Helping Business through the Entrepreneurs’ Programme

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Business Advisers (Navigators)

Private sector business professionals
- Broad industry experience in senior roles
- Impartial view
- Team of 100 plus nationally
- 10 in Perth
Consider your business:
Do you have an appreciation of the changing market suitable for future proofing strategies?
Australia has had 25 years of economic growth

- Australia is approaching 25 years without a recession
- Quarterly growth is strong at 1.1 per cent, tracking at 3.1 per cent through the year
- Stronger than anticipated growth driven by increases in net exports
There is heightened global uncertainty

IMF’s World Economic Outlook forecasts have been consistently downgraded

- Falls reflect continued challenges with weak demand and high debt
- China has a housing bubble, volatile share market, and a slowing growth rate
- Political challenges in the US and Europe (fall out from Brexit) are adding to uncertainty

Global growth forecasts for 2014 to 2016

Note: The IMF releases a forecast every quarter for the current calendar year and two projection years.
Source: IMF World Economic Outlook (2014, 2015, 2016)
Technology driven business landscape
Consider your business:
Do you have a suitable business strategy to maximise opportunities?
Business Advisers (Navigators)

Private sector business professionals
Aligning business thinking
The EP Overview

Entrepreneurs’ Programme
Driving growth, capability & competitiveness of SME’s at the firm level

Department of Industry Innovation & Science

PLUS Enabling Technologies and Service
e.g. freight & logistics, Tourism (Northern Australia), infrastructure related construction, digital technologies, ICT & professional services
The EP Overview

Tailored support & access to advice and networks

- Undertake a step change in the business, including by critically assessing the current state of business and identifying remedies, enabling growth
- Understand and refine your unique value proposition to broaden and strengthen customer base
- Develop and implement strategic plans to exploit new markets and opportunities
- Exploit transformational opportunities to develop and embed the capabilities, strategies, culture and connections to accelerate growth

Access funding through matched grants of up to $20,000
The EP Overview

Entrepreneurs’ Programme

Hybrid Public-Private
- Business Focused
- Individual Engagement
- National Network of 135+

Eligibility
- Operating 3yrs or more in Australia
- Incorporated, solvent & ACN
- $1.5M-$100M turnover / expenditure

Local Advisors
- WA based Team of Business Advisors and Facilitators
- Ausindustry Funding

Support
- Business Advisory
- Research Connections
- Supplier Facilitation
- Learning & Networks
Your say

Consider your business:
Are you aware of and can you navigate through potential government support?
The EP consists of several “elements”

Business Management
- Business Evaluations
- Supply Chain Facilitation
- Business Growth Service (Matched Grants up to $20K)

Innovation Connections
- Business Technology & Knowledge
- Research
- Matched grant (up to $50K)

Accelerating Commercialisation
- Guidance
- Portfolio & Expert Network
- Matched grants up to $1m*

The focus is on facilitation of change and growth in business
Business evaluation (entry point)

Comprehensive review of all aspects of your business

Big picture/strategic discussions
- Strategic goals, business model, core competencies
- Value creation and delivery
- Governance, culture, values
- IP, collaboration and risk management
- Succession and business exit plans

Operational aspects of the business
- Marketing and consumers
- Finance and Admin
- Management processes & control
- Human Resources (incl OH&S)
- Operational processes and efficiencies (incl. quality assurance)
Supplier improvement process

“We learnt what it takes to be in the global supply chain and how to really make that jump from being a local supplier to being a global supplier.”

Chris Johnson - Lean Production Manager, Jayben
Growth plan

Growth Services will enable your business to identify and capitalise on growth opportunities more rapidly, easily and capably, with less risk.

Your tailored Growth Plan includes…

• a detailed analysis of your business including enablers, risks and barriers to growth

• Recommended actions that will develop growth capability and capacity in your business

• Key milestones for each action

• Key connections to other relevant services and assistance

Tailored, flexible and dynamic
A Growth Services engagement is tailored to meet the individual needs of businesses and their growth opportunities.

Professional support
Businesses are assigned a Growth Services Adviser who provides support and guidance throughout the engagement.

Government funded
As part of the Entrepreneurs’ Programme, Growth Services is provided at no cost to participating businesses.

Access to grants
Businesses may access a Business Growth Grant providing up to $20,000 in matched funding.

Merit based
Business must meet the Entrepreneurs’ Programme eligibility requirements and the Growth Services merit criteria to participate.
Mechanics – matched grant funding

Client applies through www.business.gov.au within 6 months of completion of service delivery
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