

# PACE Supply Chain Development

## Extend into Global Resource Supply Chains

**Extend** is a B2B program, tailored for the individual needs of each participating company and designed to identify commercial opportunities in global resource supply chains. The program is market driven and delivered over 5 months from February to June 2016 by GHD and Austmine.

**Extend** consists of face-to-face mentoring, interactive group workshops and the opportunity to participate in a trade mission (optional). Companies who participate will also receive free membership of Austmine.

The program is suitable for small-to-medium sized companies with innovative services and products wishing to grow their business.

### B2B Mentoring

Each participating company will receive 32 hours of mentoring from a GHD assigned mentor and a tailored team of technical, commercial and innovation specialists drawn from GHD's global operations.

The mentoring will focus on the specific needs of each company and consist of two (2) face-to-face sessions, with ongoing support and research, pre and post the sessions. The mentoring component will also provide a conduit for each company into the technical and global market network of GHD.



The first mentoring session will involve the development of a logic model (why, what and how you want to achieve) and the commencement of populating an opportunity matrix. This will list the live and emerging markets and potential opportunities for each company's specific offering.

A report will be presented at the final session, with the completed opportunity matrix and an outline of how to take your offerings to the defined markets and opportunities.

### Interactive Workshops

Two (2) half-day interactive group workshops will be held during the course of the program. The workshops will cover issues as identified during the mentoring, including information on Government support programs, legal/IP issues and how to leverage networks.

The workshops will consist of presentations, case studies and a video conference with an Austrade overseas post to learn first-hand about opportunities offshore.



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## Austmine Membership

Companies who participate in **Extend** will receive membership of Austmine for 1-year free of charge. Becoming a member of Austmine will benefit your company by connecting you to a ready-made network of globally focused businesses, introductions to key decision markers, access to events and project information and provides a promotional platform to help you achieve greater success. For more about Austmine see [www.austmine.com.au](http://www.austmine.com.au).

## Outcomes

The **outcomes** for each participating company will be:

- An understanding of the global resource supply chain and markets and client types;
- Plan of action of how to position your specific offering to respond to the existing needs and challenges of those markets and how your offering compares against existing approaches in those markets;
- Enduring linkages with a global technical team from GHD;
- A prioritised list of specific opportunities to put commercial offerings into the defined markets.
- Connection into GHD's and Austmine's global network and introductions to new contacts and Government support programs.

## Timeframe and Costs

The face-to-face mentoring and workshops are scheduled to take place from February to June 2016. Exact dates will be determined once participants are known.

The cost to participate in the **Extend** program for each company is \$5,000.00 + GST. This includes all mentoring, workshops and Austmine membership.

The program is made possible with funding from the South Australian Government.

A maximum of 15 companies will be accepted into the program and some eligibility criteria applies.

### For more information contact:

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