



www.venturenauts.com

International Experts in

Making Smarter Regulation

for
Private Sector Development



OUR VALUE TO YOU

We offer a unique value proposition given the depth of our experience in Australia and ASEAN (Southeast Asia), working with the private and public sectors on commercial, policy and regulatory projects and initiatives aimed at supporting private sector development.

In delivering our work, we build productive working relationships between government, business and universities in making smarter regulation for private sector development. We do this because a true partnership between these stakeholders is required for success.

We know this because we have also been senior executives in government working with business, and in business working with government, on improving business environments.

We work across the Australia-ASEAN region, and are skilled in adapting international regulatory best practices to suit local circumstances in developed and developing countries.

Our focus is increasing the attractiveness of regulatory environments – at the government, regulator, industry and business levels – to improve investment and economic growth by allowing governments and businesses to be more productive, innovative and competitive.

Ventureonauts helps:

Governments

Improve the ‘attractiveness’ of the business environment to local and international investors and foster economic growth by improving the quality of regulation and ‘ease’ of doing business.

For example:

- Design and implement regulatory impact assessment, red-tape reduction and good regulatory practice systems and programs
- Executive training in policy/regulatory development and review and economic diplomacy
- Officer training programs in good policy/regulatory practices

Regulators

Find the ‘right’ balance in their regulatory considerations, analysis, decisions and roles by improving regulatory leadership, governance, systems and capabilities.

For example:

- Analysis of regulatory environments and issues to determine best regulatory strategy, and business engagement
- Review and improve regulatory enforcement systems
- Executive coaching and officer training programs in good policy/regulatory practices

Businesses and Industry Bodies

Build regulatory strategies to support corporate and industry growth objectives, including developing cases for regulatory change and engaging effectively with government in review and implementation.

For example:

- Analysis of regulatory environments and issues to determine best corporate/industry strategy and government engagement
- Review and improve regulatory compliance systems
- Executive coaching and staff training in regulatory analysis

Universities

Promote good policy in economic and social development by conducting courses and research that builds good regulatory practice knowledge and skills.

For example:

- Lecture in university courses and executive training programs
- Support research programs focused on regulation

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What We Do

Venturenauts is an Australian consultancy company focused on international business development, specialising in the Australia-ASEAN (Southeast Asia) region.

We help Australian and ASEAN:

1. Businesses enter and grow in local and regional markets; and
2. Governments, universities and international development organisations improve business environments across Australia and ASEAN to support international trade, investment and entrepreneurship.

In improving business environments, Venturenavts is widely recognised as international experts in *making smarter regulation* that supports private sector development, targeting growth in industries, small and medium enterprises (SMEs) and entrepreneurs. Our depth of experience working with governments and the private sector in ASEAN is unique.

Venturenauts helps:

Governments	Improve the 'attractiveness' of the business environment to local and international investors and foster economic growth by improving the quality of regulation and 'ease' of doing business.
Regulators	Find the 'right' balance in regulatory considerations, analysis, decisions and roles by improving regulatory leadership, governance, systems and capabilities.
Businesses and Industry Bodies	Build regulatory strategies to support corporate and industry growth objectives, including developing cases for regulatory change and engaging effectively with government in review and implementation.
Universities	Promote good policy in economic and social development by conducting courses and research that builds good regulatory practice knowledge and skills.

Who We Are

Venturenauts is led by co-founders and managing directors:



Peter McKenna

Chartered Accountant



Eleanor Mak

Commercial Lawyer

Peter and Eleanor have over 40 years experience leading government and business organisations across the Australia-ASEAN region focused on international business development, specialising in improving regulatory environments for private sector development. They also lead the Australia-ASEAN Business Council, and are senior international regulatory consultants and team leaders with the Asian Development Bank.

Peter and Eleanor are regularly requested to lead/participate in regulatory reform committees, speak at international business conferences, and lecture in university courses at state, national, and international levels across the Australia-ASEAN region.

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Introduction to Ventureonauts

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Ventureonauts has built and accesses a global network of respected international experts – leading regulatory practitioners, educators and researchers - in working across the region.

Our Expertise

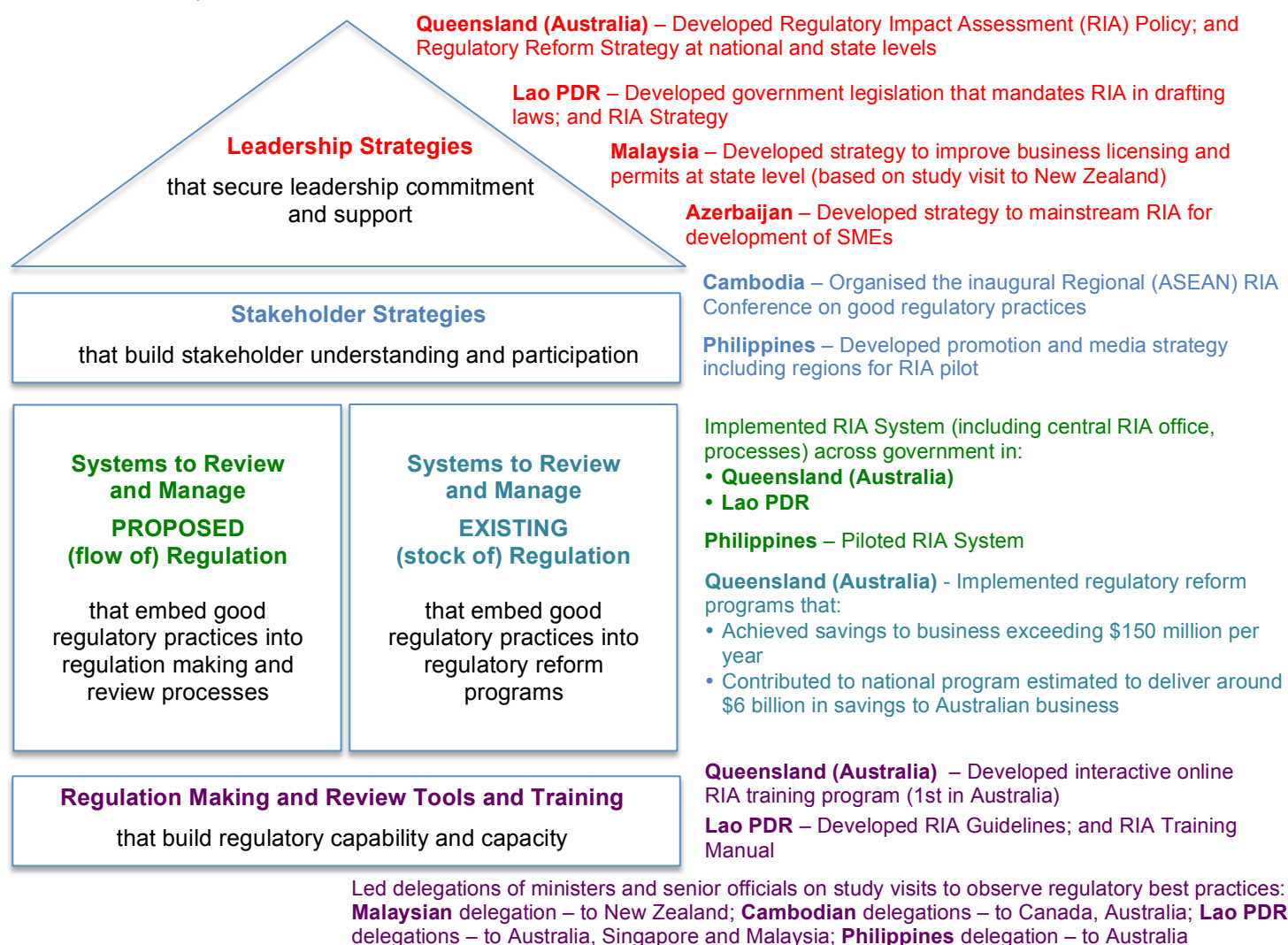
Ventureonauts is a specialist in adapting regulatory best practice strategies, systems and tools from around the world to suit local contexts and circumstances in developed and developing countries. We engage with deep respect and understanding in different cultures.

We have worked with governments, regulators, businesses, industry bodies, universities and international development organisations on improving regulatory environments for private sector development in:

- ✓ Australia
- ✓ Azerbaijan
- ✓ Cambodia
- ✓ Lao PDR
- ✓ Malaysia
- ✓ Philippines
- ✓ and at the Australia-ASEAN regional level.

Key Achievements

Examples of our expertise in improving regulatory environments for private sector development include:



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What We Bring

The directors have significant 'hands on' practical experience in government leading regulatory agendas to support private sector development, and in business leading market and commercial growth agendas.

This complementary experience brings a strong commercial perspective and approach to identifying and executing regulatory improvement initiatives that make a real contribution in private sector development. It provides:

- deep understanding of the roles, languages and impacts of both the public and private sectors in developing regulatory environments for business
- unique capability to establish collaborative relationships and solutions with government and business working effectively together.

Ventureonauts also brings:

- ✓ An innovative approach in building regulatory improvement solutions – for example, designed and implemented the 1st interactive, online Regulatory Impact Assessment (RIA) training program in Australia
- ✓ An extensive network of international experts, resources and working relationships in regulatory management and reform, and private sector development
- ✓ Detailed insight into market and other commercial opportunities and regulatory challenges impacting private sector development across the Australia-ASEAN region
- ✓ Significant experience helping businesses grow market share and governments improve regulatory environments across the Australia-ASEAN region
- ✓ Proven skills in building cross-cultural government and business relationships

A **core strength** is our ability to work regionally across borders, at strategic and operational levels, understanding and adapting to different economies, business practices and cultures.

Our Experience

Australia (2005-11)

As senior executives in the Queensland Government, Peter and Eleanor established and led the Queensland Office for Regulatory Efficiency (QORE – central regulatory office) in Queensland Treasury, which directed the national and state RIA and regulatory reform agendas across the Queensland Government.

QORE was awarded a prestigious Treasury Australia Day Award for its effective work in progressing Queensland's regulatory reform agenda. Achievements included:

RIA System

- Established the structure, staff, resources and systems of QORE within the Queensland Treasury – and coordinated the work of the Office in supporting Queensland agencies produce Regulatory Impact Assessments (RIAs) for regulatory proposals
- QORE advised the Queensland Cabinet of Ministers on possible impacts for all business policy submissions including RIAs by government agencies
- Completely remodelled and implemented an integrated and streamlined RIA system across the Queensland Government which increased transparency, rigour and accountability around the development and review of policy and regulation. This new RIA system was based on best practices from UK, Canada and US, adapted to local circumstances – **assessed by international and national organisations (eg., OECD, Business Council of Australia) as a significant improvement on previous RIA systems**
- **Developed and implemented many 'first in Australia' RIA initiatives such as interactive online RIA training program**, online costing tools, and online stakeholder engagement mechanisms including government and public websites/portals for all regulatory activity across the Queensland Government

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Regulatory Reform Programs

- With the private sector, conducted public, economy-wide and sector reviews to identify opportunities for improving the business environment and supporting private sector development
- Led the Queensland Government's successful contribution to Australia's 'Seamless National Economy' Reform Agenda with 36 regulatory and competition reform areas (eg., environmental assessment, business names registration, consumer law, national trade licensing, transport regulation, directors liability and the legal profession) – **expected to deliver around \$6 billion in national annual savings to Australian business by 2020**
- Established landmark commitment to Queensland's first net regulatory savings target to reduce the compliance burden on business and administrative burden to government – **implemented and managed a 'whole-of-government' program that achieved savings to business in excess of \$150 million per year**
- Steered the development of Queensland government IT systems and solutions to support the national and state business reform agendas - including business licensing portals
- Developed Queensland's industry action plan to grow the state's industry base including a local industry policy, a business and industry portal (1-stop-shop) and strategies and targets to improve business investment and access to finance.

Azerbaijan (since 2018)



With the Ministry of Economy (Azerbaijan Government) and Asian Development Bank (ADB), developed the National Strategy for mainstreaming regulatory impact assessment (RIA) for development of small and medium enterprises (SMEs) in Azerbaijan.

This strategy details recommendations on RIA system design, institutional requirements and implementation steps. Ventureonauts is assisting with RIA implementation in Azerbaijan.

Cambodia (since 2016)

With the Economic, Social and Cultural Council of the Office of the Council of Ministers (Cambodian Government) and ADB, organized and led the inaugural 2017 Regional (ASEAN - Southeast Asia) RIA Conference on good regulatory practices supporting economic and social development across ASEAN.

Ventureonauts assisted the Cambodian government with the national rollout of RIA. For example, Ventureonauts organised and led Study Visits

for ministers and senior officials to Australia (2016) and Canada (2018) on best practices in regulation making and review including RIA, regulatory reform and improving the 'ease of doing' business.



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Lao PDR (since 2011)

Stage 1

With the Ministry of Commerce and Industry and Ministry of Justice (Lao PDR Government) and ADB, developed and piloted a RIA system based on best practices and adapted to the Lao's national regulatory processes and arrangements.

Included the establishment of a whole-of-government task force of senior officials from government and business, development of RIA guidelines and templates, conduct of RIA awareness raising, media events and RIA training, and drafting the legislative requirement for RIA. Also, organised and led a ministerial delegation to Australia (Study Visit 2013) examining best practices on industry development and regulation making and reform including RIA.

The pilot was successful, with the Lao government implementing RIA across regulation making and review processes through the 2014 Minister of Justice Decision on Impact Assessment of Draft Legislation. This Decision, drafted by Ventureonauts, defines the principles, requirements and procedures for authorities responsible for making and amending legislation to undertake impact assessment (IA) on draft legislation (i.e. to conduct RIA). It also sets out how to prepare and use an IA Note to enable consistency in making and amending legislation; and established the Centre for Regulatory Impact Assessment of Draft Legislation (RIA Centre), within the Department of Legislation, Ministry of Justice.



Stage 2

With the Ministry of Commerce and Industry and Ministry of Justice (Lao PDR Government), implemented RIA system including institutions and processes into national regulatory processes and arrangements across Lao government.

Implementation activities included

developing internal business processes for RIA at the RIA Centre (Ministry Of Justice) and line ministries through to the Prime Ministers Office (and Cabinet) and National Assembly (Parliament); developing a RIA Training Manual and carrying out a whole-of-government training program; and conducting outreach and awareness raising activities to promote RIA across the Lao community including government, business and academia at national and local levels.

Organised and led Study Visits for ministers and senior officials to Australia (2016) and Singapore and Malaysia (2017) on good regulatory practices including RIA and regulatory reform.

Based on the 2017 Study Visit, developed a RIA Strategy for Lao PDR which details necessary actions that will sustainably embed RIA as a key tool in legislative development and reform that supports the economic and social development of Laos. This strategy links the RIA system to Lao PDR outcomes, leadership and planning.

The Lao government has endorsed this RIA Strategy, and Ventureonauts is now assisting with implementation of the strategy in Laos.

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Malaysia (since 2017)

With the Malaysian Productivity Corporation (MPC, Malaysian Government), organised and led a Study Visit to New Zealand (2017) by senior Malaysian RIA and licensing officials from national, state and local governments to learn best practices in business licensing and permit systems and regulatory reform to support SME development.

MPC is now progressing recommendations in the Study Visit report, with assistance from Ventureonauts including good regulatory practices (GRP) workshops in Malaysia.



Philippines (2012-13)

With the Department of Tourism and the Department of Labour and Employment (Philippines Government) and ADB, developed and piloted a RIA system based on best practices and adapted to the Philippine's national regulatory processes and arrangements.

Included the establishment of a whole-of-government task force of senior officials from government and business, development of RIA guidelines and templates, and conduct of RIA awareness raising, media events and RIA training. Also organised and led a ministerial delegation on a Study Visit to Australia (2013) examining best practices in tourism industry and regulation making and review including RIA and regulatory reform.

The pilot was successful, with the Philippines government now implementing RIA across regulation making and review processes through the Republic Act 11032 (2017) that sets out requirements to promote ease of doing business and efficient delivery of government services.



Australia-ASEAN Region (since 2016)

As President and Vice President of the Australia-ASEAN Business Council (AABC), led the following initiatives focused at improving regulatory environments across the region:

1. Presented to ASEAN Economic Ministers Forum (2018) on regulatory and other opportunities identified by the following regional economic development roundtables established by the AABC:
 - (Chair) ASEAN-Australia AVIATION Roundtable – Enhancing ASEAN-Australia Aviation Cooperation
 - (Chair) ASEAN-Australia ENTREPRENEURS Roundtable – Strengthening the Connection between ASEAN and Australia Entrepreneur Ecosystems
2. Submission (2017) to the Department of Foreign Affairs and Trade (DFAT), Australian Government on regulatory opportunities to improve the ASEAN-Australia-New Zealand Free Trade Agreement (part of the regional review by DFAT)

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3. As member of the ASEAN Business Advisory Council (ABAC) plus Joint Business Council Forum, participate in ASEAN BAC regional working groups on:
 - Identification and removal of non-tariff barriers across the region
 - Strategies to improve good regulatory practices across the regionwith regular reporting to ASEAN Leaders on regulatory challenges and opportunities to achieve regional economic development and integration
4. As member of the ASEAN Young Entrepreneurs Council (AYEC) plus Joint Business Council Forum, regular contributions to AYEC (and through to ASEAN Leaders) on regulatory and other policy challenges and opportunities to activate and connect young entrepreneurs across the region.



Testimonials About Us

Testimonials are available. These testimonials are from ministers, senior officials and senior executives in the following countries and organisations:

Australia

Various including -

- Associate Director-General, Department of Premier and Cabinet, Queensland Government
- Deputy Director-General, Department of Employment, Economic Development and Innovation, Queensland Government
- Group Chief Executive, Queensland Investment Corporation
- Chairman, Chamber of Commerce and Industry Queensland
- CEO, Queensland Tourism Industry Council
- National Chairman, Australian Red Cross Society
- Head, Financial Secretary's Office, Hong Kong Government

Cambodia

Vice Chairman, Regulatory Executive Team, Office of the Council of Ministers
- Economic, Social and Cultural Council, Cambodian Government

Lao PDR

Various -

- Vice Minister of Industry and Commerce, and Chair, Inter-Ministry RIA Task Force, Lao government
- Vice Minister of Justice, Lao government
- Vice Chairwoman of Economic Planning and Finance Committee, National Assembly, Lao government
- Deputy Director General of Legislation Department, Ministry Of Justice, Lao government

Malaysia

Director, Productivity and Competitiveness Development, Malaysia Productivity Corporation

Philippines

Corporate Secretary, Tourism Infrastructure and Enterprise Zone Authority, Department of Tourism, Philippines Government

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Contact Us



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