

# Capability Statement

10 Apr 2020

## ENVISION I. T. PTY LTD



### INDUSTRIES SERVED

AUTOMOTIVE

CLEAN ENERGY

CONSTRUCTION &  
ENGINEERING

DEFENCE

HEALTH

IT &  
COMMUNICATIONS

MINING

PROFESSIONAL  
SERVICES

RAIL

TRANSPORT

## Company Details

**Address:** SUITE 4, LEVEL 2, 255 BLACKBURN ROAD  
MOUNT WAVERLEY VIC, 3149 Australia

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**Ph:** +61 3 9802 5516

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**Fax:** +61 3 9886 7377

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**Email:** Steve@coexl.com.au

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**Web:** www.coexl.com.au

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**ICN Gateway Company ID:** 82647

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**Employees:** 14

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**ABN:** 30 151 776 528

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**Local Manufacturer:** Yes

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**Foreign Manufacturer:** No

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**Importer:** No

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**Exporter:** Yes

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**NT CAL Accredited:** No

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**Works in Remote Locations:** No

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**Australian Indigenous Owned:** No

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## Contacts

### Mr Krishna Baswa

Ph: +61 3 9886 7240

Mob: +61 449 925 648

Email: Krishna@envisionit.com.au

### Mr Steve Bungay

Ph: +61 3 9802 5516

Mob: +61 425 732 510

Email: Steve@envisionit.com.au

Established in 2002, Envision IT is renowned for delivering highly reliable and high quality solutions for complex and challenging projects, quicker with certainty. All our projects involve innovation and R&D. The projects involve:

1. Software development: We develop custom software 'Line of Business (LoB)' and Enterprise applications, and products and tools (APIs, Web services etc.) for managing business, specific matters e.g. cyber security
2. We upgrade, transform, cyber secure, cloud enable and integrate old and legacy applications to make them run with new systems.
3. Customised Cyber Security solutions for emerging threats such as IoT devices
4. Engineer Design such as Aircraft blades, Vibration Enclosures, Hydraulic Jacks

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## Summary

Established in 2002, Envision IT is a 100% Australian owned and operated, Melbourne based IT Company.

We develop solutions to manage complex technical challenges or business processes, enterprise and Line of Business (LoB) requirements for which no standard solution or ERP exists. This may exploit one or more of our competencies i.e. Software Development, Upgrade, Big Data Analytics and Intelligent Dashboards, Engineering Design, GIS and Mapping, Electronics Design, integration of disparate software systems, Innovation, R&D, devices,

equipment, hardware, networking, telecommunications and software licensing.

We bring you long and wide experience, high calibre staff, industry alliances and partnerships and highly evolved business and software development practices.

Our reputation lies in being 'quick and reliable'. Our solutions deliver multiple value to our clients through accented Intellectual Property, Productivity, Efficiency, Cost Savings and Higher Revenues.

## Description

### BACKGROUND

Established in 2002, Envision IT is a 100% Australian citizens owned and operated company. All our work is done in Australia by employees with police clearance. We have ex Defence personnel with appropriate security clearances for secure Defence related work. We are committed to the advancement of indigenous Australians and in process to develop a 'Reconciliation Action Plan (RAP)'.

The company was established by Steve Bungay, engineer from prestigious IIT Delhi with 16 years' experience in delivering complex projects successfully. Steve either worked in defence or defence was his main client during these years.

Steve capitalised on his experience to devise a unique 'iterative' methodology to deliver projects. The methodology is technology agnostic and force behind consistent on-time and on-budget delivery of more than 100 projects in different industry domains and technologies.

Envision IT is trusted for complex and challenging projects requiring innovation and R&D and quick delivery with certainty. Envision IT is known for cyber secure, high quality, high reliability and ultra-low maintenance solutions.

### WHY ENVISION IT?

Biggest challenge in all projects is to keep them within budget and time.

Our experience was that project variation happens due to three main reasons i.e.

1. Failure to specify exact requirements
2. Failure to understand what is needed
3. New evolving requirements when people get to see a project working

To address these issues, we devised an 'iterative' methodology. In this, we develop and provide software to clients for testing and feedback. Based on the feedback, we improve the software.

Iterative process enables us incorporate changes and improvements without impacting timelines or costs. This is because unlike normal development process, we expect changes.

Our development process is designed to be very fast while keeping client comfort in mind. Each project is divided into multiple strands. The work never stops. While you provide feedback or response, we work on other strands or keep the work going by making reasonable assumptions.

To ensure we are on track, we workshop with project team and in turn, involve end users. In the process, we train users in the new business processes and technology.

### TECHNOLOGY

We believe technology is 10-15% in any project and the rest is about people and processes.

Our three decades experience in multiple domains, several R&D projects and product development, provides us a vantage point to deliver projects of any complexity. We have in-house capability for integration with software applications, devices, sensors, equipment and cover standards in relation to payments, health, defence, WCAG etc. Our projects range from business systems to products such as vibration enclosures and Sikorsky Award winning Aircraft blades.

We are Microsoft Gold Partners and maintain alliances with all major and many niche industry vendors such as CA, DELL, Hortonworks, HP, IBM, MongoDB, Oracle, SAP, Telerik, Pay By Phone etc. With us, you have wide option to select technology.

### INFRASTRUCTURE

We are 100% Australian owned and operated company. All our work is done at our 16 Seat development centre is located in Mount Waverley, VIC. It has a state of the art development environment. This means intellectual property protection and agile delivery. Additionally, we offer secure dedicated facility for defence work and ex Defence personnel, either at this facility or onsite.

## Associations

- > ICN
- > Victorian Defence Alliance (VDA)
- > Australia Institute of Company Directors (AICD)
- > Australian Manufacturing Technology Institute (AMTIL)
- > Australian Trade and Logistics Corporation (ATLC)
- > Connecting Up
- > Institute of Management Consultants - former Gold Sponsor
- > IIT Alumni Victoria (IITaV) - Gold Sponsor
- > Melbourne Business Network
- > Parking Association of Australia
- > Project Management Institute (PMI)
- > Whitehorse Business Group
- > Victorian Chamber of Commerce
- > Victoria Dot Net

## Facilities and Equipment

- > 16 Seat - Development Centre at Melbourne with expansion capacity of another 16 Seats
- > Hosted Servers with complete back up.
- > Ready availability of 250 Square Meters secure facility
- > Defence veterans with appropriate security clearances

## Industries Served

- > Automotive
- > Clean Energy
- > Construction & Engineering
- > Defence
- > Health
- > IT & Communications
- > Mining
- > Professional Services
- > Rail
- > Transport

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## Products & Services

- > Custom, LOB, mobile, software development, upgrade, testing
- > Big data analytics, dashboards, analyse data from varied sources
- > Integration of disparate applications, hardware, devices
- > CAD Engineering Design (aircraft, mechanical, engineering), drafting, drawings scanning (US MIL standard)
- > Innovation and R&D, sustainability, environment applications
- > Software licensing & network equipment supplier, installation, configuration, upgrade & support

## Major Clients

### > REFERENCED

- > JLL (formerly Jones Lang LaSalle)
- > Aged Care Quality and Safety Commission (ACQSC)
- > Court Services Victoria (CSV)
- > Victorian Government Department of Treasury and Finance
- > iMove CRC
- > Water Services Association of Australia (WSAA)
- > Healthmetrics
- > BEAK Engineering
- > Gamechanger Technologies
- > Victorian Building Authority
- > Mt Hotham Ski Resort
- > Mt Baw Baw Resort

### > OTHERS

- > AG Coombs
- > ACE Wire
- > Adtrans
- > Aggreko Generator Rentals
- > Alinta
- > Allianz Works Compensation
- > Allphones Arian
- > Amcor Packaging
- > Ampflo
- > ANZ Bank
- > ASEMA International
- > Bankstown City Council
- > Bayside City Council
- > Blacktown City Council
- > Beam Research

- > Bluescope Steel
- > BMW Sydney
- > Boral Plasterboard
- > Bosco Jonson
- > BP Refinery
- > Brisbane Airport Corporation
- > Bristol Myers Squibb
- > Bureau of Meteorology
- > Cardinal Health
- > Centerlink
- > Caterpillar Global
- > Cerebral Palsy Support Network
- > CGU Workers Compensation
- > Christian Community Ministries
- > CITICO Magnum
- > Citipower
- > City Council - Bayside
- > City Council - Darebin
- > City Council - Monash
- > City Council - Port Phillip
- > City Council - Whittlesea
- > City Council - Whitehorse
- > City Council - Yarra
- > Clarke Rubber
- > Coffey Environments
- > Coffey Mining
- > Concept Hiring
- > Coronial Services
- > Courts Services Victoria - VGRS
- > CSIRO
- > Daly International
- > Department of Defence -DSTO
- > DMO AESSO
- > Department of Human Services
- > Department of Infrastructure

- > Department of Main Roads
- > Dorma Australia
- > Dow Chemicals
- > East West Engineering
- > Fanquip Industrial Equipment
- > Fleet Australia
- > Fonterra Australia
- > Forbes Australia
- > Gannawarra City Council
- > Glaxo SmithKline
- > Goldman Sachs JBWere
- > GPT
- > Griffith University
- > Guidepoint Global
- > H. Troon
- > Hamilton West
- > Hitachi Construction Machinery
- > Holmesglen TAFE
- > Hooker Engineering
- > IBMi Screenology
- > Industrial Conveying
- > Institute of Railway Technology
- > James L Williams
- > Kennametal Australia
- > KMART
- > Laminex Industries
- > Lennox Motors
- > Lowbake Australia
- > Mack Valves
- > Magnetic Automation
- > Major Engineering
- > Mancala
- > Masterfoods
- > Mental Illness Fellowship Victoria
- > Mercedes Benz
- > Metricon Homes
- > Mitre 10
- > Monash Health
- > Multiplex Construction
- > MYERS
- > National Library Australia
- > NEECO
- > NSW Trade and Investment
- > OTEK Australia
- > PCA Engineering Personnel
- > Pertronic Industries
- > PPG Industries
- > Praxis Engineering
- > Primus Australia
- > Quality Power Solutions
- > RACV
- > Ramdraft
- > Repco Limited
- > Rialto Joint Venture
- > Rinnai Australia
- > Robert Roulston Bloodstock
- > Rutledge Engineering
- > Scotch College
- > Sergi Pty Ltd
- > SEW Eurodrive
- > Shinagawa Refractories
- > SP Ausnet
- > Subsea 7 Australia
- > Sydney Olympic Parks
- > Sydney Superdrome
- > Sydney Theater
- > TBS Engineering
- > Telstra
- > Tenix Defence
- > Tennis Australia

- > The Como Hotel
- > The Melbourne Clinics - Healthscope
- > Titan Cranes
- > TMC Australia
- > Transdiesel Australia
- > Tyco Fire and Security
- > University of Tasmania
- > URS Corporation
- > Utilityvision
- > Vialis Australia
- > VicRoads
- > Victoria University
- > Vic Government - Department of Treasury and Finance
- > Vic Government - Department of Justice
- > Vic Government - Building Authority
- > Vic Government - TravelSmart Victoria
- > Visypack
- > Wagner CFT
- > Wastech Engineering
- > Webb Australia
- > Wilson Transformer
- > Winton State School
- > Wurth Australia

## Accreditations

- > Victorian Government eServices Supplier since 2009
- > Formerly Federal Government MUL member
- > Victorian Government Innovation Voucher Program (IVP) Supplier
- > Victorian Government Technology Voucher Program (TVP) supplier
- > Microsoft Gold Partner
- > Oracle Gold Partner
- > Autodesk Bronze Partner
- > Adobe Certified Partner
- > Hortonworks Partner
- > MAPR Partner
- > CISCO Partner
- > IBM Partner
- > SAP Partner - mobile
- > CA Partner
- > Another 20+ major and niche technology vendors



## Previous Significant Projects

**2017**

**Tomas for Court Services Victoria (CSV) / VGRS**  
**\$1,500,000**

**Client: CSV - Victorian Government Reporting Services (VGRS)**

Developed for 'Victorian Government Reporting Services (VGRS)' under CSV, the project involve transitioning a decade old Delphi system to a new MS SQL based system to manage complete transcript management. This involved job allocation, time sheeting, entering orders and processing orders for transcriptions, placing orders and processing invoices for external agencies, applying restrictions and implementing other courts directions, migration of legacy data and current transactions in process.

**2015**

**IdoAudit**  
**\$200,000**

**Client: Victorian Building Authority (VBA)**

The project involved developing an iPad App based audit system. The check list of items to be covered involved more than 2600 line items, Working with the business tea, we organised this list and created a highly reliable app within a short period of 4 months. The system integrates to VBA's backend systems involving CRM etc. It received lists of appointments from these systems, then there is manual allocation and finally audits are conducted. The Audit results are automatically saved back.

**2014**

**Mt Baw Baw Recon**  
**\$100,000**

**Client: Pay by Phone**

In 2013, we developed Mt Baw Baw Recon in similar style. This system however uses vehicle mounted cameras to detect infringing vehicles. Our system connects this system to 'pay by phone' system and 'patroller' system. The system is working smoothly since then. The System demonstrates our capability in delivering highly reliable systems that integrate with disparate systems such as Pay By Phone booking systems, Car Mounted Cameras, License Plate Recognition Systems, automated reconciliat

**2016**

**CAAT for Aged Care Quality and Safety Commission (ACQSC)**  
**\$2,000,000**

**Client: ACQSC (formerly Australian Aged Care Quality Agency (AACQA))**

The project involved a major business and digital transformation to take a team of 300 surveyors, working on a paper based system to a Windows App based system that would accurately capture the complex audit process of accreditation.

This means developing a system that had to adept to user feedback and provide very high level of productivity and efficiency. The system had to securely integrate with the backend systems. The reports were to be automated and WCAG 2.0 compliant.

**2014**

**Encarp**  
**\$700,000**

**Client: JLL @ Telstra Account**

The product demonstrates our strength in streamlining business processes, automation and running them efficiently. The program also evidences our support structure in maintaining program over years, at a lower cost and on a 'Software as a Service' model. This product is very important from PTV point of view as is manages vast amounts of data to produce reports.

**2014**

**Environment Sustainability Program (ESP)**  
**\$1,500,000**

**Client: JLL (formerly - Jones Lang LaSalle)**

Designed and created by Jones Lang LaSalle's Energy and Sustainability Services team, the ESP combines a robust metering platform with a web-based solution to validate and centralize your building's energy and emissions data. The ESP then sorts and arranges the data into interactive displays and reports that clarify trends and reveal areas for improvement. For more advanced analysis, our teams of energy engineers provide ongoing reviews and direction to help you refine the commissioning

**2014**

**Mt Hotham Ski Resort**

**\$100,000**

**Client: Pay By Phone**

In 2011, we developed a reconciliation system for payments received for parking booking through online and other means. It was developed under tight timeframes of just about 12 weeks with many 'grey areas in technology and integration'. The complete system developed by us integrates 'pay by phone' booking system, cameras and number plate recognition system and patroller system used by parking inspectors.

The system went live smoothly and has been so, since 2011.

**2011**

**Develop Efficient Aircraft Blades**

**\$100,000**

**Client: VForce Deployments | Gamechanger Technologies**

Provided design services to develop efficient blades for VForce that won 'Prestigious Sikorsky 3rd Entrepreneurial Challenge Award'.

The work involved realisation of inventor's dream under 12 weeks. Our enabled development of drawings and submission document for patents and Sikorsky Award within time.

**2009**

**IWASP**

**\$100,000**

**Client: Village Green**

Village Green is providing the technical expertise supported by its own online reporting tool, known as IWASP. Both web and application based, this software has been used by Village Green to audit more than 3,000 businesses over the last eight years. It incorporates around 30,000 devices in its database to allow businesses and individuals to measure greenhouse gas emissions with ease. - <http://www.pnnewswire.com/news-releases/green-globe-international-inc-and-village-green-environmental-solution>



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