

OVERVIEW

If you are a business owner in the Upper Clutha and you want your business to grow and innovate, the Regional Business Partner (RBP) Network may be able to help. The RBP Network has specialist business advisors available to provide you with advice, information and connections to support your business. The RBP Network helps New Zealand businesses innovate and grow by making it easier to access early stage business support. The network is made up of 14 Regional Business Partners throughout New Zealand and is supported by New Zealand Trade and Enterprise (NZTE), Callaghan Innovation and Business Mentors NZ.

For more information on the RBP refer <http://www.regionalbusinesspartners.co.nz/>

The RBP Programme in Otago is administered by advisors from The Otago Chamber of Commerce, Enterprise Dunedin and Otago Southland Employers Association. Businesses can discuss any of the elements of the RBP with any of the advisors as they have knowledge across all three key elements. The CUBE will work with Upper Clutha businesses to introduce them to RBP business advisors operating in Otago or businesses can contact these RBP advisors directly through the contact details presented in this document.

There are three key programme partners;

1. New Zealand Trade and Enterprise (Capability Development Vouchers)
2. Business Mentors New Zealand
3. Callaghan Innovation

Importantly, to gain access to potential assistance you must register your business with the RBP.

<https://app.regionalbusinesspartners.co.nz/Business/SelfRegister>

1. New Zealand Trade and Enterprise Capability Development Vouchers

If you have aspirations to grow your business you might also be eligible for an NZTE Capability Development Voucher, which is offered through the RBP Network.

NZTE Capability Development Vouchers are available to businesses to use as partial payment towards the cost of capability development and training in the following areas: Business Planning, Business Systems, Business Sustainability, Capital Raising, Export, Finance, Governance, Lean Manufacturing / Business Operations, Managing Resources, and Marketing.

Capability Development Vouchers are used to co-fund up to 50% of capability development training up to a maximum of \$5,000 per year per business. The business must pay at least half of the training costs. This represents up to a maximum of 50% of the cost of approved programmes. Funding cannot be approved, or applied, retrospectively.

To be eligible for a New Zealand Trade and Enterprise capability development voucher a business must be:	Business should also demonstrate:
<ul style="list-style-type: none"> ▪ Operating with 50 or less FTEs ▪ Be GST registered in New Zealand ▪ Operating in a commercial environment – i.e. is currently trading 	<ul style="list-style-type: none"> ▪ The potential of the business for growth and innovation ▪ Commitment of the business to improving management capability, have worked through the assessment process and a willing to co-fund

<ul style="list-style-type: none">▪ Be privately owned or a Maori Trust or Incorporation under the Te Ture Whenua Maori Act 1993 or similar organisation managing Maori assets under multiple ownership▪ Have undergone assessment by a Regional Business Partner	<p>capability building activities and make the required time commitment</p> <ul style="list-style-type: none">▪ There is an identified gap in the business's capability that can be addressed through management capability building and training
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Assessment

To be eligible for NZTE Capability Development Vouchers, each business must undertake an assessment. There is a business self assessment tool that asks questions regarding the value proposition of your business, customer segments, customer relationships, key business activities, key partners, key resources, market channels, revenue streams and cost structures.

Contact Paul Allen to undertake the assessment.

KEY OTAGO CONTACT FOR NZTE CAPABILITY DEVELOPMENT VOUCHERS

Tara Druce

021 216 6543

business@otagochamber.co.nz

2. Business Mentors New Zealand

What's is the Business Mentoring Programme

The Business Mentoring Programme provides start-ups and trading businesses with confidential one-on-one advice for owners of small and medium-sized businesses who want to grow or need help to solve specific business challenges.

Who are the mentors and what role do they perform?

Business Mentors are experienced, successful New Zealand based business people who know what it feels like to be in business.

The volunteer mentors come from a wide range of industry backgrounds and understand New Zealand business. All mentors are passionate, committed individuals who want to see their communities prosper and grow.

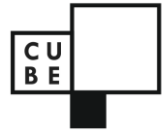
What's the cost?

Businesses: Clients pay a registration fee of \$225 plus GST (12 month Programme).

Start-ups: Clients pay a registration fee of \$300 plus GST (6 month Programme).

For further information go to;

<http://www.businessmentors.org.nz>



KEY OTAGO CONTACT FOR BUSINESS MENTORS PROGRAMME

John Rigby

027-478-5121

John.rigby@osea.org.nz

3. Callaghan Innovation R&D Funding

Callaghan Innovation helps businesses succeed through a wide range of services designed to make the path from research and development to market success, easier, faster and less risky.

The bulk of Callaghan Innovation support focuses on 'growth and potential' on businesses that are trading, but there are some initiatives that assist start-ups.

For further information on Callaghan Innovation and types of available assistance go to

<http://www.callaghaninnovation.govt.nz/>

or contact

Ross Grey

027-432-5469

ross.grey@dcc.govt.nz

4. Service Providers

NZTE is looking for service providers who can deliver quality training and coaching to businesses who have been provided with a voucher from their Regional Business Partner.

If you are a Service Provider seeking to help NZ businesses grow go to;

<http://www.regionalbusinesspartners.co.nz/service-providers/>

or contact

Tara Druce

021 216 6543

business@otagochamber.co.nz