Export Nation · Supply Nation

Helping Indigenous businesses reach international markets

Supply Nation is the Australian leader in supplier diversity, bringing together the biggest national database of Aboriginal and Torres Strait Islander businesses with the procurement teams of corporate and government organisations.

We believe Indigenous businesses have enormous potential in overseas markets. In 2021, Supply Nation established the Export Nation program to help Indigenous businesses succeed internationally. Our focuses are simple:

Understand the needs of Indigenous businesses by listening, collecting and analysing insights.

Develop the capabilities and resilience of the Indigenous business sector for trade in overseas markets.

Facilitate meaningful connections between suppliers and a national ecosystem of mentors and support.

Leverage our international networks and the networks of our partners. As a founding member of the Global Supplier Diversity Alliance, Supply Nation has extensive connections across corporations, councils and governments in New Zealand, Canada, the United States, the United Kingdom and South Africa.

As the world's first traders and diplomats, First Nations peoples' ways of knowing, being and doing are at the heart of international business. We uphold this principle through:

Respect for the sovereignty of our First Nations partners

Respect for Indigenous knowledge and intellectual property

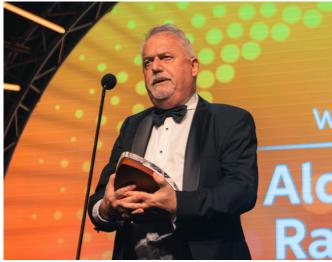Long-term business built on trust, shared values and relationships

Focus on generational wealth and economic dependence

Supply Nation is motivated to partner with like-minded organisations committed to diverse Indigenous international trade opportunities.

Find out more and contact us:
exportnation@supplynation.org.au

Kalinda IT

🏅 **Supplier Diversity Awards 2022 Winner
Indigenous Exporter of the Year**

Supply Nation Registered Supplier Kalinda IT Services is a 100% Indigenous-owned IT services business based in Sydney, Australia.

Kalinda IT is an innovative technology solutions provider, offering a full suite of system integrations and managed services. Building on more than 20 years of experience and international relationships, CEO and Founder Michael Dickerson recognises the importance of entrepreneurship and meaningful engagement.

"Kalinda IT is a company founded on the Aboriginal values of courage and interdependence. We focus on our teams, community and ways to elevate the collective instead of an individual. This allows our family, business partners and community to grow and prosper."

Having built their own intelligent transport systems software, Kalinda IT will export this technology to assist in the delivery of the Electronic Road Pricing project in Jakarta, Indonesia, aimed at reducing traffic congestion.

"We can only be as successful as the path we lead, tread and allow others to follow. Success to our team is the next generation of Aboriginal Certified IT staff gaining access to opportunities that only a career in IT can provide."

Aldridge Railway Signals

🏅 **Supplier Diversity Awards 2023 Winner
Indigenous Exporter of the Year**

Aldridge Railway Signals is a Supply Nation Certified Supplier specialising in LED railway signals, level crossing systems, and trackside rail mobility equipment.

As an electrical design and manufacturing company, Aldridge Railway Signals is continually innovating new products which enable rail operators to connect communities through passenger and freight movement.

Established as a family business in 1950, Aldridge Railway Signals now serves as a significant exporter to over 11 countries across Asia-Pacific, Europe and North America. Managing Director and proud Kamilaroi man David Aldridge, encourages suppliers to take advantage of the different support systems available.

"There are a lot of people out there who help Indigenous exporters and they are just there for the asking. You've got Supply Nation, Austrade, Export Nation and other Indigenous exporters that are always happy to help. I see lots of potential for Indigenous people in export."

He shares how momentum is key to a successful export journey.

"You can't export from behind a computer. You've got to get out, get up and running, and see prospective clients."