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ENTERPRISE
CONNECT

Shaping Business, Transforming Industry

ICN Major Projects Forum

1 August 2011

Presentation by Rod Nelson, State Director



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Outline

- Overview of Enterprise Connect services
 - Business Review
 - Tailored Advisory Services
 - Supplier Continuous Improvement Program
 - Technology and Knowledge Connect
 - Researchers in Business
 - Enterprise Learning and Mentoring
 - Leadership 21
 - Workshops, Industry Intelligence and Networking





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What is Enterprise Connect?

- Australian Government initiative aimed at delivering **practical** support to Australian firms.
- Aims to drive innovation and promote culture of improvement.
- The entry point for SMEs seeking business improvement assistance – help firms become more competitive and gain access to new technologies and knowledge.
- Delivered through a network of skilled and experienced Business Advisers.



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What is a Business Review?

- Using analytical and benchmarking tools the Business Adviser will work with the firm to:
 - understand its strategy and business operations;
 - identify strengths and opportunities;
 - identify problems and the root cause;
 - assess potential areas for growth and improvement; and
 - recommend solutions and action plans.
- Business Adviser then maintains an ongoing relationship with the firm.



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How does Enterprise Connect achieve this?

- EC delivers two main services:
 - **Business Review**, delivered by a Business Adviser at no charge to the firm; and
 - **Tailored Advisory Services** grant of up to \$20,000 to help the firm implement improvements arising from the Business Review.



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Business Review Recommended Actions

- Strategic Planning
- Market Research and Marketing Plans
- Human Resources Management and Development
- OH&S Risk Management
- Process Improvement – "LEAN" / QMS
- New Product Development
- Systems Development
- Financial Management





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Business Review Referrals

- TAS
- Skills for Growth
- AusIndustry: R&D Tax Concession / Credit
- Austrade: EC Global Access Program
- Commercialisation Australia
- IP Australia
- Internal: TKC, RIB, ELM, L21, WIIN





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What is the Tailored Advisory Service (TAS) grant?

- TAS is designed to help a firm make lasting business improvements.
- Based on the Business Review report action items.
- Grant (up to \$20k on 50:50 basis) pays for advice from specialist consultant
- **Building capability, not just fixing a problem.**





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Supplier Continuous Improvement Programs

- Defence / Aerospace
- Rail
- Resources
- More being developed



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Additional Support Programs

- Technology and Knowledge Connect (no charge)
 - Advice re new technologies and applications
 - Advice re appropriate systems, such as ERP
- Enterprise Learning Workshops (no charge)
 - Specific themes: such as Leadership, Strategy
- Enterprise Mentoring (funded through TAS)
 - Mentor appointed for up to six months
 - Extension opportunities





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Additional Support Programs

- Leadership 21 (80% funded by EC)
 - 'Making Better Managers'
 - Owner / Manager Program for SMEs
 - Learning Excellence: Coaching, Workshops and Learning Meetings
 - Themes: Your Business / Your Development / Leading Your Business
 - Mt Eliza – Melbourne Business School





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Additional Support Programs

- WIIN
 - Ongoing Workshops (four rounds per year)
 - Specific Themes e.g.
 - Winning Defence Tenders
 - Sustainability
 - Innovating for Green Growth
 - Lean Leadership
 - Business Continuity
 - Competing in a Global Economy





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Eligibility

- Firm must be incorporated (i.e. has an ACN);
- Turnover > \$2 million (\$1.5m regional) and < \$100 million in either current or one of last two financial years;
- Solvent and lodged BAS for ≥ 3 years; and
- Manufacturers or provide manufacturing related services **OR** eligible under other EC sectors (Creative Industries, Resources Technology, Clean Technology, Defence).



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How to Apply for a Business Review

Go to www.enterpriseconnect.gov.au
Click on “How to Apply” tab

OR

Contact a **Business Adviser** directly
(Their profile and contact details are on EC website)

Enterprise Connect Contact Details:

Hotline: 131 791

E-mail: enterpriseconnect@innovation.gov.au