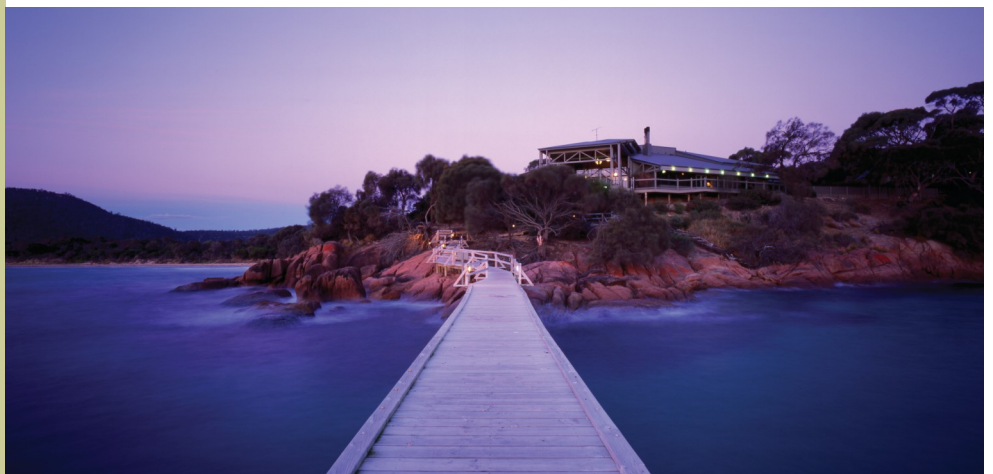


Sponsors Handbook



Wednesday 26th October to Friday 28th October
Freycinet Lodge, Coles Bay

WITH THANKS TO OUR
PRINCIPAL SPONSOR



LGMA is a non-profit organisation for GST purposes. ABN: 12130745727. Enquiries may be directed to Pam Crawford on 0409 284 063 or Pamela.Crawford@lpmatatas.org.au

Principal Sponsor



Quadrant Super

***Book your seat to a comfortable retirement
with your super and retirement specialists***

Quadrant is proud to continue our support of local government by once again being the principal sponsor of this year's LGMA state conference. Brent, Wayne, Graeme and Linda all look forward to catching up with you during the event.

At Quadrant, we're all about helping make sure your retirement is one you can live with and live on. We're Tasmanian owned and operated and we've been around since 1944.

Quadrant is a profit for members industry fund – so, all our profits go back to our members. And we're the only super fund in Tasmania to have received a SuperRatings™ gold rating six years running.

Talk to us about simple and effective ways to make sure you're on track for a comfortable retirement. Even if you're close to retirement, we can show you strategies to give your super a boost before your finish work.

Stop by our stand for a chat and a chance to pick up some fantastic prizes.

Dinner Sponsor



Developing the right banking and financial service solutions for Local Governments' changing needs, requires specialised partners

Our understanding of the complexities involved in Local Governments meeting the challenge of providing better services to their community, led to the establishment of the Commonwealth Bank's Local Government specialist group.

This group consists of state-based relationship teams dedicated to address the Local Government sector's specific requirements.

The teams can provide effective financial solutions for:

- Balancing uncertain and seasonal cash flows with committed expenditure
- Working capital to meet commitments to the community
- Finance for infrastructure developments
- Upgrading equipment
- Assisting council to perform large external works projects
- Convenient and cost effective collection alternatives
- Simplified payment options
- Councils wanting to maximise investment returns over the short, medium or longer term.

Visit Stephen Mulcahy and our Government Banking Team during the Conference to discuss the appropriate financial solutions for your Council.

Applications for finance are subject to credit approval. Fees and conditions apply. Commonwealth Bank of Australia ABN 48 123 123 124

Pre-Dinner Drinks Sponsor



Anderson Morgan is an accredited C150 supplier with a team of 21 highly skilled and dedicated ICT professionals who are able to deliver professional products and services to assist you with your ICT infrastructure and service needs.

As a local owned and operated Tasmanian business Anderson Morgan is well positioned to not only supply premium products and services to Local Government, but also deliver solutions based on industry standards best practice.

Using Tier 1 hardware and software products, Anderson Morgan calls on its wealth of state-wide technical resources to ensure the delivery of professional services and solutions.

Local resources on the ground enable Anderson Morgan to address local and regional issues whilst ensuring our clients achieve their required outcomes. Anderson Morgan will provide the output needed to achieve ICT requirements for all levels of Government, both Local and State.

Anderson Morgan value adds greatly to the local economy as we employ local people, that work in their local area and understand local issues, thriving to deliver the best Tasmanian solutions for Tasmania. We have branches in Devonport, Launceston and Hobart.

Pre-Conference Dinner Sponsor



McArthur has been providing Local Government with informed recruitment solutions for over 30 years. We have a national network of 5 state offices and employ in excess of 110 consultants – all specialists in our targeted market segments. We work across all disciplines from Executive and Engineering to Office & Administration, and everything in between – both permanent and Temporary.

McArthur also provides expertise across the wider HR spectrum through our Consulting division including performance management and appraisals, team effectiveness and salary surveys.

But while we're proud of the past, we're committed to the future. That's why we will continue to invest in both our people and our products. To us, it means we are always bringing through the calibre of consultant that will help further strengthen our market leading position for the next 30 years – and beyond.

More importantly, for Local Government it means the confidence and peace of mind knowing that we will continue to deliver the Best People Fit solutions you have come to expect from McArthur.

Pre-Conference Social Event Drinks Sponsor



As the world's leading insurance broker and strategic risk advisor, Marsh is devoted to finding the opportunity in risk.

We apply a rigorous, diagnostic, total-cost-of-risk approach that helps our clients embrace risk as a core element of their strategy. Our services range from risk identification and assessment, to risk quantification and prioritisation, to risk mitigation and financing.

Marsh has over 1,000 employees across Australia and 25,000 employees in 100 countries worldwide.

In 2011, Marsh in Australia was named Large Broker of the Year, for the fourth consecutive year, by the Australia New Zealand Institute of Insurance and Finance.

Marsh is a proud supporter of the 2011 LGMA Tasmania Conference.

marsh.com.au

Session Sponsors



TechnologyOne (ASX: TNE) is a leading enterprise software solutions provider. For more than 25 years we have been providing deeply integrated software solutions for business, government, financial services, health and community, education and the utilities sectors.

Tens of thousands of people each day use our world class solutions which we develop, implement and support. Our organisation wide solution suite, integration solutions and custom designed solutions provide world-class services which are based on leading edge technology and are backed up by a substantial R&D program providing our customers with a long term, secure and valuable partnership.

TechnologyOne employs more than 700 people and has offices in each State and Territory of Australia, as well as New Zealand, Asia and the United Kingdom.



.id (informed decisions) is a team of demographers who have developed on-line information products specifically for the Australian Local Government market that:

- **INFORM** your council officers
- **PERSUADE** government and business
- **ENGAGE** your community

NEW economy.id[®] profiles an LGA's economic role and function, how it compares to other areas and how it is changing as the basis for economic development decision making.

profile.id[®] is based on the latest Census data and captures the characteristics of your communities of interest, how are they changing and how they compare to other areas.

atlas.id[®] maps where target groups are located so you can see how well your services and facilities are located to meet the community's needs.

forecast.id[®] identifies how your population is changing enabling you to make decisions about when and where to allocate resources.

.id's client list includes over 220 Councils Australia-wide.

Session Sponsors



Searson Buck, as the holder of the Donington franchise in Tasmania, is the largest provider of career transition and outplacement services in Tasmania and has a team of experienced and professional HR consultants.

In a constantly changing labour market, Donington are specialists in the delivery of fully integrated career management, career transition and outplacement services. Our experienced consultants are our point of difference. Our focus is to partner with you to achieve your business outcomes while supporting your people through our programs.

At Donington we have extensive experience in the co-ordination and management of large and small scale organisational re-structures, down-sizing, mergers and integrations. We offer exceptional service delivery and our local presence allows us to be responsive, both quickly and professionally. Our national and international presence ensures coverage and consistency but with a personalised and local feel.

The Donington 'difference' is that we work from the heart not just the head in 'creating peace of mind'.

SOPHOS

More than 100 million users in 150 countries rely on Sophos as the best protection against complex threats and data loss.

Sophos is committed to providing security and data protection solutions that are simple to manage, deploy and use and that deliver the industry's lowest total cost of ownership.

Sophos offers award-winning encryption, endpoint security, web, email, and network access control solutions backed by SophosLabs - a global network of threat intelligence centers.

With more than two decades of experience, Sophos is regarded as a leader in security and data protection by top analyst firms and has received many industry awards.

www.sophos.com.au

Session Sponsors



Insight GIS—Where Seeing is Achieving

Insight GIS specializes in location intelligence or geographic information systems (GIS). Through working with Insight GIS our local governments benefit from improved use of information and information systems such as:

- Easier access to information
- Integration of many of their information systems such as rating and property, asset management, document management systems
- Improved analysis of information
- Making information attractive and easy to understand
- Enhanced delivery of information, particularly to the public

Why do Local Governments chose Insight GIS

- Our experience and knowledge (over 20 years working with GIS in Local Government)
- Our credibility and reputation—recognized locally, nationally and internationally for our work in GIS (eg TA-SICT and PBBI international award winners)
- We are focused on our clients and are service and client focused NOT software and technology focused



Maloney Field Services is a specialist independent valuation consultancy providing valuation and associated services for reporting entities. For over 40 years we have gained a proven track record and solid reputation which together with our carefully selected and acquired resources qualify us to undertake major valuation projects.

The Maloney Field Services Valuation Division has a particular focus on the provision of valuation and property consultancy services for Local Government and our commitment to Local Government has continued for many years, not only on a client to client basis, but also as sponsor and supporters of the following:

- Local Government Managers Association
- Local Government Association
- Local Government Finance Managers Association
- Institute of Public Works Engineers Australia

Our valuation staff is dedicated to Local Government work and has an excellent appreciation of Local Government assets enabling our Council clients to satisfy and exceed the expectations of their auditors in respect of asset accounting valuations and their insurance brokers as regards insurance valuations.

Our proven track record and strong reputation has overseen the development of our streamlined systems and procedures, resulting in accurate and timely valuations for individuals and organisations – particularly those with large asset bases in real estate, infrastructure, plant and equipment and specialised sites.

Session Sponsors



With increasing pressure to deliver more effective and efficient services within Local Government, especially in light of a further economic downturn, the need for strategic alignment, better planning, increased organisational accountability and relevant measures for control, to deliver improved management, performance and transparency has never been higher.

CAM Management Solutions (CAMMS) is a global IT and consultancy organization that is recognised as delivering market leading planning and performance management solutions. CAMMS established and proven integrated products and consultancy services are based on sound conceptual frameworks and are flexible and adaptable to a wide range of market verticals.

Our world class enterprise solutions has enabled organizations worldwide to move from a fragmented approach to planning, project management, performance measurement and management, to the creation of an organisation-wide performance culture that manages, measures and delivers desired outcomes and facilitates efficiency and effectiveness.

Our solutions create value for an organisation's bottom line, whilst aligning the business to meet corporate strategy. CAMMS unique training and implementation approach builds internal capacity through a combination of e-training, virtual and on-site consulting and interactive consulting products. This ensures effective implementation within reliable timeframes.

CAMMS believes in building long-term partnerships and has a strong history of supporting clients and ensuring the highest quality of service.

Advertising Sponsor



Local Government authorities have been recruiting through *The Australian Local Government Job Directory* since 1984, and the secret to our success is really no secret at all – we have the best coverage.

We deliver our clients' advertisements direct to readers' desks in our weekly **print edition** (3,500 copies nationally), on our **website** (30,000 visits per month) and via **email** (more than 5,000 subscribers).

Advertising in *The Australian Local Government Job Directory* is cheaper and more cost effective than placing the same advertisement in a metropolitan newspaper, because the Job Directory advertises direct to Local Government professionals, not just the general public.

We also offer information on workshops, skills training, courses and seminars for Local Government.

Add our reliable service, Local Government experience and advertising know-how, and you have a combination that saves our clients time, hassles and money.

Conference Dinner Shuttle Bus Sponsor



MEGT's Australian Apprenticeships Centre Support Services has earned a reputation for quality service. With offices around Australia, manned by local people with local business knowledge, supported by 'state-of-the-art' technology, we are setting the benchmark for service delivery to Australia's business community.

Our staff visit you in your workplace to answer any queries regarding Apprenticeships and Traineeships. Assistance in completing all paperwork, advice on training options and the payment of Commonwealth incentives are just some of the services provided.

MEGT's Australian Apprenticeships Centre acts as a free consultant – linking employers with the groups who can help source candidates, with the appropriate local Registered Training Organisations, and assessing the business for its eligibility for government financial incentives. MEGT works alongside businesses, facilitating the processes involved in apprenticeships and traineeships so that it is streamlined, easy, accurate and timely. As a government funded service, it means an employer can concentrate on what they do best while we sort things out for them.

Major Prize Sponsor



With Federal Group Tasmania the options are endless:

When you have coordinated and presented as many conferences and business events as we have, you develop a distinctive style. One that promises a professional image, iconic destinations and the professional service and support that will place your event in a class above the rest.

At Federal Group Tasmania we offer attractive packages for all of our properties: Country Club Tasmania in Launceston, Wrest Point and The Henry Jones Art Hotel in Hobart, and the tourism destinations of Cradle Mountain Chateau, Strahan Village, Freycinet Lodge and the Saffire Freycinet, all perfect destinations for common interest groups including business events and or team-building.

Media and Public Relations Services Proudly Provided By



At Font Public Relations we research and probe in an effort to find new ways of looking at traditional public relations challenges. Our team offers a commitment to integrity and quality through a creative, collaborative and thorough approach, using all the minds in the building.

Our consultants – Becher Townshend, Callan Paske, Deborah Vaughan, Frederica Dillon, Jacquie Ray, John Barker, Lucinda Bray, Michelle Grima, Richard Crawford and Tom O'Meara – are highly experienced communication and marketing practitioners.

For more information on social media or other public relations services at Font, contact us on (03) 6223 3333 or visit our website at www.fontpr.com.au

Thank you to our Sponsors



LGMA Tasmania would like to thank all our sponsors for their support of the 2011 LGMA Tasmania Annual Conference. The Board would like to encourage delegates to visit the Trade Stalls and find out about the products and services on offer.

For more information about the conference or sponsorship please contact our Executive Officer, Pam Crawford on 0409 284 063 or email Pamela.Crawford@lgmatas.org.au

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