



## BUILDING SUSTAINABLE BUSINESS

Despite the goodwill of corporate and government to engage Indigenous business in their procurement, many small to medium Indigenous businesses still struggle to take advantage of the opportunities.

### THIS IS DUE TO:

1. The businesses aren't of a capacity to be engaged by the corporate
2. The corporate processes are too long and difficult

This innovative program aims to address these barriers so there can be greater outcomes for all parties.

The program is based on Height's Capability Uplift Program in New Zealand which has helped Indigenous businesses secure more than \$40 million in contracts since 2021. It has won the Supreme Award at the Engineering New Zealand Awards 2023 and the Social Impact Award at the Infrastructure New Zealand Awards 2022.

## BROUGHT TO YOU BY AN AUSTRALIA — NEW ZEALAND INDIGENOUS BUSINESS PARTNERSHIP

First Nations Worthwhile Ventures and Height Project Management (Height PM) are forging the strengths of both organisations to give Indigenous businesses the best chance of obtaining contracts with corporates. First Nations Worthwhile Ventures provides the capacity building and on-the-ground support to get the Indigenous business ready, and Height PM navigates the business through the tender process. Without both areas being addressed successful outcomes will continue to elude both corporates and SME Indigenous businesses. The partnership also aims to provide corporates with better strategies on how their IPP processes can be improved to better engage Indigenous businesses.

## CAPABILITY UPLIFT THROUGH THE CONTRACT LIFECYCLE

We help businesses develop capability and collateral at all stages:

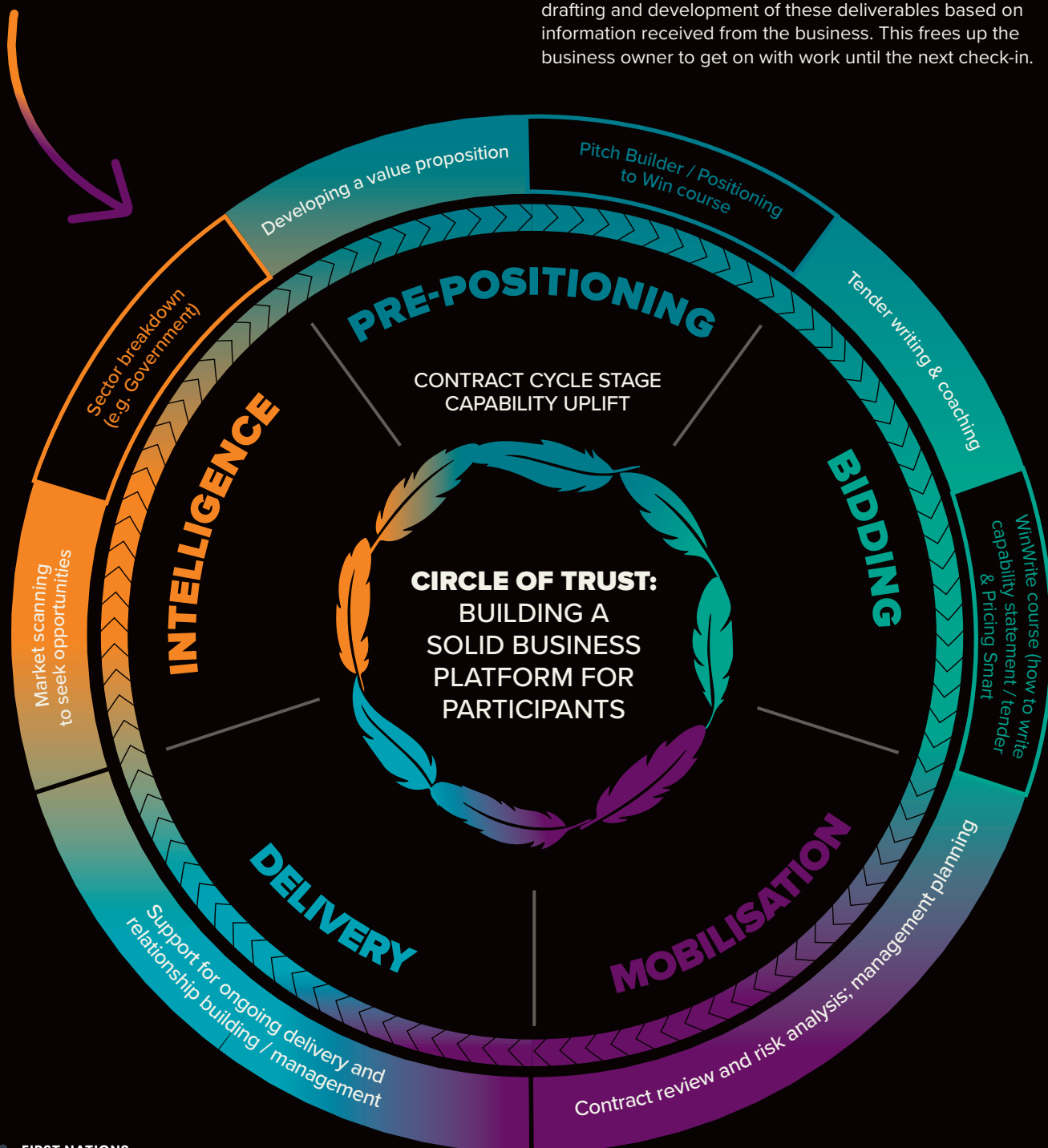
- Gathering market intelligence
- Pre-positioning with clients and understanding their needs
- Bidding / proposing services
- Mobilisation — successfully commencing a contract viably
- Delivery — preparing for future revenue opportunities

## CAPABILITY UPLIFT WITH DELIVERABLES

Our Capability Uplift model combines knowledge and skills development for business owners in targeted areas with deliverables tailored to the business. This can include:

- Value proposition / capability statement
- Development of tender or proposal
- Pricing schedule / plan
- Contract review and delivery plans

The business owner puts in time to attend informative workshops and meet one-to-one with our consultants over the duration of the program. But our consultants also undertake work on behalf of the business independently — analysis, drafting and development of these deliverables based on information received from the business. This frees up the business owner to get on with work until the next check-in.



## INDIGENOUS BUSINESS CAPABILITY UPLIFT

Our program is delivered via a combination of 1 to 1 support and group courses and workshops.

### ONE TO ONE SUPPORT

One to one support is offered at varying levels across all program tiers, addressing all stages of a contract cycle from intelligence gathering through to delivery. Support will involve specialists working alongside an organisation to develop bespoke research, content and review and guidance.

### GROUP COURSES / WORKSHOPS

Organisations will also be able to benefit from attending tailored group courses ranging from 2 hours through to full day sessions. This cost effective way of upskilling groups with essential knowledge, common across all industries, is a great way to also network with other businesses on a similar business development journey.

ACTIVITY	DELIVERABLE	HOURS OF BUSINESS INPUT	HOURS OF PROVIDER INPUT	STYLE
<b>Capacity building program (3 month duration)</b>	Introduction to Indigenous Business Capability Uplift program	2	4	1-1 (online or face to face)
	Business Development Health Check	2	4	1-1 (online or face to face) and report provided
	Positioning to Win — developing value proposition	3	4	1-1 (online or face to face)
	WinWrite Course — how to prepare tenders / proposals	8	8	Group class (online or face to face)
	Pricing Smart — how to price tenders / proposals	8	6	Group class (online or face to face)
	Legals		8	1-1
	Accounts		8	1-1
	Marketing		8	1-1
<b>Introduction to business coach. Sprints with consultants (generally one month each)</b>	Business coaching hours	20	20	1-1
	Project management and progress reviews with client (funder)	10	30	1-1 (online)
	Manage and submit one tender, proposal, targeted pitch or contract mobilisation	3	60	Provider drafting time and check-ins/ reviews with business
<b>Final gathering of participants to give a wrap up of their experience and any contract outcomes</b>	Event where corporate sponsors are present to formally close the program			Group discussion
		<b>TOTAL 56</b>	<b>TOTAL 160</b>	

## INTRODUCING FIRST NATIONS WORTHWHILE VENTURES

First Nations Worthwhile Ventures is an Aboriginal-controlled non for profit organisation that partners with Aboriginal and Torres Strait Islander communities and individuals in their drive for economic development and sustainability. Entrepreneurs and business owners are supported to build a strong and vibrant First Nations business sector for their families and communities. It is led by Colin Gordon who was born in Brewarrina on Ngemba country. Colin has long championed the Indigenous business sector. His security business was one of ten Aboriginal businesses that were part of the AIMSC pilot which is now known as Supply Nation. Our model leans on experienced Indigenous and Non-Indigenous mentors called the WV Business Community (WVBC) providing culturally sensitive knowledge and expertise to the Indigenous business owners. Our community members have expertise across all aspects of business such as finance, legal, accounting, IT, marketing, business plans and pitch techniques and documents. It is only when Indigenous people can fully take part in the economy through thriving businesses will true self determination and economic independence be achieved.

## INTRODUCING HEIGHT PM

Height PM is an indigenous Māori-owned procurement consultancy from New Zealand. It was founded in 2013 by Warner Cowin who affiliates to the Ngāti Porou tribe from the East Coast of New Zealand. Warner founded Height recognising that businesses needed support to win and deliver world-class projects in the infrastructure space. In the early years of Height, Warner realised that Māori and Pasifika businesses would benefit from the development and commercial support Height was offering to large corporate clients. This led to the launch of the Capability Uplift program for Indigenous businesses in 2021. The award-winning Indigenous program has helped Indigenous businesses to win and deliver more than \$40 million in contracts since 2021. Height has developed a suite of bespoke diagnostic tools and training materials to help businesses at every stage of their development.

## WHO IS DELIVERING THE PROGRAM



**WARNER COWIN | CEO, HEIGHT PM**

Warner is a Chartered Professional Engineer who founded Height in 2013, recognising that businesses needed support to win and deliver world-class projects in the complex infrastructure space. In the early years of Height, Warner realised that Māori and Pasifika businesses would benefit from the development and commercial support Height was offering to large corporate clients.



**CLAIRE MCCARTHY | SOCIAL & SUSTAINABLE OUTCOMES MANAGER, HEIGHT PM**

Claire has been highly involved in the set up and on-going monitoring and support of our Capability Uplift Program through our contract with the Ministry of Māori Development. Trained as a journalist, with skills in communications, stakeholder engagement, facilitation, and strategic and business development, Claire works for clients including Ara Poutama Aotearoa, Auckland Council, Kāinga Ora, KiwiRail and the Ministry of Education.



**BEAUF A BROWN | PROGRAM MANAGER, HEIGHT PM CAPABILITY UPLIFT PROGRAM**

Beaufa manages Height's Ministry of Māori Development program within our Social and Sustainable Outcomes team. He brings a wealth of transferrable skills from over 15 years in leadership and management roles within the RNZAF. Beaufa works closely alongside Māori businesses to help them position themselves to win government contracts and grow.



**COLIN GORDON | CEO, FIRST NATIONS WORTHWHILE VENTURES**

Colin was born in Brewarrina on Ngemba country north west NSW. He worked with Telstra for ten years before starting out on his own business journey. Over the last twenty years, Colin has had businesses in industries such as labour hire, hospitality, employment and security. These businesses were built around giving disadvantaged Aboriginal people a chance to gain employment. Colin brings his passion and knowledge of the Aboriginal business sector to assist businesses to reach their full potential.



**RENAI MOUTON | PROGRAM MANAGER, FIRST NATIONS WORTHWHILE VENTURES**

Renai is a seasoned business coach with many years of experience in capacity building, leadership development, strategic planning, and organisational growth. Renai empowers businesses to unlock their full potential. Renai's approach is rooted in the belief that every business has unique strengths and opportunities, and she works closely with clients to develop customised strategies that drive sustainable success and procurement readiness.



**GEORGIA RICHARDS | PROJECT MANAGER, HEIGHT CAPABILITY UPLIFT PROGRAM**

Georgia brings her commercial construction and valuation background to provide support to Māori businesses. She previously worked as an industrial property valuer at CBRE where she developed a keen awareness of market trends and financial analysis. During this time, Georgia was awarded the CBRE Circle of Excellence Award for her work towards promoting Diversity and Inclusion.