



# RESOURCES READY

Testimonials



**RESA**  
Australia



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READY**

**RESA has delivered Resources Ready over the last two years as the DEVELOP program, here are some comments about the program from participating companies and individuals.**

“We found the program provided the essential catalyst to make changes to our organisation so that it better competes domestically, and it has accelerated our export focus. In parallel we increased our efforts in marketing, prequalification and business development focused on the resources industry. I have relished the opportunity created by this program to cluster with other innovative businesses.”

**Allan Morton, Chairman, Laserbond (ASX:LBL)**

“The Develop program organised and run by RESA has challenged our conventional thinking that has driven successful business throughout the recent boom times. The program has introduced us to guest speakers who have provided solid insight into today’s energy and resources supply chains, during one-on-one mentoring, and clearly laid out the current commercial landscape for SMEs to best position themselves in. The seminars and workshops are upbeat, interesting and provide for diverse networking opportunities. Even if you’re an experienced manager or Business Development Manager, I would not hesitate to recommend the program.”

**Leigh Whicker, Director, Enervate Consulting**

“This program has been very valuable, [the program] has helped me better network with companies in industry as well as learn new skills -I’m already working with two companies I met through the program.”

**Dr. Vinay Sriram, General Manager (Engineering), IPACS Australia**

“I think the best thing is the program identifies in your business gaps where we’ve been deficient- the help and tools that the program is giving us is very beneficial.”

**Simon Cooke, Managing Director, Cooke Precast Concrete**

“A high value component of the DEVELOP program is the 1:1 mentoring with business and resource industry experts.

My session with [program presenter] Andrew Leunig challenged me to think more strategically about our unique value proposition and to look at ways to monetise our intellectual property and create opportunities for recurrent income.”

**Nicole Nott, Director, Sitemed**

“Coming up to the halfway mark in the program we are very impressed with the expert way the seminars and workshops have been structured and presented. The topics are very pertinent to our business ...This structured program provides a focussed disciplined approach to what is an essential business activity that often gets "short changed" when managers get "tied up" with the day to day running of a business.” RESA and its presenters are to be commended, we would highly recommend any Service Company to attend the DEVELOP program.”

**Chris Mroczek, Business Development Manager, Challenger Geological Services**

“Our business gained a lot from the DEVELOP program- it reinforced our existing marketing efforts and it has extended us into areas that we needed improvement in.”

***Byron Burridge, General Manager, Mechvac Engineering***

“We have learned how to network and develop our capability statement- [the program] has allowed us to understand what is required of our business as we grow our business to provide our services to the resources sector.”

***Chee Fong, Managing Director, Rowater Australia***

“[The program] has motivated us to look at new technologies that are coming in to use in the industry, and I think provided a good learning curve for Budd Exploration Drilling.”

***Robert Budd, Owner and Director, Budd Exploration Drilling***

“I wasn’t sure what to expect from the DEVELOP program- now, 4 sessions in, I can highly recommend the program. My thinking about business - my business - has changed.”

***Will Visser, Brokk Australia***

“Critical Room Solutions is an existing player already in the Resources sector, and we were really excited to do the DEVELOP program. The program gave us new insights into the current industry environment- the capability to understand what’s happening across Australia. DEVELOP assisted us to focus again for our next stage of growth for the business, and we made some great connections with some of the other participants and both the internal and external presenters were excellent.

We feel we’ve learned something not just for the next few months, but lessons that will carry through for the next few years.”

***Lena Kimenkowski, Key Account Manager, Critical Room Solutions***

“I’ve enjoyed every minute of the DEVELOP sessions so far, I think it became clear to me early on that RESA were abundantly clear on the requirements placed on a small to medium sized enterprise working in this field. I think what they deliver during the course is exceptionally good value.

The guest speakers that have presented to the program were extremely well chosen and provided great value.”

***Scott Brazier, General Manager- Perth, Critical Room Solutions***

“The program has brought a lot to the business- it has taught us some great tools to use in business planning. The networking and sharing of experiences and contacts has been extremely valuable, and the business development group (formed from program participants) has been great as well. Rowater Australia has participated in both years of the program, and that’s a sign of the value we consider in the program.”

***Peter Collins, Business Development Manager, Rowater Australia***

“The program has been amazing- it challenges your thought processes where they need challenging but also reinforces what you’re doing right. “I invited our national 2IC to attend one of the sessions because I saw the value in the program- after attending he said ‘you go to this every month? Gee you’re lucky’. “

*John Pierpoint, State Manager SA, MC Labour*

“The DEVELOP program for us is our “think music“: It makes us go away and think about how we can transition our business moving forward. It also provides platforms, including books, webinars, and other tools that really help us to interact with the program. In between sessions, we always find we have thinking to do before the next session. We have really enjoyed the experience.”

*Michael Slattery, Business Development Manager, Rowlands Metalworks*

“Since joining the DEVELOP program I have not only met with some very interesting people, but come to the realization that the problems we face within our business are closely faced by others. Operating in a small business you assume that the difficulties met are yours alone. It is refreshing to hear and to share ideas, benefits and advice that your team mates have found along their way. Whilst my initial decision to take the DEVEOLP program was to introduce me in the Resources Sector it has given me so much more than that. To share challenges and ideas that others have encountered is condensing a wealth of experience and expertise into a series of informative and useful sessions. The group knowledge of the Resources Sector offers you do’s and don’ts (shortcuts) that reduce time and money and offers a clearly path to educate you in the language that is needed to give your customer the confidence that your business knows what it is doing. Some of the acronyms and policies specific to Resources Sector are uncovered without fear of embarrassment of getting things wrong.

The facilitators and speakers have been engaging and focus on the wants and needs of the team, the sessions are relaxed enough to offer comfort but taxing to really make you think. Personally, I have a very extensive corporate background over many years and will admit that I have learnt more from these sessions than 30 years in business. They have forced me to think, think about the way the business is promoted, the way I portray the business and more importantly the way in which we need to move the business forward. RESA has introduced us to handpicked specialists within their fields to guide the team and offer benefit across all areas from business modelling, planning, qualifying, health and safety both physical and mental health and introduced us to new innovative ways to promote our business. Being a well-seasoned business woman, the new age of social media had stepped me by, but with the assistance of the DEVELOP program I have found new exciting ways to use social media to not only assist with meeting and introducing me to key contacts but also how to promote my business to people that normally would be unachievable.

I would recommend the DEVELOP program to any high-level manager that wants to bring their business to a greater level of understanding, and to gain benefit from not only team sessions but the amazing one on one coaching for themselves as individuals and for their business to offer them insights that I feel sure they wouldn’t have considered before.”

*Sheena Trumble, General Manager, Thermoview*

## Get Involved

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