



Experience and Capability Statement

The Hon Santo Santoro – Director

**Santoro
Consulting**



Santo Santoro is one of few Australians to have served as a Minister in both the national and a State Parliament. While a Member of the Queensland Legislative Assembly between 1989 and 2001, Santo was appointed as Minister for Training and Industrial Relations.

During this time, he restructured the State's workers' compensation (insurance) system and the industrial relations system and effected significant changes to the regulation of workplace health and safety and retail trading hours.

He also oversaw the training sector, both in the operation of the government controlled TAFE (Technical and Further Education) institutes, and the private training sector. Following his time in the State Parliament, Santo was appointed as Senator for Queensland, representing the State in the Federal upper house, and latterly serving as the Howard Government's Minister for Ageing.

In this prominent Ministerial role, Santo oversaw the redesign of aged care in Australia, including the introduction of a long-term funding package, reform of financial instruments, and the implementation of world-leading measures to protect the elderly.

Both State and Federal Ministerial roles also required direction of large departments,

including oversight of policy, finance, management and implementation of government programs.

Prior to his Federal Ministerial appointment, Santo undertook a range of Parliamentary roles, including:

- Chair of the Joint Statutory Committee on the Australian Crime Commission. This Committee reviewed the operations of the ACC during a most delicate period, as Australia came to grips with significant internationalisation of crime and money laundering, and engaged with the escalated threat of domestic and international terrorism; and

- Membership of the Senate Environment, Communications, Information Technology and the Arts Legislation Committee. In his role on this Committee, Santo developed a particular reputation for oversight of Australia's public broadcasters, and also took a keen interest in the development, regulation and funding of new media and communications technologies

Santo's post-Parliamentary corporate consulting role focuses on the impact of legislation and regulatory policy on business, and the role of private suppliers and market mechanisms in the delivery of public policy. In this role, he is particularly interested in the application of innovation – including in technology and service design – to increase efficiency and productivity in both the public and private sectors.

Santo prides himself on being able to identify business development opportunities for his clients within the public and private sectors and then:

- i) Connecting his clients with the relevant decision makers within the private and government sectors; and

- ii) Assisting in initiating discussion on how his clients and the decision makers in the public and private sectors can work together and deliver mutually beneficial outcomes

In fact, Santo's business can be summarised as "putting people and businesses who need each other together".

Santo has developed a network of strategic partners, both in Australia and overseas – a network that includes Australian Public Affairs <http://australianpa.net.au/>, The American Continental Group (ACG) in Washington, <http://www.acg-consultants.com/>, Modern Stewardship in Texas USA <http://modernstewardship.com/about/>, Resources Capital in Hong Kong and China <http://www.resourcescap.com/> and impeccable connections within the private and government sectors in Italy.

Santo Santoro's comprehensive knowledge of regulatory approaches and structures, familiarity with leading players in both the public and private sectors, and his broad network of international corporate and government contacts enable him to frame optimal strategic responses to policy and business challenges and opportunities.

In addition to his consulting activities, through Santo Santoro Consulting, Santo has established and is a partner and a director in two other businesses – Australian Corporate Connections (specialising in the organisation of events) and Aged Care Interiors (specialising in the provision of furniture, furnishing, artwork and interior design and decorating services to the aged care industry).

His personal website provides more information on his time in politics, and current work and charitable interests outside of Santoro Consulting: <http://santosantoro.com/>

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