

## MEET THE BUYER FORUM AND NETWORKING EVENT

### INDIGENOUS BUSINESSES INVITATION

**WEDNESDAY 21 NOVEMBER 2012 (3.30PM-7PM) – EASTS LEAGUES CLUB, COORPAROO**

A free *Meet the Buyer Forum and Networking Event* is being hosted in partnership by the MoU to Increase Indigenous Participation in the Resources Sector, Indigenous Business Australia (IBA), the Indigenous Construction Group Australia (ICGA) and the South East Queensland Indigenous Chamber of Commerce (SEQICC). Greater contracting with Indigenous businesses is a significant industry trend as resource companies expand and look locally for contractors to help facilitate these expansion works.

#### Forum objectives

The forum seeks to connect resource sector procurement managers and contractors with current Indigenous businesses operating in South East Queensland that could supply the Queensland resources sector. It will provide an opportunity to hear from resource sector representatives on what is happening in the industry and what contracting opportunities are available.

The forum provides networking opportunities for Indigenous businesses to promote their products and services to resource companies in a one-on-one situation.

#### Forum content

The forum will commence with short presentations about the requirements to do business in the Queensland resources sector and some support programs available to assist Indigenous businesses in preparing for resource sector supply chain opportunities.

There will then be an opportunity for Indigenous businesses to meet with the resource industry representatives one-on-one for a few minutes to promote their products and services, identify any potential contracting opportunities and develop ongoing business relationships. This part of the forum will be run as a speed-networking event, with resource companies and contractors stationed at tables to be visited by Indigenous businesses.

#### Who should attend?

Existing Indigenous businesses keen to expand into the Queensland Resource Sector.

#### What Do I Need?

- **Capability Statement-** It is a requirement for this event to have a capability statement. Read below **“Has Your Business Got a Capability Statement?”**
- **Business Cards and Information-** You should bring along plenty of business cards and information on your business to hand out to both the resource companies and other businesses.
- **Elevator Pitch-** This is a short speech that explains your business and what you do in a couple of seconds. If you would like assistance with preparing an elevator pitch, please contact IBA for assistance.

#### Has Your Business Got A Capability Statement?

If YES, please forward this to IBA by the RSVP date as this will be forwarded to the Resource Companies attending the event. If you have your capability statement in early enough to IBA, they may be able to offer assistance in reviewing it to provide some one-on-one mentoring on how to improve it to increase your chances of getting work.

If NOT, please follow these steps:-

1. Go to the SEQICC website at [www.seqicc.com.au/events](http://www.seqicc.com.au/events) or [click here](#).
2. Click on the Capability Questionnaire. Choose the
  - Word version to save to your computer and complete and then email or fax to IBA.
  - PDF version to print out, complete and fax to IBA.

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If you have any questions or having difficulty doing this, please contact Damien Foley on 0499 737 422 (SEQICC mobile) or 0437 028 006 (ICGA/Foley Group mobile).

3. IBA will contact you upon receiving your completed questionnaire
4. IBA Business Support maybe available to support your business in preparing a Capability Statement.

#### FORUM DETAILS

**Date:** Wednesday, 21st November 2012

**Time:** 3.30pm Registration with 4pm start – 7pm

**Location:** Easts Leagues Club, 40 Main Avenue, Coorparoo, QLD (Free parking on site)

**Cost:** Free

**RSVP:** Wednesday 7<sup>th</sup> November 2012, at [www.seqicc.com.au/events](http://www.seqicc.com.au/events)

**Capability Statement Due Date:** Wednesday, 7<sup>th</sup> November 2012. To be emailed or faxed to Deb Carberry at IBA (refer below for contact details)

#### For enquiries please contact:

- Deb Carberry, Manager Business Lending & Support, Indigenous Business Australia  
Ph: (07) 3008 8300, [deb.carberry@iba.gov.au](mailto:deb.carberry@iba.gov.au)
- Damien Foley, President Indigenous Construction Group Australia (ICGA) Mbl 0437 028 006/ Treasurer South East Qld Indigenous Chamber of Commerce (SEQICC) Mbl 0499 737 422

