

Aspen Medical 'making things happen'



ACT Chief Minister Andrew Barr (right) congratulates Aspen Medical CEO Bruce Armstrong on the company being named the 2017 ACT Exporter of the Year at the awards night on Wednesday 27 September.

A “great story of Australian initiative, ingenuity and making things happen”, Canberra-based company Aspen Medical has once again tasted success at the ACT Chief Minister’s Export Awards.

Aspen Medical won the Health and Biotechnology category at the awards night held on Wednesday 27 September, as well as the overall ACT Exporter of the Year award – the sixth time the company has taken out the top prize.

Born as an exporting company, Aspen Medical’s first contract was in 2003 to provide consultancy in the UK to reduce surgical waiting lists.

Soon after, the then start-up was contracted to implement aspects of the report and the Aspen Medical business model was born – project management skills combined with Australian healthcare excellence providing solutions and outcomes

in remote, challenging or under-resourced environments.

Canberra Business Chamber CEO Robyn Hendry said Aspen Medical was a very deserving winner with its 2017 title following on from its win in 2015.

“In just over a decade, Aspen Medical has grown into an international business. It operates across Australia, the Pacific, Africa, the Gulf region, the United Kingdom and the USA, and employs more than 2,500 staff,” Ms Hendry said.

Aspen Medical’s CEO Bruce Armstrong welcomed the award as “recognition of all the people that make up the team and who are working hard to export Australian know-how across the world”.

He said the company “has a history of growing its export revenue year on year, every year since it started in 2003” and while Canberra

is a small market, Mr Armstrong sees that as a positive.

“The demands for businesses in regions like the ACT is that if you want to grow, you have to look at growing outside of that market,” he said, adding that “if anyone wants to know where innovation lives, it lives right in Canberra ... selling to the world”.

The ACT Chief Minister’s Export Awards recognise the innovation, hard work and success of businesses, large and small, in reaching global markets.

“Securing export sales helps local companies expand and employ. Our businesses trading overseas play a role in ensuring we have a diverse, strong economy here in the ACT,” Ms Hendry said.

The awards pay tribute to outstanding businesses in both ACT and national categories. Winners in



The ACT Chief Minister’s Export Awards pay tribute to outstanding businesses that are based in the Canberra region and export goods and services to international markets.

the national categories will go on to compete at the Australian Export Awards to be held in Canberra on 5 December.

The following businesses won the ACT categories on the night:

Exporting Government Solutions: Royal Australian Mint.

Exporting to Asia: TelSoft - delivering granular business insight to assist telecommunication companies and regulators to successfully navigate the transition to a ‘real time’ digital economy.

Telsoft also won Regional Exporter in the national categories.

Emerging Exporter Category: Auraya Systems – the Australian developer of ArmorVox, an Australian developed technology that verifies speakers’ identities from their unique voice characteristics.

In the national categories the winners were:

Agribusiness: automed – develops innovative solutions for livestock medication delivery.



The ACT Exporter of the Year for 2017, Aspen Medical provides project management skills combined with Australian healthcare excellence to offer solutions and outcomes in remote, challenging or under-resourced environments. Photos supplied.

cyber security experts specialising in identity management and data protection.

Creative Industries: Full Point Films.

Education and Training: iSimulate – provides world class simulation technologies to organisations in 38 countries.

Environmental Solutions: ITP Renewables – focused on renewable energy and energy efficiency. Also won for Minerals, Energy and Related Services.

Digital Technologies: Seeing Machines – supplies systems that detect driver fatigue and attention.

E-Commerce: Today’s Plan – a modern, cloud-based technology platform that provides tools and analytics for cyclists and coaches.

Small Business: IE Asia Pacific – provides niche products, services and solutions that derive quantifiable benefits including increased revenue, improved detection and safety, and reduced costs for civil and defence Air Traffic Management sectors.