



**RESA**  
Australia



**RESOURCES  
READY**

## Resources Ready Upper Spencer Gulf 2018 takes businesses on a coordinated development pathway that provides the tools needed to enter and flourish within the Australian resources supply chain.

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 2018**.

### Coming to the Upper Spencer Gulf with delivery in Whyalla

**Resources Ready** is an innovative new business capability development program from RESA. Delivered across Australia to six regional industrial centres over six months, **Resources Ready** supports companies working in, or seeking to enter the Mining and Energy sectors to build their business capability and improve their resources market performance.

This structured 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.

In the Upper Spencer Gulf, **Resources Ready** will provide mentoring from an on-site business mentor. These mentors are experienced facilitators with a background in industry and provide local context. They will support you to build 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 in the national supply chain.

**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 network development in regions, in line with best practice, with businesses involved in previous RESA programs forming collaborative business development groups and/or starting nodes for clustering opportunities.

### Participants will:

- Gain greater industry knowledge
- Develop business strategies
- Create industry networks
- Access mentoring and coaching
- Identify target resources customers

### RESA Head Office

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RESA - Resources and  
Engineering Skills Alliance



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### Program Design

The program is designed to provide participants with a range of support during the course; it is based upon learning and skills development methodology similar to that used in MBA and higher degree programs. 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 in growth and strategic focused roles. 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 industry leaders**
- **Key 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 Upper Spencer Gulf **Resources Ready** program consists of six full day sessions, each geared around a primary theme:

- Session 1 - 21/02/18: Introduction and Readiness
- Session 2 - 21/03/18: Assessing your Business
- Session 3 - 18/04/18: Building your Business Development Strategy
- Session 4 - 23/05/18: Order Taker to Solution Maker
- Session 5 - 20/06/18: Selling to the Resources Industry
- Session 6 - 18/07/18: 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.

#### Supported by



**Regional  
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WHYALLA &  
EYRE PENINSULA INC.

### Get Involved

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