

NILESH

MAKWANA

11<sup>th</sup> September 2023



THE UNIVERSITY OF  
**WESTERN**  
**AUSTRALIA**



MY SUCCESS JOURNEY:

EULOGY vs. RESUME

# Personal

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# Professional

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# 2012

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Student

# 2012

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# 2012

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Business Development Manager  
THiNK ICT Students Association

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Member

# 2012

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Event Assistant  
Careers Centre

# 2012

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International Student Committee (ISC)  
Curtin Student Guild

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Business Board of Advisory

# 2012

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Customer Service Officer (Perth Airport)

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IT Project Manager Navitas  
&  
Business Analyst Onboard Group Pty Ltd

# 2013

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Student

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Committee  
Member



Organising Committee  
Member & Judge



Innovation Fund Assessment Panel  
& Advisory Board Member

# 2013

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# 2013

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Founder & Project President

# 2013

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2014



# 2014

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Technology Council of Industry Partners (COIP)  
Advisory Council Member

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Advisory Committee Member

# 2014

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# 2015

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Founder & Project President

# 2015

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WA State Manager

# 2015

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Member Event

# 2015

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Judge – Assessment Panel

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Judge / Member  
Emerging Innovation Category Evaluation Panel

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Technology Advisor

# 2015

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Business Manager

# 2015

## Meeting of tech minds a WA first

Nick Sas - The West Australian on December 1, 2015, 12:07 pm



📷 Nilesch Makwana (illumiance business manager), Giles Nunis (WA Government Chief Information Officer), Sue Findlay (Chair WAITTA), Evan Cunningham-Dunlop (Chair eGroup), David Cook (Chair Australian Computer Society), Rohan McDougall (Director Curtin Uni IP Communication), Matt Taylor (Member for Bateman) and Peter Klinken (chief scientist).  
Picture: Bill Hatto/The West Australian.

# 2015



Business Manager





# 2016

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Chair

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Judge

# 2016

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Adjunct Professor

# 2018

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Vice – President – WA Chapter

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Member

# 2018

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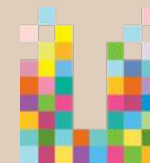
Chief Executive Officer





**KARMIC MANAGEMENT + SERVANT LEADERSHIP**

# 2018



**UNIVERSITY HALL**  
THE UNIVERSITY OF WESTERN AUSTRALIA

Winner  
Microsoft  
Partner



2019 Partner of the Year  
Partner for Social Impact Award





# 2019

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Satya Nadella  
CEO - Microsoft

# 2019

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Ajay Banga  
President & CEO - Mastercard



Department of Local Government,  
Sport and Cultural Industries  
Office of Multicultural Interests

Western Australian  
Multicultural Awards 2021  
Winner - Business Award



Microsoft  
Partner  
2020 Partner of the Year Finalist  
Healthcare Award



Winner  
Microsoft  
Partner  
2019 Partner of the Year  
Partner for Social Impact Award



**WA Asian Business Awards 2023**  
Social Impact

**Western Australian Multicultural Awards 2020**  
Multicultural Business Awards

**Business News 40 under 40 Award 2020**  
40 under 40 & City of Perth Strategic Alliance Award

**Microsoft Partner of the Year Award 2020**  
Finalist: Partner for Health

**Microsoft Partner of the Year Award 2019**  
Partner for Social Impact

**ACS Digital Disruptors Awards 2019**  
Gold - CXO Disruptor of the Year

**Business News Rising Stars 2019**  
Diversity

**Belmont & Western Australian Small Business Awards 2019**  
Business Migrant of the Year Award

# 2019





# 2020



# 2020



THE UNIVERSITY OF  
**NOTRE DAME**  
A U S T R A L I A



THE UNIVERSITY OF  
**NOTRE DAME**  
A U S T R A L I A  
B R O O M E C A M P U S



# 2021

Page 42 - POST, February 27, 2021

## Sky's the limit for budding drone pilots

In what is believed to be an Australian first, a new drone training program involving a Mosman Park sports group is making new technology more accessible to people with a disability.

Drones - Principles to Flight - An Accessible Training Program is designed for people with mobility or dexterity impairment.

It aims to train attendees with the latest theoretical and practical aspects of drone piloting, upskilling them for employment opportunities.

Last Saturday the first class at Langley Park allowed students with a range of disabilities including muscular dystrophy, spinal muscular atrophy, cerebral palsy and quadriplegia to fly drones.

The course was made possible by Mosman Park's Western Electric Sporting Association (WESA), Techlearn and Illuminance Solutions.

WESA president Jack O'Keeffe said the course would have a range of benefits for attendees.

"People with severe disabilities are at risk of social isolation, often becoming less active in the community as their condition declines," he said.

"Children with disabilities are at greater risk of dropping out of school early and not pursuing further study or training.

"This course not only provides a social connection, but will open pathways to employment."

Techlearn CEO Pulkit Soni said the course had attracted strong interest from the community.



Phillip Ouhston, left, and Pulkit Soni from Techlearn help WESA player Logan Sanford, centre, fly the drone on Saturday.

community.

"Our inaugural class will have eight students aged 14 to 49, which was our maximum capacity," he said.

"We had more than 15 people wanting to participate.

"While we have previously focused on robotics, automation and drone training in the mining industry, this is the first time we will be training differently-abled people.

"Licensed drone pilots can work in a range of industries including video, photography, mining, surveying, farming, delivery and shipping - so this course will provide practical skills for future employment."

Illuminance Solutions, which has a long history of providing free digital literacy programs to marginalised sections of the community, hosted the event free of charge.

"We believe everyone should have access to the latest technology training and technology opportunities and are proud to bring this latest initiative to the community," Illuminance Solutions CEO Niles Makwana said.

"People with disability bring valuable skills, experience and insight and are an integral part of a diverse and inclusive workforce that businesses should be aiming for."



# 2021





# 2021



News

## Diversity Key to Auspire Ambassador Program

5 May 2021



# 2021



Department of Local Government,  
Sport and Cultural Industries  
Office of Multicultural Interests

Western Australian  
Multicultural Awards 2021  
**Winner - Business Award**





# 2022



# 2022





# 2022



# 2022

**CRN**  
CONNECTING THE AUSTRALIAN CHANNEL  
NEWS PHOTOS PIPELINE IMPACT AWARDS FAST50 CHANNEL CHIEFS CHANNEL ACADEMY LOG IN SUBSCRIBE

## Perth's illuminance Solutions expands into corporate, mining sector

By Nico Arboleda April 5, 2022 4:31 PM

Perth Microsoft partner Illuminance Solutions has expanded its business to private sector customers after fully focusing on the not-for-profit sector since its inception in 2014.

Speaking to CRN, chief executive Nilesch Makwana said the expansion would help bring in the revenue necessary to scale the company and retain its skilled talent.

Makwana did not provide specifics, but said some new Illuminance clients include a major Western Australian gold mining company, a wealth management company and a multinational construction equipment supplier. "As we continue to grow, our business capability has gone national so we've employed more talented people with between 10 to 20 years of experience," Makwana told CRN.

"When you want to have such great talent on board, you'll need to have a client that would give us that revenue to help us scale. Which is why we've diversified into the private sector."

Illuminance was originally founded as a "tech for social impact" Microsoft partner, specialising in the not-for-profit sectors with customers like NDIS service providers, aged care providers, indigenous affairs organisations and more. The company also counts Wiise and Terranova Security as its other vendor partners

While its new customer base will bring in more revenue, Makwana said Illuminance will still have not-for-profit clients front and centre and won't lose its core purpose. He said the company would ensure to have NFPs forming at least 60 percent of its business.

"While we continue to do the right thing and contribute to society through our not-for-profit customers, we still need to grow and scale so we can employ more people with greater talent, as well as provide more meaningful employment to the migrant community," Makwana said.



Nilesch Makwana (Illuminance Solutions)

# 2023



# 2023



## National Indigenous Business Summer School WA 2023

Edith Cowan University, Mount Lawley Campus



Thank you  
so much for  
this awesome  
opportunity

### Illuminance Solutions

In appreciation of your sponsorship of the  
National Indigenous Business Summer School WA 2023.

Thank you for supporting young Aboriginal and Torres Strait Islander  
peoples in their learning journey.



2023

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“Ask not what your country can do for you.  
Ask what you can do for your country.”

John F. Kennedy

2023

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“Be the change that you wish to see in  
the world.”

M.K. Gandhi

Thank you!