**Gear Up Rocky**

**Business Readiness**

**Video 1 Booklet**

**Introduction**

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FOREWORD

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| *“Rockhampton Regional Council through its Advance Rockhampton Economic Initiative “Gear Up Rocky” is working with local businesses helping them prepare to compete for their share in construction and production tenders in major supply chains.*  *The Gear Up Rocky initiative will deliver public briefings and training courses to help local businesses compete in major supply chains including Adani’s Carmichael Coal Mine, Rail and Port Projects, the Shoalwater Bay Military Training Area projects and Capricornia Correctional Centre projects. We strongly encourage and welcome you to participate in our program of events which is already paying dividends.*  *This initiative is breaking new ground for Local Government by actively driving economic development in our backyard so our community can realise the benefits from major supply chains.*  *Each month we will be rolling out more training starting with a Certificate IV in Small Business Management, the Business Readiness Seminars in Rockhampton and Gracemere, as well as potential additional courses in the future*  *We are offering tangible training and workshops which will add value to our local workforce and business sector in their bid to secure work within Adani’s Carmichael Mine’s supply chains and other major supply chains.*  *Council is deliberately going heavy handed now at the outset because we want those who have stood by us in the bad times to be the ones who benefit first in the good times.*  *We are already seeing results with businesses that weren’t as visible as they needed to be online changing their approach and taking the steps they need to.*  *Resource proponents such as Adani have their own websites for local procurement and Council is opening that door up because we consider all those service equipment roles contestable for our local workforce.”*    Mayor Margaret Strelow  Rockhampton Regional Council  9 August 2017 | A person wearing glasses and smiling at the camera  Description generated with very high confidence |

1. Introduction

Welcome to the Gear Up Rocky - Business Readiness Video Series, which has been designed to help Rockhampton Regional businesses increase their awareness how to compete in major projects supply chains, including Adani’s Carmichael Coal Mine, Rail and Port Projects.

This Video Series covers the following areas:

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| **Video Topics** | | **Key Areas Covered** |
| Major Projects | Major Projects Supply Opportunities & Tendering Requirements | * Goods and services required by major projects supply chains and its suppliers * Where your business fits in major supply chains and where to find opportunities * Supplier registration requirements and tendering requirements |
| Promotion | Supply Chain Promotion | * Types of Capability Statements and how to use them * What proponents are seeking from your website * Ways to promote your business |
| Capability | Framework for Building Supply Chain Capability & Capacity | * Implementing your Strategic Business Plan * Achieving alignment between Supply Chain Performance, Supply Chain Strategy, Supply Chain Network, Supply Chain Processes and Supply Chain Resources * Aligning Supplier Development with your Supplier Tier |
| Expanding | Expanding Your Business to Seize Opportunities | * Market Research requirements, and managing growth and diversification risks * Addressing human resource skills capability and capacity * Reviewing business footprint and exploring exporting opportunities |
| Collaboration | Supply Chain Collaboration & Partnerships to Seize Opportunities | * Collaborative Bidding * Key drivers of collaborative business relationships * Assessing criticality of key business relationships and aligning expectations * Action Plan for collaborative business relationships |

* 1. Gear Up Rocky

Rockhampton is uniquely positioned as the gateway to Northern Australia, and as such is on the junction of major road and rail networks. With proximity to the Bowen Basin and strategic access to the Galilee Basin, Rockhampton is a key service and logistics hub for the coal industry, providing road, rail and air services.

Rockhampton Regional Council, through its Economic Development Action Plan, is committed to creating a vibrant business environment that is innovative, competitive, productive and prosperous. Our region has a wealth of small, medium and large businesses that excel in their chosen fields, and as a region we will work together to make sure we are ready for the opportunities in the supply chain network to come out of the multi-billion-dollar Adani Carmichael Mine project.

Rockhampton Regional Council’s "Gear Up Rocky" initiative will do just that. From start-up entrepreneurs to mining equipment technology and services specialists, we are advancing Rockhampton businesses to find their entry point in the Adani supply chain network. Gear Up Rocky is also designed for businesses to seize other opportunities in Central Queensland or beyond.

We understand that local business operators are busy working hard delivering quality products and services in a competitive and challenging economic environment. This can make it challenging to position your business for new supply chain opportunities. Rockhampton Regional Council’s aim is to be right there with your business, supporting and guiding you through this opportunity at every step of the way.

**For more information contact the Regional Development Team:**

Phone: 07 4932 9000

Email: regionalpromotions@rrc.qld.gov.au

Webpage: <http://www.rockhamptonregion.qld.gov.au/ForBusiness/Gear-Up-Rocky>

* 1. Business Support & Opportunities Survey

Rockhampton Regional Council administered the ***Rockhampton Regional Council Adani, Carmichael Mine Business Support and Opportunities (BSO) Survey*** during June and July 2017.

The BSO Survey was developed to understand local business capacity, opportunities and challenges to acquire work at the Carmichael Mine and other major supply chains. The survey was distributed to local businesses on Council’s Mining, Engineering, Technology and Services (METS) database, as well as advertising to local businesses via Facebook, radio, and promoting through local business networks.

In total, 192 responses were received by the due date, with 5 surveys received after the due date. Of the 192 responses 2 were Non-Employing, 41 were Micro Businesses (1 to 4 employees), 85 were Small Businesses (5 to 19 employees), 52 were Medium Sized Businesses (20 to 199 employees) and 12 were Large Sized Businesses (200+ employees).

**Main Messages from survey participants**

* **Most micro/small businesses (METS areas) open to all training & development areas proposed in the survey**
  + Organisational skills audit – Micro Business (66%) and Small Business (43%)
  + Training and development advice – Micro Business (71%) and Small Business (51%)
  + How to apply for work at the Carmichael Mine – Micro Business (73%) and Small Business (81%)
  + Tips on writing a successful tender – Micro Business (76%) and Small Business (70%)
  + How to expand a business to take advantage of opportunities – Micro Business (85%) and Small Business (71%)
  + How to partner to take advantage of opportunities – Micro Business (83%) and Small Business (82%)
* **Medium sized businesses (METS areas) focused on training programs for applying for work and expansion**
  + Organisational skills audit – Medium Sized Businesses (27%)
  + Training and development advice – Medium Sized Businesses (35%)
  + How to apply for work at the Carmichael Mine – Medium Sized Businesses (61%)
  + Tips on writing a successful tender – Medium Sized Businesses (53%)
  + How to expand a business to take advantage of opportunities – Medium Sized Businesses (59%)
  + How to partner to take advantage of opportunities – Medium Sized Businesses (53%)
* **Large sized businesses more focused on training programs for applying for work and partnering**
  + Organisational skills audit – Large Sized Businesses (27%)
  + Training and development advice – Large Sized Businesses (55%)
  + How to apply for work at the Carmichael Mine – Large Sized Businesses (73%)
  + Tips on writing a successful tender – Large Sized Businesses (36%)
  + How to expand a business to take advantage of opportunities – Large Sized Businesses (18%)
  + How to partner to take advantage of opportunities – Large Sized Businesses (64%)
* **When asked about specific courses – sales and growth programs figure prominently**
* **Only 51% of businesses aware of online tendering platforms**
  + Of those not aware of online tendering platforms most were Micro or Small Businesses.
* **Recommendations:**
  + Provide dedicated communications / influence communications on the opportunities associated with mine construction and production.
  + Establish online tendering platform workshops for Micro / Small Business utilising computers in the training room to take Micro / Small Business through set up and how to tender online.
  + Establish dedicated Micro / Small Business programs for the full suite of training programs (organisations skills audit, training and development advice, how to apply for work at the Carmichael Mine, tips on writing a successful tender, how to expand to take advantage of opportunities and how to partner for success).
  + Establish programs to assist potential business partnering and promote those outside of Council’s direct control.
  + Suggest Council assist businesses to come together for potential clustering opportunities.

Council thanks all businesses that completed the survey.

* 1. Advance Rockhampton

Advance Rockhampton delivers and implements Rockhampton Regional Council’s Economic Development Action Plan. Focusing on 10 key industries, Advance Rockhampton is driving forward the region’s long-term economic growth. Economic opportunities include:

1. Resources
2. Water & Agribusiness
3. Health Care
4. Education & Training
5. Defence
6. Smart Regional Centre
7. CBD Development
8. Tourism & Events
9. Transport & Logistics
10. International Relations

The Rockhampton Region is uniquely positioned as the gateway to Northern Australia and as such is on the junction of major road and rail networks. Direct aviation links and freight routes make Rockhampton the key logistics and freight hub connecting the Bruce, Capricorn, Burnett and Leichhardt Highways. **Proximity to the Bowen Basin makes Rockhampton a key service and logistics hub for the coal industry, providing road, rail and air services.**

The Rockhampton Region is transforming into a major economic and lifestyle hub for the broader Central Queensland region, and makes a vital contribution to the growth of the Central Queensland. Major opportunities are brewing, and a strong focus is on planning and developing the right strategic opportunities for business to grow.

**For more information contact the Regional Development Team:**

Phone: 07 4932 9000

Email: regionalpromotions@rrc.qld.gov.au

Webpage: <https://www.advancerockhampton.com.au/>

* 1. Support for Rockhampton Regional Businesses

The Rockhampton Regional Council is fiercely competitive about our region prospering from all major supply chains, and is very active in supporting every business, from start-up through to growth and expansion.

Find out more by visiting the following webpages, to access the support you need to capitalise on supply and growth opportunities in Central Queensland, across the nation and across the world.

|  |  |  |
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| **For Business** | <http://www.rockhamptonregion.qld.gov.au/ForBusiness> | |
| **Gear Up Rocky** | Adani’s multi-billion-dollar Carmichael Mine will be Australia’s largest coal mine with a potential lifespan up to 60 years. Here's how your business can benefit.  <http://www.rockhamptonregion.qld.gov.au/ForBusiness/Gear-Up-Rocky>   * Business Support and Opportunities Survey * Initiatives to help your business * Job seeker and business supplier portals | |
| **The Smart Hub** | A collaborative working space in the Rockhampton CBD for startups and entrepreneurs.  <http://www.rockhamptonregion.qld.gov.au/ForBusiness/The-Smart-Hub>   * What is the Smart Hub? * Startup Club * Startup Stars * Smart Regional Centre Strategy | |
| **CBD Facade Improvement Scheme** | Find out what grants are available for CBD property and business owners to invest in façade renovations and storefront improvements.  <http://www.rockhamptonregion.qld.gov.au/ForBusiness/CBD-Facade-Improvement-Scheme>   * Local Suppliers - for shopfront design and refurbishment | |
| **Investment and Business** | Where business suits  <http://www.rockhamptonregion.qld.gov.au/For-Business/Investment-and-Business> | |
| **Economic Development Strategy** | View the Rockhampton Region Economic Development Strategy and Summary Report  <http://www.rockhamptonregion.qld.gov.au/For-Business/Economic-Development-Strategy>   * Advance Rockhampton Economic Action Plan   <http://www.rockhamptonregion.qld.gov.au/ForBusiness/Economic-Development-Strategy/Advance-Rockhampton-Economic-Action-Plan> | |
|  | * Resources * Water Security and Agribusiness * Health Care and Social Assistance Services * Education and Training * Defence | * Smart Regional Centre * CBD Development * Tourism and Events - Destination Rockhampton * Transport and Logistics * International Relations and Trade |
| **Smart Regional Centre Strategy** | The Rockhampton Region is one step closer to becoming Australia’s first Smart Regional Centre.  <http://www.rockhamptonregion.qld.gov.au/ForBusiness/SmartRegionalCentreStrategyOverview> | |
| **Development Incentives** | View Council's incentives to develop in our Region.  <http://www.rockhamptonregion.qld.gov.au/ForBusiness/Development-Incentives> | |
| **Gracemere Industrial Area** | Find out about our Gracemere Industrial Area; one of Queensland’s premier transport and logistics hubs.  <http://www.rockhamptonregion.qld.gov.au/For-Business/Gracemere-Industrial-Area> | |
| **Regional Profile and Statistics** | Access community profile information and socio-economic statistics for the Rockhampton Region.  <http://www.rockhamptonregion.qld.gov.au/For-Business/Regional-Profile-and-Statistics> | |
| **Tenders and Contracts**  *(with RRC)* | New tender and quote documents are regularly uploaded on the QTenders website following publication in the local and other media.  <http://www.rockhamptonregion.qld.gov.au/ForBusiness/Tenders-and-Contracts>   * Current Tenders * Contracts Awarded * Suppliers Guide | |

1. Next Steps

* Become an **Advance Rockhampton Member** and keep up to date with the latest news and business opportunities

[www.advancerockhampton.com.au/sign-up](http://www.advancerockhampton.com.au/sign-up)

* Explore the **Advance Rockhampton website** for new developments, events and support

[www.advancerockhampton.com.au](http://www.advancerockhampton.com.au)

* Explore the next Video: **Major Projects Supply Opportunities & Tendering Requirements**

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