



Business

AusIndustry

Entrepreneurs' Programme

John Mills – Business Adviser

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A word from the Treasurer, 2015 budget speech.

- “Rather than corporate welfare, the government’s focus will be on strengthening the overall business environment, so that enterprise, large and small can create more jobs in Australia.”
- “We will focus our effort on innovation and self reliance. Businesses should stand or fall on their ability to produce the goods and services that people actually want.”
- Support for innovation and enterprise will replace corporate welfare.





Entrepreneurs' Infrastructure Programme

An AusIndustry service

“ *The Entrepreneurs' Infrastructure Programme is the Australian Government's flagship initiative for business competitiveness and productivity at the firm level.* ”

Funding: Commenced July 2014 \$484m over 5 years
Minister: Ian Macfarlane

Eligibility - 5 Growth Sectors

“enabling growth and productivity for globally competitive industries”



**FOOD AND
AGRIBUSINESS**



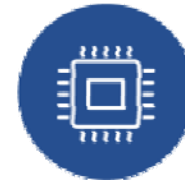
**MINING EQUIPMENT,
TECHNOLOGY AND
SERVICES**



**MEDICAL
TECHNOLOGIES AND
PHARMACEUTICALS**



**OIL, GAS
AND ENERGY
RESOURCES**



**ADVANCED
MANUFACTURING**

Plus “Enabling Technologies” to the growth sectors

- **Businesses that provide enabling or supporting technologies or services to the growth sector are also eligible.**
- **Freight & Logistics**
- **Infrastructure related Construction**
- **Information and Communications Technology**
- **Professional Services**
 - Research, architectural, engineering & technical, advertising, other professional, scientific and technical services, computer system design and related services

What is “*Advanced Manufacturing*”

- Businesses that adopt innovative technologies or business practices to improve or develop manufactured products, processes or services.
- Businesses that supply integral services, technologies or inputs to the manufacturing processes of businesses described above.
- This includes the adoption of improvements or innovations across any of a range of manufacturing steps, such as;

concept, research and development, design, production, logistics, marketing and after-sales services,

in order to achieve high-value products, services or business outcomes, including improved responses to market demands.

Advanced manufacturing ?



Advanced manufacturing ?



Eligibility criteria

- Annual Revenue in the current or the past 2 years
 - Australian Company Number
 - Solvent
 - Trading for >3 years
 - Participating in an eligible growth sector
OR
Demonstrate commitment to operate in one of the growth sectors
 - Comply with the workplace Gender Equality Act (EEO)
- **\$1.5m - \$100m**
 - **A C N**
 - **Growth sector**
 - Refer information guide for more details
<http://www.business.gov.au/advice-and-support/EIP/Business-Evaluation/Documents/CustomerInformationGuide-BusinessEvaluation.pdf>

1. Business Evaluation

- ▶ Free
- ▶ Confidential
- ▶ Delivers:
 - A statement of the company's current position
 - Analysis of the Strategic, Financial & Operational situation
 - An Industry & SME overview
 - Recommendations on improvement opportunities, and
 - An agreed action plan to implement changes



Business
business.gov.au

Business Evaluation (previously Business Review)



Company
data collection
and analysis.

Industry data



Opportunity
Identification

So what ?



Business Evaluation
Report

Issues &
Recommendations

2. Business Growth Grant \$\$\$

- ▶ Assists firms to implement the recommended projects using external improvement specialist(s).
- ▶ Provides matched funding of up to \$20,000 + GST
- ▶ NOT for direct purchase of hardware or software, but selection, installation, training, or implementation assistance **is** eligible

Client firm projects have included (examples):

- Strategic planning,
- Market analysis
- Export opportunity identification
- New Product development
- Process improvement
- ERP system implementation
- Accounting system upgrades
- CRM systems
- Barcoding & digital data capture

- E-commerce
- Lean Manufacturing
- Inventory management
- Quality, Safety & Environment systems, ISO9000, AS 4801, etc
- Staff training & development plans
- Succession Planning
- Financial Management
- Coaching and Mentoring services



EP Core Programme offerings include:-

- **Business Management Services**

- ✓ Business Evaluation - entitlement program, free
- ✓ Business Growth Services – merit program, free
- ✓ Supply Chain Facilitation – merit program, free
- ✓ **Business Growth Grant** – matched \$20k, following any of the above services

- **Research Connections**

\$50k matched to engage public sector researcher

- **Accelerating Commercialisation**

Merit program, substantial funding assistance available

Other EP services and assistance

- Leveraging knowledge bases – Commercialisation Expert Networks – capital, I.P., product development, research etc...
- AusIndustry programs.
- Assisting business to access the right people – key relationships.
- Delivering learning events – that assist with capability.
- Collaboration with Export partners.
- Developing a closer engagement with businesses to accelerate growth opportunities.

Questions

Question

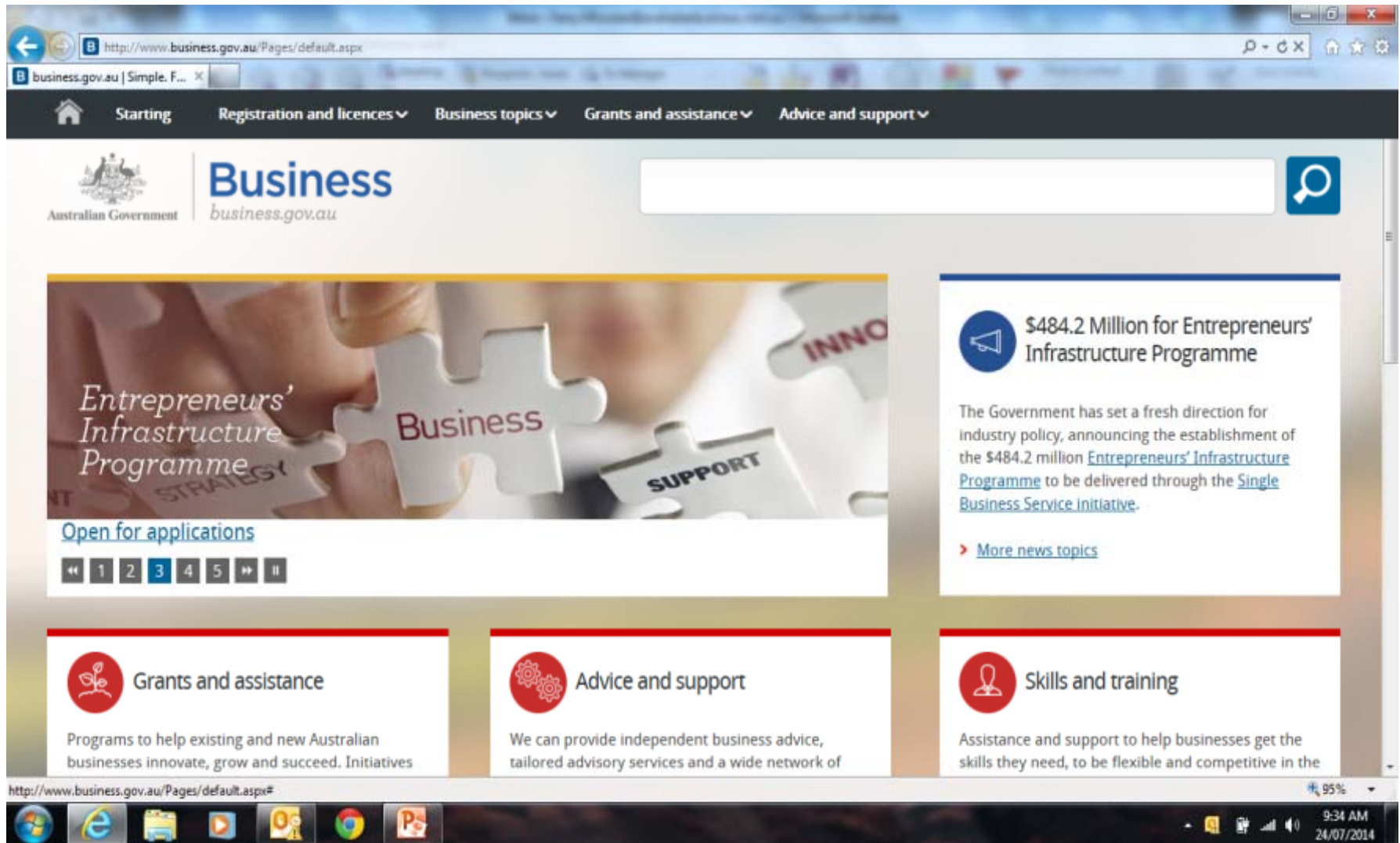
- My firm has previously completed an Enterprise Connect Business Review, can I access the AusIndustry Business Evaluation ?
- I have completed a Business Review or Business Evaluation, can I now apply for Growth Services.
- Do time frames exist to apply for the Business Growth Grant (BGG) ?

Answer

- **Yes** – if the Business Review was completed **over 5 years ago**.
Eg prior to June 2010
- **Yes** – however your application will be assessed to determine the **merit** associated with the growth opportunity
- **Yes** – Generally the BGG needs to be approved **within 6 months** of completing the Business Evaluation.

Once approved, up to 12 months is available to complete the project.

Apply on-line www.business.gov.au



Let's make it happen...



More Questions?

John Mills

Business Adviser

AusIndustry – Entrepreneur
Development

0400 662 083

john.mills@aigroup.com.au



Terry O'Riordan

Business Adviser

AusIndustry - Entrepreneur
Development

0417 277 139

terry.oriordan@nswbc.com.au



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