



RESA
Australia



**RESOURCES
READY**

Adani is coming to Central Queensland,
are you ready?

Resources Ready Central Queensland
takes businesses on a coordinated
development pathway that provides the
tools needed to enter and flourish within
the Australian resources supply chain.

Participants will:


- Find out how to win business in resources
- Develop business strategies
- Create industry networks
- Access mentoring and coaching
- Identify target resources customers

RESA Head Office

CCFSA Premises
1 South Road
Thebarton SA 5031

 www.resa.org.au

 info@resa.org.au

 08 7325 8555



Resources and Engineering
Skills Alliance



@RESA_Australia



RESA - Resources and
Engineering Skills Alliance

RESA Australia is proud to have been selected by METS Ignited, an Industry Growth Centre funded by the Department of Industry, Innovation and Science, on behalf of the Commonwealth Government, to deliver **Resources Ready 2017**.

Coming to Central Queensland

Resources Ready is a new business capability development program from RESA. Delivered over six months, **Resources Ready** helps companies working in the Mining and Energy sectors to build their business capability and improve their resources market winning strategy.

The program features a blended delivery model, combining local, experienced mentors with leading presenters from around the country. Participants will attend high-energy, monthly workshop sessions combined with interactive online material delivered by subject matter experts and supported by an industry mentor.

These mentors are experienced facilitators with a background in industry and provide local context; they will support you to build your expertise and apply concepts.

Participants will have the opportunity to collaborate and build networks in their local region to tackle big opportunities, and also expand their contacts and relationships to other **Resources Ready** participants across Australia.

Resources Ready is for:

- Resources sector suppliers looking to grow their business
- Established companies looking to diversify and enter the sector
- Innovation focused companies looking to apply their ideas to resources
- Agile companies with a services focus

Outcomes

Resources Ready will support business development best practice and help businesses who attend win more resources business.

Find out more at www.resa.org.au



RESA
Australia



**RESOURCES
READY**



Program Design

The program is designed to provide participants with a wide range of support and guidance during the course. In session content is recorded and available 24/7 through the RESA portal, along with additional supporting material and information.

The program is intended for senior leaders and decision makers within companies, and people focused on business growth. It is also suitable for emerging leaders in positions of influence.

Key presenters include:

- **Buyers and procurement experts from major Resources and Energy companies**
- **Resource and mining industry leaders**
- **Strategic thinkers and innovation experts**
- **Marketing and Social Media professionals**
- **Government support agencies**

Each workshop is followed by one-to-one sessions with mentors discussing the participant's specific issues and supporting the development of the company's Resources Industry Growth Strategy. This facilitated and integrated delivery approach provides participants with ongoing engagement and networking, building program participants into collaborators on a business journey.

Workshop program

The Central Queensland **Resources Ready** program consists of six full day sessions, each geared around a primary theme:

- Session 1 - 15/11/17: Introduction and Readiness
- Session 2 - 4/12/17: Assessing your Business
- Session 3 - 14/2/18: Building your Business Development Strategy
- Session 4 - 14/3/18: Order Taker to Solution Maker
- Session 5 - 18/4/18: Selling to the Resources Industry
- Session 6 - 16/5/18: New Markets

Each session combines in classroom workshop activities with a local facilitator and streamed online presentations delivered to all nodes.

Price

Industry contribution of \$3250 (+GST) per company.

Facilitated by

Anton Guinea

Anton is a business system expert, who works with businesses of all sizes to build business and employee capabilities. He has experience working with several of Australia's largest organisations and understands the requirements for doing business with them.

Find out more at www.resa.org.au

Get Involved

For more information, contact:

Stuart Hodge
RESA

ResourcesReady@resa.org.au
Tel: (08) 7325 8501