



# COMPETITIVE CAPABILITY

**Applications  
Now  
Open**

Global Maintenance USG has partnered with OZ Minerals to develop an SME business assistance program designed to help increase business 'competitive capability' when tendering through electronic channels.

## Part 1 - The 'Best Bid' Program

Businesses will be individually supported to develop 3 specific templates to provide a professional representation of their capability. The concept centres on providing hands-on professional business development support as you work through the templates. It will also provide feedback and analysis on your market fit and offering.

The three documents are:

- A QUAD chart - to effectively provide a one-page overview of the existing capability of your business
- A capability statement – detailing the capability of each section of your business, your applicable quality standards and other key details
- A SWOT analysis – detailing opportunities, threats, weaknesses and strengths to provide a whole-of-business oversight document and to enable each business to then segment their market and clients.

## Part 2 - The 'Virtual Shopfront' Program

This part of the program will provide an opportunity to develop a 30 second business introduction video, which you can then use when you pitch for work, and promote across your media channels such as your website and social media.

## Your Commitment

There is no cost for your involvement in the 'Best Bid' template development, and a co-funding contribution of \$400 + GST to the development and delivery of the 'Virtual Shopfront' promotional video.

It is anticipated that the hands-on business assistance to develop the templates will be between 8-10 hours of your time, with a further 2-3 hours for the shooting and development of the video.

## How to Apply

Simply fill in the application form attached if you would like to take part in this innovative program.

For questions or further details, please contact Brodie (0419 816 955) or Lynn (0429 458 453) or email [manager@gmusg.com](mailto:manager@gmusg.com)

Delivered by GMUSG with funding from the  
OZ Minerals COVID-19 Stakeholder Program





## Application Form

**Organisation:** \_\_\_\_\_

**Contact Name:** \_\_\_\_\_

**Contact Email:** \_\_\_\_\_

**Contact Phone:** \_\_\_\_\_

**Physical Address:** \_\_\_\_\_

**Website:** \_\_\_\_\_

**Industries you service:**

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Does your business have any existing versions of the following documents

QUAD Chart

Capability Statement

SWOT Analysis

*\*If you have any of these documents existing, we will be keen to review them as part of the 'Best Bid' Program to assist in the development your capability documents.*

What do you think your business does well and why?

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What part of your capability do you think your business could improve (given the appropriate resources)?

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How did you hear about the program?

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Why do you think this program would benefit your business?

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How would you rank your current confidence to actively bid for work contracts through electronic channels, such as the ICN or C-Res, on a scale:

1 (being not at all confident) to 5 (being extremely confident)?

1      2      3      4      5

**This program will require a time commitment of between 10-12 hours, and a co-funding of \$400 for the development of the 'virtual shopfront video'.**

Do you commit to being available to attend required appointments (in person and online), and to provide the co-funding portion, to ensure you gain the most benefit from this assistance?

Yes/No

Comments:

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Signed:

Name:

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Please email completed form to [manager@gmusg.com](mailto:manager@gmusg.com) or call Brodie 0419 816 955 or Lynn 0429 458 453 for more information.