ICN Industry Capability Network Victoria



Sponsorship proposal

Data Centre Capability Connect

Wednesday 11 November 2026

COMMERCIAL IN CONFIDENCE

About ICN Victoria

ICN Victoria helps local businesses access real opportunities in major projects.

For more than 40 years, we have worked alongside industry, government and major project proponents to connect capable Victorian and Australian businesses with the projects, procurement teams and supply chains that need them. Backed by the Victorian Government and part of a national network, we give SMEs a clearer pathway to compete for work, grow their networks and win new business.

As Victoria's data centre sector rapidly expands, there is a significant opportunity to increase local participation in an industry where infrastructure, specialist equipment and expertise have often been sourced from overseas. ICN Victoria is working to make local capability more visible - helping project owners and delivery partners identify the skilled businesses, materials, services and technical knowledge already available in Victoria and across Australia.

By creating stronger links between data centre developers, major contractors and local suppliers, we can help bring more work into Australian supply chains. This supports skilled jobs, builds capability in local communities and strengthens the long-term resilience of the sector.

We combine local knowledge with practical market intelligence to make the right connections - matching business capability with opportunities that deliver commercial, local, social and sustainable outcomes.

Our team supports businesses and project owners with:

- Connecting SMEs with procurement decision-makers
- Identifying and profiling local business capability
- Industry-specific knowledge and supplier connections
- Supply-chain mapping and market research
- Procurement advice and best-practice guidance
- Localisation, import replacement and industry-participation support on major projects

From early project planning through to procurement and delivery, ICN Victoria helps create stronger supply chains, reduce reliance on imported capability where local alternatives exist, and generate more opportunities for Victorian and Australian industry.

Data Centre Industry Connect

Put your business at the centre of Victoria's data centre growth

AI-driven demand is accelerating investment in data centre infrastructure, creating significant opportunities for Victorian businesses across design, construction, commissioning, operations and maintenance. While specialist labour, equipment and components have often been sourced from overseas, Victoria and Australia have strong and growing capability that can play a greater role in delivering this critical infrastructure.

The **Data Centre Industry Connect** event will bring together capable local suppliers, data centre owners and developers, major contractors, government, procurement leaders and to share practical industry insight, build high-value connections and identify opportunities to strengthen local participation.

The focus is clear: helping Victorian businesses understand where the opportunities are, the credentials and capabilities required, and how they can contribute to the supply chains building and operating data centres. By improving visibility of local skills, materials, services and technical expertise, the event will help create clearer pathways for more work, investment and jobs to remain in Victoria and Australia.

About the event

Date: Wednesday 11 November 2026
Time: 3:00PM – 7:30PM
Location: Melbourne CBD
Attendance and format: 300 people, in-person (keynote presentation and networking)

Speakers and supporters

The program is expected to feature representatives from government, data centre owners and developers, major contractors and supply-chain specialists. Potential supporters include representatives from the Victorian Government, AirTrunk, Lendlease and other sector leaders.

Speaker participation is subject to confirmation.

Target audience

Attendees will include decision-makers and businesses involved in the current and emerging data centre supply chain, including:

- Data centre owners, developers and operators
- Major contractors, project managers and procurement teams
- Civil construction, construction and engineering businesses
- Electrical, power, cabling, HVAC, cooling, fire life-safety and building-services suppliers
- Steel, transport, logistics and specialist manufacturing businesses
- Energy, renewables, battery and backup-power providers
- Government agencies, industry associations and education providers

- Victorian SMEs with current or potential capability to supply data centre projects

This is a highly targeted audience of organisations seeking project intelligence, new partnerships and practical pathways into a fast-growing sector.

Our network reach

ICN Victoria promotes events through well-established networking Victorian businesses, project stakeholders and industry partners.

12,629 event registrants across 2022-2025

91 industry events delivered across 2022-2025



Sponsorship benefits

Sponsoring this event positions your organisation alongside the businesses and decision-makers shaping Victoria's data centre sector.

It is a powerful opportunity to:

- Build visibility with an audience of project owners, developers, contractors, procurement professionals and local suppliers
- Demonstrate your capability, technical expertise and commitment to local industry participation
- Meet potential delivery partners and suppliers across the data centre lifecycle.
- Be part of clearer, more transparent pathways for Victorian businesses to access major-project opportunities
- Align your brand with a practical conversation about resilient, capable and locally connected supply chains.

ICN Victoria will facilitate meaningful introductions between sponsors, project owners and suppliers, helping turn event conversations into commercial connections.

Sponsorship tiers

Benefits	Platinum (SOLD OUT)	Gold (1 available)	Silver (6 available)	Bronze (10 available)
Speaking opportunity	5 min	2 min	-	-
Sponsor video during event	✓	✓	-	-
Pre-event EDM	Exclusive	Mention	Mention	-
Pre-event social media post	Exclusive	Mention	Mention	Mention
Logo and company name on event webpage	✓	✓	✓	✓
Digital branding*	✓	✓	✓	✓
MC acknowledgment	Throughout	✓	✓	✓
Showcase stall	Premium	Premium	Premium	Standard
Access to full registration list**	✓	✓	Company name only	Company name only
Tickets	6	4	2	1
Price ex GST	**$6,500**	**$4,500**	**$2,500**	**$1,250**

* Subject to submission deadlines and ICN Victoria brand guidelines.

** Subject to attendees' consent.

Platinum sponsor (SOLD OUT)

Inclusions:

- 5 min speaking opportunity (available only to platinum sponsor)
- 2-minute sponsor video (on loop, no sound) during event*
- Exclusive sponsor email to ICN Victoria database pre-event and company mention in post-event*
- Exclusive pre-event social media post*
- Logo placement on ICN Victoria's website and event listing*
- Logo placement on digital event branding*
- MC acknowledgement throughout the event
- Premium industry showcase stall (trestle table & chair provided)
- Access to full registration before and after event**
- 6 tickets included ($1,140 ex GST value)

Gold sponsor (1 available)

Inclusions:

- 2-minute speaking opportunity at conclusion of formalities
- 2-minute sponsor video (on loop, no sound) during event*
- Mention on pre-event email to registered attendees pre-event
- Mention on pre-event sponsor social media post*
- Logo placement on ICN Victoria's website and event listing*
- Logo placement on digital event branding*
- MC acknowledgement
- Premium industry showcase stall (trestle table & chair provided)
- Access to full registration before and after event**
- 4 tickets included ($460 ex GST value)

Silver sponsor (6 available)

Inclusions:

- Mention on email to registered attendees pre-event
- Mention on pre-event sponsor social media post*
- Logo placement on ICN Victoria's website and event listing*
- Logo placement on digital event branding*
- MC acknowledgement
- Premium industry showcase stall (trestle table & chair provided)
- Access to attendees list after event (company names only)**
- 2 tickets included ($380 ex GST value)

Bronze sponsor (10 available)

Inclusions:

- Logo placement on ICN Victoria website event page*
- MC acknowledgement
- Standard industry showcase stall (Pull up banner display only)
- Access to registered attendees company names after event**
- 1 ticket included (valued at $190 ex GST)

* Subject to submission deadlines and ICN Victoria brand guidelines.

** Subject to attendees' consent.

Partner with us

Complete the below form and return to ICN Victoria events at events@icnvic.org.au

Contact information	
Organisation	
Business name (marketing purposes)	
ABN	
Postal address	
Contact person	
Title	
Mobile	
Email	

Tier	Investment	Signature of authorised contact
Platinum	$6,500 + GST	
Gold	$4,500 + GST	
Silver	$2,500 + GST	
Bronze	$1,250 + GST	

Terms and conditions

1. Notice of cancellation must be submitted in writing to ICN Victoria Events at events@icnvic.org.au
2. Cancellations received on or after 7 business days prior to the event will not be refunded.
3. ICN Victoria reserves the right to cancel the event and refund any exhibitor fees at any time.
4. Exhibitor bookings are only confirmed once full payment is received and the contract is signed by an authorised representative.
5. Exhibitors must comply with all venue rules and event guidelines.
6. Exhibitors must hold their own Public Liability insurance policy (minimum $5 million recommended). A copy of the Certificate of Currency may need to be provided upon request.

Contact

Melissa McCurry

Partnerships & Delivery Manager
Mobile: 0447 330 836
Email: events@icnvic.org.au