



Regional
Development
Australia
BAROSSA

"Barossa, Light, Gawler, Mallala – Working Together"



Linking local businesses
Barossa, Light, Gawler, Mallala



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Business to Business Process
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1. entrepreneur seeks assistance

- New or existing business
- Can be referred by B2B or Starting a Business* provider

2. appointment made with RDA

RDA

- Assessment tool conducted
- Provides entrepreneur with a voucher/s to use B2B services
- Sends referral email to
 - Starting a Business provider (*if new business*); and/or
 - B2B provider

3a. Starting a Business*

- Contacts entrepreneur
- 2 hour consultation now, plus a follow up ½ hour a month later
- Summarise actions and outcomes for entrepreneur

3b. Business to Business*

- Contacts entrepreneur
- 3 hour consultation
- Summarise actions and outcomes for entrepreneur

4. follow up

RDA

- Decides if further referral needed

5. review and feedback

RDA

- Contacts entrepreneur by phone or email at 1 and 6 months
- feedback on B2B
- jobs/Investment outcomes

B2B
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*Starting a Business – for 'start-ups' – registering ABN etc.

*Business to Business – existing businesses seeking to expand and some start-ups as referred by RDA