



ANNUAL REPORT 2018-2019



Sydney School of
Entrepreneurship

We are equipping Australians with the skills, mindset and capabilities for lifelong learning.

We are helping redefine the future of work.

We are growing together.

Collaborate with us



With cornerstone
investment
by NSW Government

Our first two years

6000+
participants

130+
activities

48%
women

37%
regional

354 students
participated in SSE
units and bootcamps

From launch to 30 June 2019

Since launching in August 2017, Sydney School of Entrepreneurship has played a vital role in the entrepreneurship ecosystem.

We have welcomed more than 6000 participants to more than 130 activities across the state and contributed to the success journey of a host of startups, such as Espresso Displays and Diffuse Energy.

At SSE, we teach students not just new things but new ways of thinking — and we seek to instil these skills as a lifelong endeavour. We are growing the entrepreneur talent pool, serving as an open platform for the community, and providing students, academics, professional staff and the general public with capabilities, skills, training and job opportunities.

A fundamental transformation is underway in how Australia works. And as the future of work is changing so are we. Looking ahead, SSE is evolving its program offering to better prepare individuals and organisations with workforce transformation strategies, helping them to rethink workforce management for the future.

With a partnership base of over 100 organisations from across the diverse ecosystem, Sydney School of Entrepreneurship is working collaboratively across the state, the country and the globe to foster learning capabilities to help individuals respond to and thrive in a rapidly changing world.

In 2020, SSE will build on its local and global reputation to develop strategic partnerships to deliver entrepreneurial education and future-of-work capabilities, contributing to Australia's economic growth and productivity.

To our partners, collaborators, supporters and champions, we look forward to working with you as we embark on SSE's next evolution, amplifying our collaboration and further enriching a state-wide culture of entrepreneurship, jobs creation and nurturing the leaders of tomorrow.



Emeritus Professor Mark Wainwright AM
Chair of the SSE Board

Dr Sarah Jones
Chief Executive Officer

Board of Directors

Our diverse and dynamic Board of Directors ensure we remain a sustainable, scalable and viable business, providing impactful opportunities for skills growth across the state and around the world.



**Emeritus Professor
Mark Wainwright AM**
Chair and Independent
Director



**Professor Denise
Kirkpatrick**
Member Representative
Director



**Ms Liane
Sayer-Roberts**
Director-Government
Nominee



**Professor Annabelle
Duncan**
Member Representative
Director



**Professor Glenn
Wightwick**
Member Representative



Ms Fiona Pak-Poy
Independent Director



Dr Raji Ambikairajah
Independent Director



**Associate Professor
Paul Martin**
Independent Director

Advisory Board

SSE's Advisory Board members are recognised leaders in the innovation and entrepreneurial ecosystem, representing the diverse and inspiring community that make NSW and Australia a thriving environment of exceptional talent.

With deep connections to business, industry, government and education, this experienced board strengthens SSE's global collaboration, providing insight, influence and support to help advance our mission.



Amanda Johnston-Pell
Chief Marketing Officer &
Co-Chief Customer Officer of IBM
AU & NZ



Andrea Culligan
Partner at Deloitte Private, a
business consultant, coach
and speaker



Dr Dave Kennedy
Managing Director of
drdavekennedy.com Pty Ltd



Dr Michael Molinari
Managing Director,
Australia of IP Group



Helen Rule
Vice-Chairman and former
CEO of the Imatech Group of
Companies



Jillian Kilby
Founder and Director of The
Infrastructure Collaborative
Founder of entrepreneur hub
The Exchange Dubbo



Martin Rogers
Chief Investment Officer and
co-Principal of KTM Ventures
Innovation Fund



Nicola Hazell
Founding Director at
SheStarts and
BlueChilli/Head of Diversity
and Impact



Nicole Cook
Chair of the Advisory Board



The story so far...

Boosting the economy with accessible skills growth that increases human capabilities

Connecting regional NSW with global networks and international best practice

Scaling our impact to deliver opportunities to a growing, diverse audience of change-makers





Zoe Randall

TAFE NSW student

“Honestly, without SSE, I would still be sitting at my desk trying to figure out what I want to do in the business world. This opportunity has been an amazing kickstart for me and The Floral House.”

TAFE^{NSW}



Zoe Randall lives in Young, about two hours northwest of Canberra. She discovered SSE through TAFE Digital, where she's studying Micro Business Operations



Through her efforts studying at SSE, Zoe gained the skills, support and mentorship to pursue her own business idea



Zoe worked closely with [Activation](#) facilitator Phil Hayes-St Clair to refine her idea for The Floral House, a simple and accessible online marketplace for the floriculture community to sell arrangements across Australia



Zoe aims to have [her business](#) up and running by January 2020

Read Zoe's full story at

sse.edu.au



SSE's learning opportunities inspire the skills, mindset and capabilities participants need to make their next big move — whatever that might be.

46%
female

39%
regional

43%
disciplines
other than
business

*FY18-19 units

**Diversity is in our DNA, driven by our
11 university partners and TAFE NSW**

“Networking with people from different institutions, especially for regional students, is awesome.”

Tyler Thurston
UNIVERSITY OF NEWCASTLE



Students go behind the scenes at some of the big names in innovation and entrepreneurship.

Experts from across the ecosystem provide mentoring and offer unparalleled networking opportunities.



“[SSE gives] you those relevant industry experiences that you can’t get anywhere else, they’ve really gathered all the right people in the right spot to give you the best of their insights.”

Georgia Muller
SOUTHERN CROSS UNIVERSITY

Site visits and mentoring from

Amazon

Cicada Innovations

Conversant Media

B2B Growth Accelerator

Deputy

DriveYello

Flint & Spark

Google

Haymarket HQ

Koala

Navitas Ventures

Commonwealth Bank

Rare Birds

Real Entrepreneur

Mums

Remarkable

Ryerson University

Seneca

She Starts (Blue Chilli)

SingularityU

South View Consulting

Stone & Chalk

Sydney Startup Hub

Xcursion



“[SSE wants you to get] your hands dirty, facilitating discussion between students and groups to help feed the process of improvement. They are very into helping you get your own ideas out there”

Erika Salmon
TAFE NSW

The chance to pitch to real investors and entrepreneurs

Experiential learning based on industry-relevant skills

“There is a lot of experiential learning rather than what we’re used to in lecture theatres. It’s inspired me to do something big and do something that could change the world.”

Jaffly Chan
UNSW SYDNEY



Our facilitators bring experience, passion and innovation to every learning activity at SSE

Innovation for Value
Creation and Growth

Structuring
for Success

Ideation

Activation



WESTERN SYDNEY
UNIVERSITY


 **Southern Cross**
University

 **THE UNIVERSITY OF**
NEWCASTLE
AUSTRALIA

 **UNSW**
SYDNEY

INNOVATION FOR
VALUE CREATION

STRUCTURING
FOR SUCCESS

IDEATION

ACTIVATION



Scott McKeon
SSE Alumni

“SSE helped me work out what tools I had available to me, what paths I could follow, how I construct the roadmap and who the crucial people I need to partner with are.”



Scott met his co-founder, Will Scuduri and came up with his big idea during an SSE Navigator unit



Scott travelled to India as part of the [SSE Young Entrepreneurs International Bootcamp](#), supported by the NSW Government, gaining valuable experience and making lasting connections



Scott plans to expand his three-person team (Matt, Scott, Will) to service a large B2B market and have capacity to make large custom builds for design-oriented Australian success stories like Atlassian and Canva






Launching an international Kickstarter campaign for his second-screen startup Espresso Displays in October 2019



ESPRESSO DISPLAYS

 @espressodisplays

Read Scott's
full story at
sse.edu.au



Young Entrepreneurs International Bootcamp: India



**33 NSW
startups**

**4 leading
cities in India**

**Hands-on
experience,
mentoring and
access to one of
the world's fastest
growing markets**



"It gave us a whole pile of insights. Until you're there, until you get your feet on the ground, you'd never know."

James Bradley

UNIVERSITY OF NEWCASTLE
DIFFUSE ENERGY

Supported by the



India

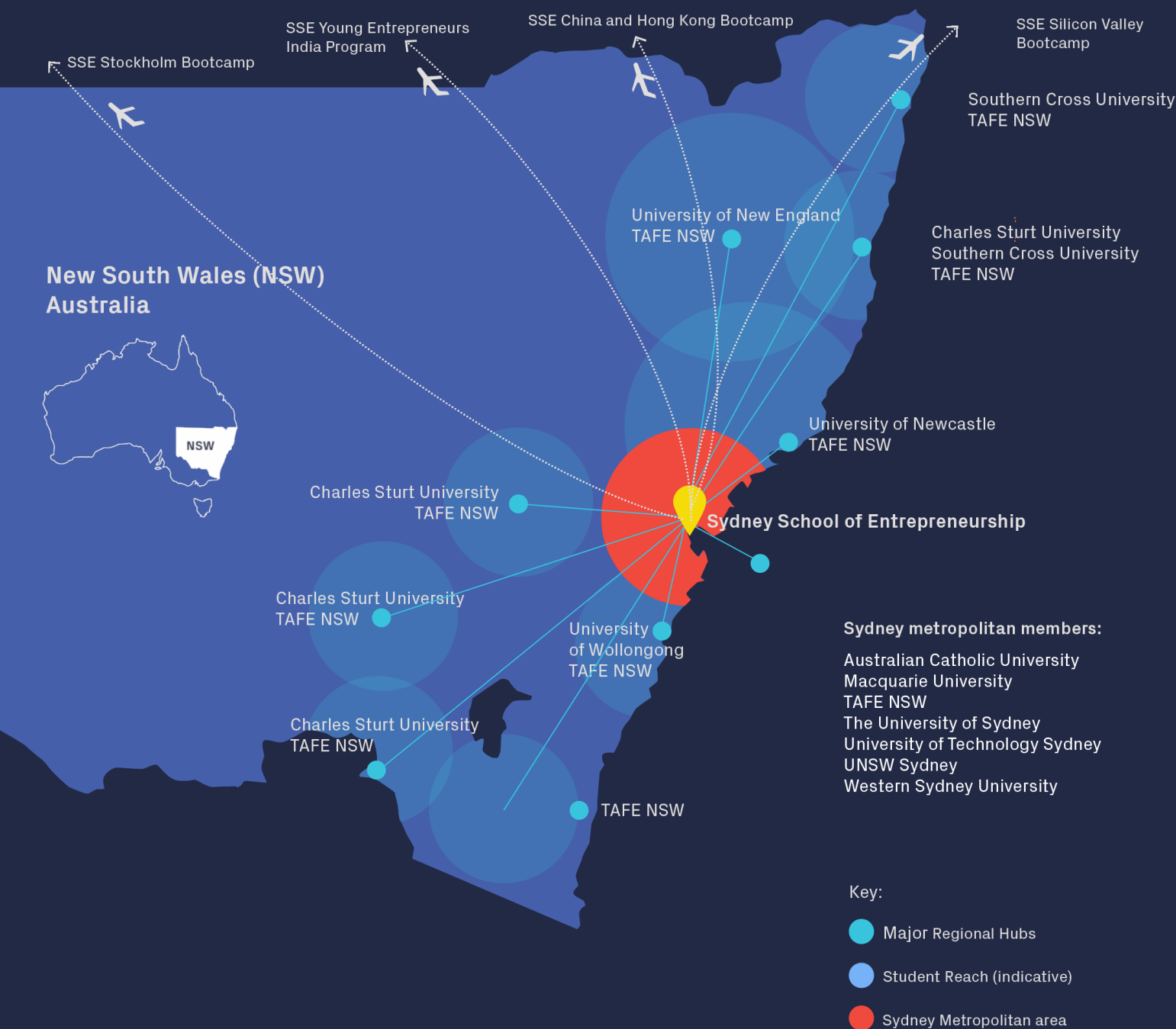
Read the full story at sse.edu.au

Our reach

Sydney School of Entrepreneurship connects a diverse range of individuals, institutions and organisations from around NSW with global networks and international best practice.

We are Sydney in name only, using our Ultimo campus as a base to support entrepreneurs and innovators across the state and around the world.

Together, we're putting NSW at the forefront of a global movement.



Making an impact



Business Women in Western Sydney

An accessible opportunity for over 180 participants to hear from 6 inspiring women across 2 panels.

Networking with the local business community and receiving actionable tips for career and small business transformation.

Attended by NSW Premier Gladys Berejiklian, in partnership with Women NSW as part of Women's Week 2019.

Regional Pitching Workshops

28 entrepreneurs attended full day pitching workshops in Byron Bay and Wagga Wagga.

In partnership with The Funding Network, these intimate hands-on masterclasses helped not-for-profits and social enterprises develop compelling and inspiring narratives.



Future-proof your career in STEM

SSE's partnership with Uber Australia and Women's Agenda was attended and live streamed by over 250 people.

This interactive, informative discussion offered practical tips for women working in STEM fields.

Discussion focussed on the importance of building a strong community around you, searching out inspiring mentors, and being able to understand and sell your own strengths.



Dr Caroline Leaf
Associate Professor
at UNSW



Michelle Wood
Uber Australia Director
of Communications



Hayley Warren
CEO of HALO Medical
devices



Harini Janakiraman
Director of Technology
at Antler



Dr Raji Ambikairajah
Former CEO of Folo

At SSE, we bring global best practice to New South Wales.

“If you’re starting your own company, the most important thing is not always the idea. The team behind it is more important. You can have the best idea in the world but if you have the wrong people, it will never succeed.”

Isabella Löwengrip

COFOUNDER OF ONE OF SWEDEN'S
FASTEST GROWING BEAUTY STARTUPS
LÖWENGRIIP



LÖWENGRIIP



“Scaling something that people don’t love is a huge waste of time and money. Build something that people are obsessed about, even if it’s clunky and looks totally unscalable.”

Matthew Brimer

CO-FOUNDER OF GENERAL ASSEMBLY,
AN ENTREPRENEUR, COMMUNITY BUILDER
AND ANGEL INVESTOR



Global Speakers

“Corporate social responsibility as a term is just going to disappear. It’s part of the young entrepreneurs DNA...it’s not even a major selling point anymore. It’s just something that they do.”

Pocket Sun

COFOUNDER AND MANAGING PARTNER
OF SOGAL VENTURES



“Innovation comes from entrepreneurs and we all have the potential to be an entrepreneur. All one needs is the courage to start, the will to follow through and the path to follow.”

Sean Wise

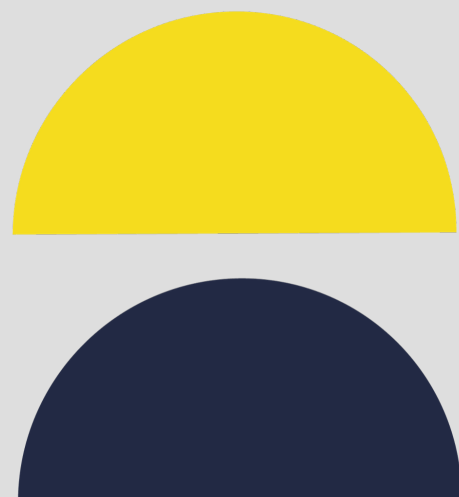
CANADIAN MENTOR CAPITALIST AND
DRAGONS' DEN

**Ryerson
University**



Hear from our global
speakers and watch past
livestreams
at sse.edu.au





SSE's core aims are to build a sustainable, scalable and viable business that provides impactful opportunities for skills growth and entrepreneurial education and which bolsters employability and jobs creation.

SSE will focus on aligning entrepreneurial mindset and “future of work” capabilities.

Enriching a state-wide culture of
entrepreneurship

Cultivating jobs growth and
future of work capabilities

Nurturing entrepreneurial
leaders of the future

Regional skills growth

- Activating partnerships with local councils, regional educational partners and organisations around the state and beyond its borders
- Collaborating on for-purpose initiatives to support local ecosystems
- Sharing knowledge and driving skills growth in non-metro areas across NSW



Supporting the future of work for women

- Led by trailblazing women in Australia's tech industry, we co-presented the Future of Women in Tech to discuss the issues facing women in a changing workforce.
- In 2019-20, we're building on our partnerships with organisations such as Women NSW to further support women with the skills and networks they need to thrive in the workplace and create the futures they want.



Catherine Raffaele
Founder of Brillup



Senior Product Designer
Deloitte Digital



Cheryl Mack
State Manager of ACS



Jeri Childers
Director of Innovation and Entrepreneurship at UTS

Looking ahead

Virtual Startup Internship Program



- 1000+ signups in the first 6 weeks
- Worldwide interest across 6 continents
- Access to three innovative NSW startups from early stage to venture-funded
- Developing practical skills in product management, social media, marketing and sales for international expansion



Find out more about
our Virtual Internship
at sse.edu.au





We are proud to be part of this diverse, growing community



Thanks

Get in touch

Email: info@sse.edu.au

Phone number: 02 8029 1999

Visit us at sse.edu.au

Follow us on social media @SSENSW



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