


What makes a good service provider proposal

How to get your clients funded
with minimum fuss and mess

Why are proposals important to you?

- Introduces your company to the client
- Lets the client know you understand their problems and needs
- Allows you to scale your offering to suit the client
- Builds value in what you can do for their business
- Gives the client information they need to make a decision

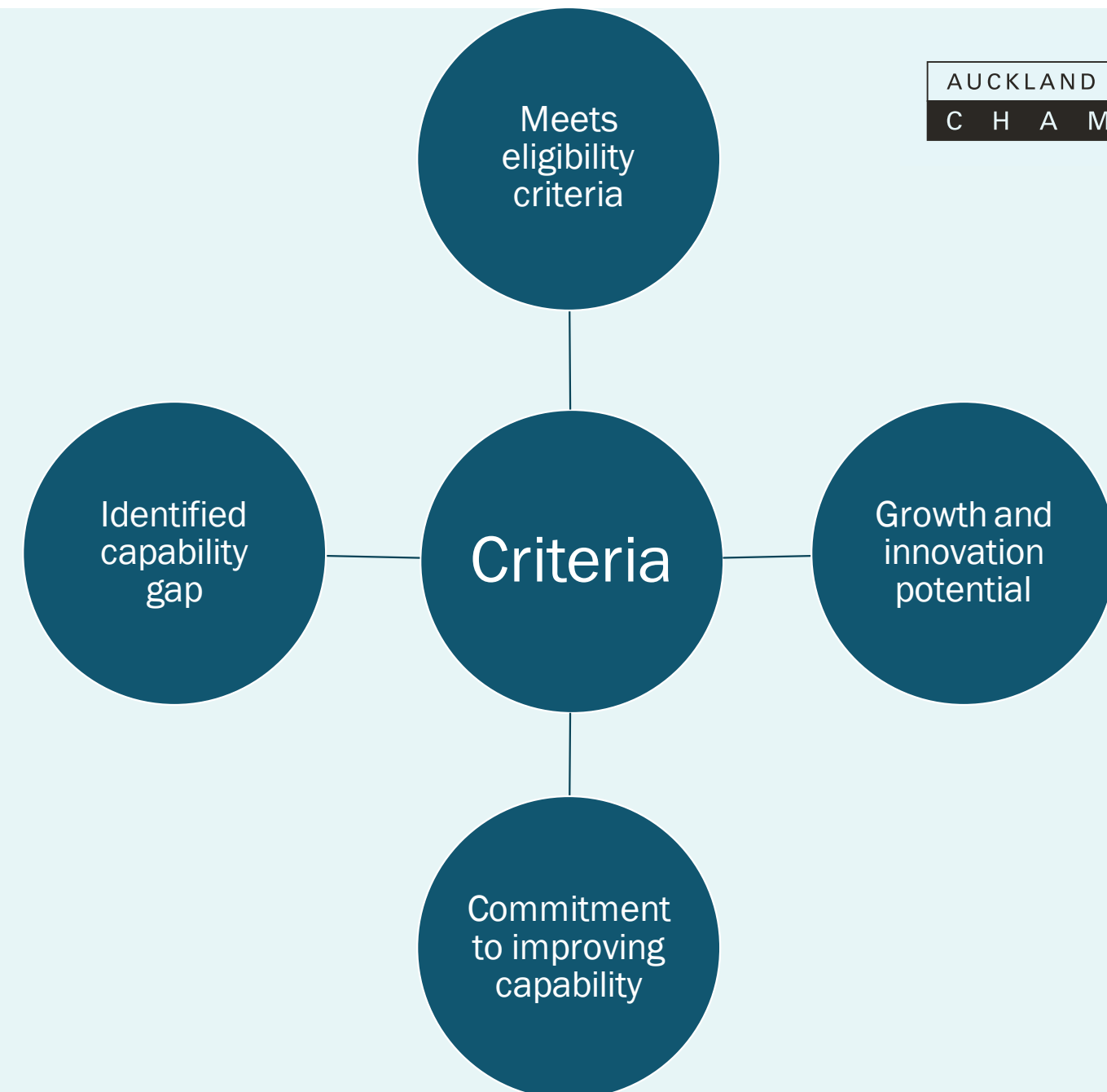


An aerial night view of a city, likely Auckland, New Zealand, showing a dense urban area with numerous lights. The foreground is dominated by a lush, dark green forest. The sky is a deep blue with scattered clouds. A large, semi-transparent white circle is overlaid on the right side of the image, containing the text.

Regional Business Partner Network Purpose

To provide funding as an incentive for small businesses to undertake management capability training... should not be seen as a replacement for their own investment in capability development.

What assessment criteria do we take into account?



Fast and loose vs holistic assessment: The difference between COVID and Business as usual

COVID-19 Business Advisory Fund and Tourism Transitions Fund are for advice. The short phone assessment is to identify the one area of advice needed right now in order to take the next step to counter the effects of COVID and lockdowns.
Note: The COVID-19 fund is fully exhausted in Auckland

Management Capability Development Fund is for coaching and training services. A slightly longer assessment (still currently by phone) identifies what internal management capabilities the business needs to develop in order to create growth in turnover, profitability and FTE.

Implementation or build done by the service provider is not included under either fund.

Purpose of a proposal from RBP point of view

- Demonstrates the client is getting the advice (Tourism) or training/coaching (MCD) they need as identified in the advisor assessment, scaled to the business needs
- Shows that the service provider is intending to deliver a service that is registered for funding
- Forms part of the audit trail to ensure funding is used as intended and there are no conflicts of interest

The power of positive partnership

- Getting it right the first time saves your time, and ours
- Lets us work together constructively
- Keeps it professional – so the client doesn't become the meat in the sandwich





- The waffle
- The generic
- The unfundable
- The magical maximum
- The vague and nebulous



- Aligns with your registered service
- Fits the business
- Shows breakdown of costs and timeframe and number of participants for per person services
- Includes 2-3 clear learning outcomes
- Specifies what is not included
- Approved by the client
- Easy to find details

Ngā mihi
