



# *Fast* Movers SA

*2021*  
Top 25 eBook

Recognising the *fastest* growing  
South Australian businesses.

[fastmoverssa.com.au](http://fastmoverssa.com.au)

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The Fast Movers SA program recognises South Australia's fastest growing, most innovative and arguably smartest businesses.

BDO South Australia, together with our generous group of sponsors, was proud to deliver Fast Movers SA in 2021. Watch the event wrap up video here:



Fast Movers SA attracts nominees from a range of sectors. Businesses must meet the following eligibility criteria:

**HEAD OFFICE:**

Registered head office in South Australia

**TURNOVER:**

Minimum \$200,000 per annum in the past three financial years

**SALES:**

Maximum 50% of revenue derived from any one customer

**OWNERSHIP:**

Private or public company which is not government managed or government owned

**SUBSIDIARY:**

Not a subsidiary of a company itself which itself does not meet all eligibility criteria

# Fast Movers

## Top 25 in order

1 Foxie Games

2 ODD Games

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# 1st place **Foxie Games**



Established in 2017, Foxie Games is a South Australian mobile game development studio, building original titles for a global audience. They focus on connecting players to their passions and hobbies through virtual world experiences and aim to have the top ranked games in select genres.

After placing 3rd in Fast Movers last year, and also winning the 2020 Fastest Employment Growth Award, Foxie Games have achieved 1st place this year with an average growth of 242%.



Founder and CEO Dineth Abeynayake says the Fast Movers win gives his staff larger-scale recognition for the work they do.

### **What is your number one piece of advice for businesses in South Australia?**

Persistence is critical - business is obviously a very risky venture, but if you keep learning and keep developing your own skills, your chances of success become greater and greater.

### **How important is leadership, culture and staff during times of growth?**

These are all critical. You have to bring your people along for the journey, ensure they are connected and have purpose.

2nd place  
**ODD Games**



ODD Games is an Adelaide-based studio that develops #1 ranking racing video games across multiple platforms. Co-founded by brothers Terry and David O'Donoghue together with Ben Marsh, ODD games was incorporated in 2012 and has since gone from strength to strength.

They've taken out 2nd Place with an impressive average growth of 176%. Managing Director Ben offers his advice for other businesses:

**At what point did you realise your business was really 'onto something'?**

When we launched our first game Monster Trucks 9 years ago, we hoped it would rank within the top 20 in the racing games category. To our surprise, it ranked #1 in over 100 countries. We were receiving positive customer feedback and we built on these relationships with our customers by taking the feedback on board and keeping them abreast of our upcoming updates.



**What is your number one piece of advice for businesses in South Australia?**

Be persistent. Success doesn't come overnight. Instead there is a long, grinding lead time with a multitude of obstacles. The key is to be resilient and not give up.

**How important is leadership, culture and staff during times of growth?**

It is very critical to align leadership, culture and staff goals especially during times of growth. Having a plan in place and ensuring everyone in the team knows their part in the big picture helps ensure goals are aligned and the desired outcomes are achieved.

# 3rd place *Solutions Plus Partnership*

**Solutions+**  
IMPROVING BUSINESS PROCESSES WITH TECHNOLOGY

Established in 2014, Solutions+ helps SMEs run better businesses by improving their processes with technology.

Certified SAP and Microsoft partners, they offer innovative products and services that align to the specific needs of businesses.

Solutions+ has secured 3rd place with an average growth of 106%.



Allan Morichaud, CEO, believes that integrity and treating staff well are key to succeeding in business:

### **What are your key strategies for winning business?**

Do the right thing - look after your customers, look after your business partner network and referrers. Update and show transparency with staff.

### **What is the biggest motivator for you to grow your company in 2021?**

Building on our product and team, helping & empowering our customers to be successful, and celebrating wins with our team!

### **How has your role changed as the business has grown?**

On start up, I was very hands-on. I've had to delegate and empower staff to handle the day to day work.



University of  
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"THE IMPACT THAT THIS  
PROGRAM HAS HAD ON OUR  
BUSINESS CANNOT BE OVERSTATED.  
WE WERE A FAST GROWING BUSINESS;  
HOWEVER, THE GROWTH TRAJECTORY WE  
WERE ON WAS UNSUSTAINABLE.

DURING THE PROGRAM, WE WERE PROVIDED  
WITH THE CENTRE'S *KNOWLEDGE FRAMEWORK FOR  
GROWTH* AND IT HAS BEEN THE BACKBONE OF OUR  
STRATEGIC PLANNING EVER SINCE.

**Ryan Turbill, CEO of Clique Logistics,  
and winner of Fast Movers 2017**

# Excellence in Business Award *Avance Clinical*



Avance Clinical is a clinical research organisation supporting biotechnology and the pharmaceutical industry, with the aim of bringing products to the market efficiently whilst maintaining high quality and compliance.

They were awarded the 2021 Excellence in Business Award for their exceptional and sustained growth year on year, and for demonstrating innovative strategies and market leadership.

CEO Yvonne Lungershausen started the business in 2009. She recognises the quality of talent in South Australia and has continued to invest in those internal and external relationships over the years. Yvonne and her team focus on providing quality products and services maintaining a global perspective but a local focus particularly as an employer of choice.

**“We have high quality talent in this state, they just need to be provided with the opportunities to thrive.”**





# Fastest Employment Growth Award *Little Bang Brewing Co.*



Little Bang Brewing Co. is an independent brewery and venue located in Stepney. They won the award by being the Top 25 finalist with the highest average percentage growth in employment numbers across the past three financial years.

Their beer is distributed nationally, with a key focus on sharing their passion and the fun they have making their beer - from the art on the can to the product itself.

After starting the business as a garage hobby in 2013, co-founders Filip and Ryan fairly quickly found themselves with a fully fledged, successful business and “a crew of amazing, talented people” along for the ride.



Pictured: co-founder Filip Kemp accepting the award from Hon. Minister David Pisoni.

## 4<sup>th</sup> - 10<sup>th</sup> Place

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### #4 Seed Terminator

Seed Terminator is a simple combine harvester attachment that destroys weed seeds before they become weeds. They aim to provide the best technology to as many farmers as possible, as soon as possible, as economically as possible.



### #5 Connect Allied Health

Connect Allied Health are a professional, experienced and creative team of allied health clinicians, who are dedicated to providing high-quality speech pathology, occupational therapy, positive behaviour supports, physiotherapy, podiatry, and dietetics services for children and adults in Adelaide.



### #6 Supashock

Supashock is a world-class producer of advanced mobility, logistics handling and autonomous systems that control, monitor and improve capability of defence, autonomous, commercial, automotive and other transport vehicles.



### #7 EGM Partners

EGM Partners are raising the bar in Executive Search, Recruitment and HR Consulting. They are 100% SA owned and operated with a global reach.

EGM Partners  
Executive Search - Recruitment - HR Consulting



### #8 Stanley & Co Lawyers

Stanley & Co don't operate like traditional lawyers. They have a straight-forward, no-nonsense approach that sets them apart from the rest.



### #9 Neon Treehouse

Neon Treehouse are a team of bright digital marketers with imaginative solutions. They help brave, curious & committed brands who want to add a new dimension to their digital.



### #10 Prohibition Liquor Co.

The team at Prohibition Liquor Co. create world class spirits and bring people together for a great time.

# HOW TO WRITE ADVERTISING TO INSPIRE ACTION

## Using the **AIDA** Formula

### 1. Attention

Create **content** that grabs attention and engages your audience.

### 2. Interest

Keep **attention** and pique interest, by communicating your prospects problems and passions.

### 3. Desire

Show your **prospects** the benefits & features of your offering and illustrate how they fulfill their needs.

### 4. Action

Persuade **prospects** that they should take immediate action.

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– specialising in traffic and conversions.

# 11<sup>th</sup> - 17<sup>th</sup> Place

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**esena  
energy**

## #11 Esena Energy

Esena is a leading commercial and residential energy efficiency company, specialising in LED lighting upgrades.



## #12 Little Bang Brewing Co.

Little Bang is an independent brewery and venue located in Stepney, with a key focus on sharing their passion and the fun they have making their beer - from the art on the can to the product itself.



## #13 Nuago

Nuago is an ICT service provider focused on managed services, security, hardware and software procurement.



## #14 Cornell Electrical

Cornell Electrical is a family owned business that specialises in all areas of electrical - they aim to be a one stop shop for customers, providing services such as general domestic, air con, security, solar and large scale commercial.



## #15 Sea Dragon Lodge & Villas

Sea Dragon Lodge and Villas is a boutique luxury retreat providing some of the best that Kangaroo Island has to offer in one unique package on a 250 acre seafront estate..



## #16 Avance Clinical

Avance is a clinical research organisation supporting biotechnology and the pharmaceutical industry with the aim of bringing products to the market efficiently whilst maintaining high quality and compliance.



## #17 Maniax

MANIAX is an Urban Axe Throwing venue that gives you the chance to (very safely) hurl axes at a wooden target, before quenching your thirst with an icy cold, craft beer. Compete with your mates or colleagues to crown the Viking champion.

# 18<sup>th</sup> - 25<sup>th</sup> Place

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## #18 CodeFish Studio

CodeFish is an Adelaide based company specialising in custom software and IoT solutions, whether you need to design and develop your idea from the ground up or enhance your client experience or streamline your internal processes, CodeFish Studio is your perfect partner.



## #19 SK Designs Australia

SKDA are design and print specialists for Motorbike accessories.



ESCIENT

## #20 Escient

Escient is a business and digital consultancy, providing outcomes and professional services in a range of disciplines under four key pillars: Strategy, Design, Technology & Delivery.



## #21 Discount Party Supplies

Discount Party Supplies is an online retailer whose mission is to deliver boxes full of happiness for all of life's celebrations.



## #22 Hills Sustainable Gardens

Hills Sustainable Gardens is a landscape construction & garden maintenance company that services all of Adelaide - commercial & residential.



## #23 Need Trade Services

Need Trade Services is a business-to-business operating organisation providing building and asset maintenance solutions for top tier clients with a focus on ingenuity, growth, and the business' superior value system.



## #24 Resolve Divorce

Resolve are a modern family law firm with a goal to improve the way couples and families experience divorce and reduce the negative impact on them and the community.



## #25 VR Distribution

VR are a wholesale distributor of entertainment products including Board Games, Jig Saw Puzzles, Video Games, Collectables and Trading Cards.



# Fast Movers

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please visit [fastmoverssa.com.au](https://fastmoverssa.com.au) or contact:

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