

# Ziltek and CSIRO are cutting through the competition

South Australian company, Ziltek, has teamed up with CSIRO to develop cutting edge technology and achieve big results for Australia's waste management industry.

Ziltek is a rapidly growing small business that specialises in waste remediation products and services.

The company is committed to innovation and actively seeks to improve its waste remediation technologies in order to offer better, cheaper and more sustainable services than its competitors.

The team recently identified an opportunity to introduce a new service to the market – the first of its kind in Australia.

Ziltek's CEO, Dr Richard Stewart, said the new technology would allow his team to make real-time decisions at client sites, reduce laboratory analysis costs and minimise project delays.

**"The technology had great potential, but the specialist skills and high-tech equipment required to develop it successfully were beyond our capability,"** Dr Stewart said.

Ziltek turned to CSIRO for a Researcher in Business grant, which provided half of the project's funding and access to CSIRO expertise, including CSIRO Principal Scientist Les Janik and spectroscopist Sean Forrester.

**"The CSIRO team had the skills we required and fitted in perfectly with our company's culture,"** Dr Stewart said.

**"Les interacted really well with our management team and our clients, and enjoyed the opportunity to work within industry doing field work at contaminated sites across Australia,"** he said.

According to Mr Janik, the team gained invaluable experience from the project.



**"The opportunity to work within a commercial business gave me new perspective on the impact of my research work.**

**"Several positive outcomes have come out of the project, including longer-term opportunities to collaborate with Ziltek on research and development,"** he said.

Like Ziltek, your business may also benefit from investing in technical innovation.

CSIRO's SME Engagement Centre is ready to work with SMEs that want to use science as to gain competitive advantage, improve profitability and help business grow.

## YOUR CSIRO

Australia is founding its future on science and innovation. Its national science agency, CSIRO, is a powerhouse of ideas, technologies and skills for building prosperity, growth, health and sustainability. It serves governments, industries, business and communities across the nation.