**Gear Up Rocky**

**Business Readiness**

**Video 7 Booklet**

**Conclusion**

**CONTENTS**

[1. Conclusion 3](#_Toc494627065)

[1.1. Major Projects Recap 3](#_Toc494627066)

[1.2. Promotion Recap 3](#_Toc494627067)

[1.3. Capability Recap 4](#_Toc494627068)

[1.4. Expanding Recap 4](#_Toc494627069)

[1.5. Collaboration Recap 4](#_Toc494627070)

[2. Next Steps 5](#_Toc494627071)

1. Conclusion

The Gear Up Rocky - Business Readiness Video Series was 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.

The Video Series covered the following areas:

* Major Projects Supply Opportunities & Tendering Requirements
* Supply Chain Promotion
* Framework for Building Supply Chain Capability & Capacity
* Expanding Your Business to Seize Opportunities
* Supply Chain Collaboration & Partnerships to Seize Opportunities
  1. Major Projects Recap

Key considerations for businesses seeking Major Projects Supply Opportunities and identifying Tendering Requirements:

* Ensure your business has goods and services required by major projects supply chains or support services required by its suppliers
* Identify where your business fits in major projects supply chains
* Understand the Local Content Code of Practice and identify whether your business needs to comply
* Comply with the proponent’s Local Content Code of Practice
* Identify where to find major project supply opportunities
* If relevant, register as a supplier on EconomX, ICN Gateway and major contactor websites
* Identify the Supplier Pre-Qualification Requirements of major proponents and their major contactors
* Increase the efficiency and effectiveness of your management systems for Health & Safety, Security, Environmental and Quality; and Information Management System
* Develop a local employment strategy, an Indigenous employment strategy and consider ex defence personnel and traineeships
* Attend Supplier Development training with Department of State Development
* Improve the efficiency of your Tendering Process
* Develop and implement a Tender Checklist
* Maintain a CRM Database with major project supply opportunities
  1. Promotion Recap

Key promotional considerations for businesses targeting major projects supply chains:

* Develop or update your business Capability Statement/s
* Schedule updating of the Capability Statement/s on a quarterly basis
* Validate your Capability Statement/s with target markets to ensure information requirements and format is being met
* Ensure your Capability Statement/s is accessible from your website’s homepage
* Update your website’s information and review accessibility to meet information requirements of target markets
* Ensure your website has no broken links and check the website security
* Validate your website with target markets
* Apply for Business Awards
  1. Capability Recap

Key considerations for businesses requiring a framework to build supply chain capability and capacity to enhance competitiveness in major projects supply chains:

* Develop or update your Strategic Business Plan and incorporate strategic approach for participating in major projects supply chains
* Develop and implement a Supply Chain Performance Scorecard that is aligned with your Strategic Business Plan
* Develop a Supply Chain Strategy and Roadmap to deliver the Strategic Business Plan
* Review and optimise your supply chain network to ensure the flow goods and services achieve performance targets
* Review and update your supply chain processes to best practice to comply with operational and performance requirements
* Review and optimise your supply chain resources (people, materials, finished goods, parts, tools, equipment, technology and budget) to support Processes and Network
* Identify Supplier Development requirements in alignment with the requirements of your Supplier Tier
  1. Expanding Recap

Key considerations for businesses seeking expansion to enhance competitiveness in major projects supply chains:

* Conduct Market Research to identify what goods and services your target markets need
* Research and explore new markets and find out what goods and/or services new markets need
* Evaluate the needs of your existing target markets and new markets against the goods and/or services your business supplies
* Evaluate the capability and capacity of your business and its supply chains to supply new goods and/or services demanded by existing target markets and new markets
* Establish or review your business’s approach to managing growth risks and diversification risks
* Review your human resource skills capability and capacity in alignment with your Strategic Business Plan
* Review your business footprint requirements in alignment with your Strategic Business Plan
* Enquire about the Queensland Governments’ Mentoring for Growth Program
* Conduct financial analysis to identify whether your business needs funding to grow
* Research and identify whether your business is eligible for the Jobs and Regional Growth Fund
* Explore and evaluate exporting opportunities and capabilities
  1. Collaboration Recap

Key considerations for businesses seeking to compete in major projects supply chains through supply chain collaboration and partnerships to seize opportunities:

* Research or receive education how to bid collaboratively with other businesses
* Explore and evaluate opportunities to participate in Collaborative Bidding
* Develop ways to improve your Collaborative Bidding process
* Identify the key drivers of collaborative business relationships
* Explore and evaluate opportunities to establish long term collaborative relationships with key customers or key suppliers
* Assess the criticality of key business relationships
* Establish a process to develop joint initiatives and align expectations when forming a collaborative relationship with a key customer or key supplier
* Establish a process to develop an Action Plan to implement joint initiatives when forming a collaborative relationship with a key customer or key supplier
* Establish Product and Services Agreements with long term collaborative relationships with key customers and key suppliers
* Review the performance of collaborative relationships against expectations
* Measure the value of collaborative business relationships

1. Next Steps

Congratulations on completing our Gear Up Rocky - Business Readiness Video Series!

* 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)

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

Phone: 07 4932 9000

Email: [AdvanceRockhampton@rrc.qld.gov.au](mailto:AdvanceRockhampton@rrc.qld.gov.au)

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