

*Government Funding &
Development Programs*



Phalanx
CONSULTING GROUP

Delivering Tangible Results

EVERYTHING YOU
NEED IN ORDER
TO MAKE YOUR
BUSINESS'S SUCCESS
A REALITY...



DON'T MISS OUT ON FUNDING ASSISTANCE

Numerous federal and state Government grants are available to assist small and medium size businesses (SME) grow and enhance their success.

Many SMEs miss out on grants they are eligible for as they are simply unaware of the grants available or do not have the necessary skills to successfully apply for them.

Why a Grant Anyway?

Many strategic and business development services can be implemented across your business and subsidised by a Government grant. You could benefit from expertise to make your organisation's success a reality.

Don't miss out any longer!

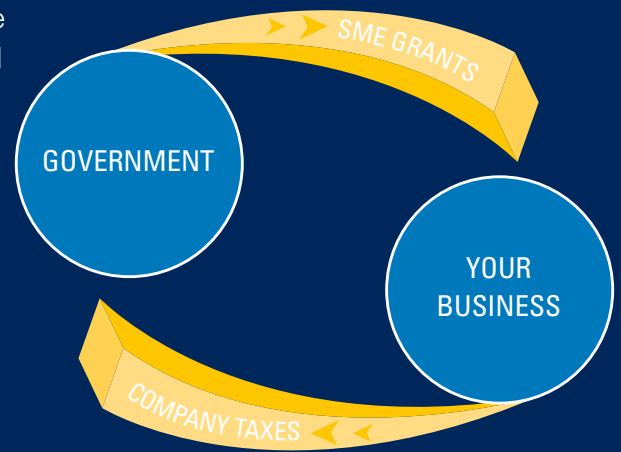
Phalanx Consulting Group is able to assist you through each stage of the grant application process. We will explain the various grant programs available and your business's eligibility for each.

The various development services that your business could benefit from through a Government grant include:

- ▶ LEAN Business Programs
- ▶ Employee Skills Audit and Needs Analysis
- ▶ Strategic Business Reviews
- ▶ Sales and Marketing Plans plus Export Readiness
- ▶ Quality Assurance & Certification
- ▶ Sustainability and Environmental Issue Management

We can organise for one of our expert consultants to visit you and discuss how we can help develop your business today.

Telephone 1300 731 245



GOVERNMENT GRANT AND APPLICATION SPECIALISTS

ENTERPRISE CONNECT: MANUFACTURING AND DEFENCE CENTRES

A federal grant to help eligible manufacturing SMEs become more innovative, efficient and competitive by acquiring the knowledge, tools and expertise to improve productivity and fully capitalise on their growth potential.

At **NO COST** to **YOU** a Business Review is carried out by an experienced Business Advisor to examine your strategic business issues, potential areas for growth and improvement, identify problems and assist businesses access world-class tools, processes and technology. Each review takes the equivalent of 5 to 7 days to complete with the Business Advisor working around the existing commitments of the business.

Defence Industry Innovation

Additional funding is now available to further assist SMEs enter or increase their productivity within the Defence supply chain. Businesses that provide or have the capacity to provide specific goods or services in a supply chain which leads to a department of Defence anywhere in the world may be eligible.

Tailored Advisory Service

Once the Business Review is complete, SMEs can apply for up to \$20 000 in matched funding to assist with implementing the findings through a Tailored Advisory Service (TAS). Phalanx Consulting Group is able to subsidise its service fees as your chosen TAS provider to assist with the implementation of recommended actions from your Business Advisor.

Eligibility criteria includes:

- ▶ Possess ACN
- ▶ Turnover between \$2 million and \$100 million in previous financial year
- ▶ Solvent and trading for minimum of 3 years

Delivering Tangible Results



GROW YOUR BUSINESS PROGRAM

Offered through the Department of Innovation, Industry and Regional Development, this Victorian Government program aims to support businesses develop and implement strategies to become internationally competitive.

Phalanx Consulting Group has assisted many businesses grow and prosper through implementing specialised business development strategies. Eligible individual businesses can apply for a grant to subsidise between 50-75% of the cost of engaging our services to undertake the Grow Your Business Strategic Review or Business Development Plan. Other services facilitated through Grow Your Business include Group Programs and Network Programs.

Eligible businesses need to be financially viable with a manufacturing or service base in Victoria.

| Strategic Review | Business Development Plan | Group Programs | Network Program |
|---|---|---|---|
| <ul style="list-style-type: none">▶ Situational Analysis▶ SWOT & PEST Analysis▶ Comprehensive Action Plan | <ul style="list-style-type: none">▶ Comprehensive strategic plan identifying future growth opportunities▶ Development of system/processes required to achieve growth | <ul style="list-style-type: none">▶ Development services for smaller businesses▶ Facilitated group workshops with on site follow up consultation | <ul style="list-style-type: none">▶ Group of SMEs cooperating in strategic areas to exploit greater opportunities▶ Support to develop business idea and detailed strategic plan of network |
| <i>Grant: 75% of project cost capped at \$4000</i> | <i>Grant: 50% of project cost capped at \$7500</i> | <i>Grant: 75% of project cost capped at \$15000</i> | <i>Grant: 75% of project cost capped at \$15000</i> |



GROW YOUR BUSINESS WITH A GOVERNMENT GRANT

SKILLS FOR GROWTH: THE WORKFORCE DEVELOPMENT PROGRAM

Assessing your business's skills and workforce development needs can be a complex task. It is essential for employees to be job-ready and upskilled to meet strategic growth objectives.

Through the Skills for Growth Program, eligible SMEs work one-on-one with a Phalanx Consulting Workforce Development Specialist to identify their strategic aims and objectives and put together a Skills Development Plan.

Services provided under the Skills for Growth Program include:

- ▶ On-site Strategic Diagnosis;
- ▶ A Workforce Skills Needs Analysis;
- ▶ A Workforce Skills and Action Plan per employee;
- ▶ Assistance with placement into an accredited training package; and
- ▶ A Skills for Growth Report incorporating follow-up review.

The service delivered by your Phalanx Consulting Development Specialist is 100% subsidised by the Skills for Growth program. Subsequent vocational training of eligible employees may also be funded by The Victorian Training Guarantee scheme and federal grants.

WORKPLACE ENGLISH LANGUAGE AND LITERACY PROGRAM

This Foundations Skills program is designed to support SMEs implement training essential for employee development and retention. The program integrates English language, literacy and numeracy with vocational education and training.

The program funds 75% of training costs and runs for 12 months delivered on-site at your workplace.

SUSTAINABILITY PROJECTS

Sustainability Victoria has a number of programs and initiatives designed to increase Victoria's environmental sustainability. Its main features are:

- 1** Established by the Victorian Government in 2002, the Sustainability Fund supports initiatives that foster sustainable resource use and have economic and social benefits for Victorians; and
- 2** Funding is available for new and existing facilities that recover materials for reprocessing or otherwise reduce waste going to landfill.

Applications are made through annual competitive assessment rounds.

Phalanx Consulting has successfully assisted applicants receive funds through expertly compiling the required detailed project plans and surpassing application benchmark standards.

RE-TOOLING FOR CLIMATE CHANGE PROGRAM

This commonwealth program aims to support eligible manufacturing SMEs reduce their environmental footprint through projects that improve the energy or water efficiency of their production processes.

The program provides grants between \$10 000 and \$500 000, up to a maximum of 50% of each project cost.

COMMERCIALISATION AUSTRALIA

Previously known as COMET, this federal grant began operating in January 2010 to provide multi-tiered assistance to talented researchers, entrepreneurs and innovative businesses to take their ideas to market. Commercialisation Australia will offer an integrated suite of assistance measures tailored to the needs of each successful applicant, including:

- ▶ Funding up to \$50 000 to engage specialist advice and services to build linkages to commercialise their idea;
- ▶ Funding up to \$250 000 for proof of concept activities; and
- ▶ Funding up to \$2 million for early stage commercialisation activities (repayable on the success of project).

FIRST STEP EXPORTER

First Step Exporter offers funding to Victorian companies seeking to research and explore opportunities in their first export market(s). A grant of up to \$10 000 can be used to recover up to 50% of eligible expenses. These include:

- ▶ Market research
- ▶ Promotional material
- ▶ Economy class fares within the overseas market (air, train and bus)
- ▶ Trade fair participation
- ▶ Freight of samples

Eligibility checklist includes SMEs must be established in Victoria for a minimum of 2 years, be financially viable and be an industry of strategic importance.

EXPORT MARKET DEVELOPMENT GRANT

The federal Export Market Development Grant (EMDG) scheme aims to encourage small and medium sized businesses to seek out and develop overseas markets for goods, specified services and intellectual property rights which are substantially Australian in origin.

EMDG funds are available to reimburse up to 50% of expenses incurred on eligible export promotion activities above a \$10 000 minimum threshold. Eligible businesses can claim up to 9 grants in total. Nine categories of promotional activity can be claimed:

- 1 Overseas representation
- 2 Marketing consultants
- 3 Marketing visits
- 4 Communications
- 5 Free samples
- 6 Trade fairs, seminars, in-store promotions
- 7 Promotional literature and advertising
- 8 Overseas buyers
- 9 Registration and insurance of IP

TOURISM GRANTS

Formerly known as the Australian Tourism Development Program, TQUAL grants aim to support initiatives that develop innovation within the tourism industry, contributing long-term to the economic development of the host region.

A highly competitive merit based program, TQUAL offers eligible projects grants ranging from \$5000 to \$500 000.



Telephone 1300 731 245 Email enquiry@phalanxgroup.com.au Website www.phalanxgroup.com.au

The information contained in this brochure is correct at the time of publication (October 2009).
For the most up-to-date information, please refer to the Phalanx Group website.