



FREE BUSINESS REVIEW SERVICE TO HELP GROW YOUR BUSINESS

*Now brought to you in Melbourne's North by Enterprise Connect
and partner organisation NORTH Link*

Objective of Enterprise Connect

Enterprise Connect is a \$271 million Australian Government initiative that delivers practical support to thousands of small and medium enterprises (SMEs).

Enterprise Connect will help position Australian SMEs to be more competitive in an increasingly global marketplace through increased productivity, profitability and innovation.

It also aims to strengthen the links between industry and sources of knowledge, including the research sector, by providing access to the latest information and technology.

Enterprise Connect is administered by the Department of Innovation, Industry, Science and Research and uses industry experts and partners to deliver a comprehensive range of services to eligible SMEs.

What will NORTH Link provide?

A Business Review at no cost to the firm that will provide access to a range of services to help firms become productive and innovative.

One of the challenges of running a manufacturing business is accessing information and assistance regarding the latest processes, technology and market information to help improve efficiency and drive growth.

Business Adviser Paul Smarrelli will work with the client to:

- Assess business strategy and current operations
- Analyse current business performance
- Provide recommendations for short and long term improvements
- Assess potential areas for innovation and growth
- Assist firms to access world-class business tools, processes and technology
- Prepare a comprehensive Business Review



Incorporating



**NORTHERN BUSINESS
Achievement Awards**
A Forum for Business Excellence

www.nbaa.com.au



An Australian Government Initiative



www.enterpriseconnect.gov.au

Paul has had extensive experience in business management with over 30 years as a general manager within the automotive parts sector, in electrical equipment. This industry demands delivery of world class business best practice.

Paul has also managed a range of government-funded Business Excellence and Export Programs to over 300 local businesses in the past nine years.

Who is eligible?

NORTH Link will provide assistance to a wide range of established firms prepared to commit management time to the program, firms must:

- possess an Australian Company Number (ACN)
- if located in Melbourne metropolitan area – have turned over more than \$2 million and under \$100 million in the current financial year or one of the two preceding financial years
- if located in a regional area, that is outside the Melbourne metropolitan area – have turned over more than \$1.5 million and under \$100 million in the current financial year or one of the two preceding financial years
- be solvent
- have filed Business Activity Statements for at least three consecutive years
- be a manufacturing and/or a manufacturing related service firm
- not have received an equivalent Business Review service, that provides a holistic analysis of the SME's business, from other government (Australian, state or territory or local) programs within the last three calendar years.

Tailored Advisory Services

The Tailored Advisory Services encourages firms to implement the key findings from the Business Review by providing financial support and expert advice. Through Enterprise Connect, the Government will reimburse half the cost – up to a maximum of \$20,000 – to engage consultants to help with implementing the Business Review recommendations, which might involve:

- Strategic business planning
- Lean manufacturing/office
- Marketing strategy
- New product/service development
- Business and quality management systems
- Supply chain management
- Market Intelligence and Commercialisation

For further information

Contact Enterprise Connect Business Adviser – Paul Smarrelli on (03) 9479 3336 or p.smarrelli@latrobe.edu.au

Invitation

Enterprise Connect Program Expression of Interest Return Slip

In order to assess your interest please ✓ tick one of the three boxes and fax back to NORTH Link (03) 9467 8310.

- I am interested in joining the Enterprise Connect Program. Please ring me to make an appointment for the Business Adviser to visit me at my place of business.
- I require time to review the Enterprise Connect Program and I will contact the Business Adviser after further discussion with my colleagues.
- I welcome a visit from the Business Adviser to learn more about the program.

Company			
Contact			
Address			
Telephone		Fax	
Email		Website	