

Regional Business Partner

Regional Business Partner Network

The Regional Business Partner (RBP) Network is designed to make it easier for NZ businesses to access early-stage support to innovate and grow. This national network is made up of 14 'Regional Business Partners' and is supported by New Zealand Trade and Enterprise (NZTE) and Callaghan Innovation - the government's business innovation agency. The Nelson Regional Development Agency is the Regional Business Partner for the top of the south. We partner with the Nelson Tasman Chamber of Commerce, Marlborough Chamber of Commerce, Nelson Tasman Business Trust and Business Trust Marlborough who assist us in creating a network to provide information, advice, funding and connections to local businesses seeking support for their growth journey.

Key RBP support services include:

- 1) **Callaghan Innovation R&D / Innovation Support** – *R&D grant funding, Innovation skills-building programmes, Technology & Product Development technical expertise (130 of NZ's leading scientists & engineers).*
- 2) **Capability Voucher Funding** – *up to 50% subsidy (max \$5k) to access third party coaching/training to help build capability in specific business areas e.g. Finance, Business Planning, Business Systems, Business Sustainability, Marketing, Export, Governance, Lean Manufacturing, Capital Raising, Business Operations.*
- 3) **Business Mentors** – *connects you with an experienced professional who will assist you in accomplishing your business goals.*
- 4) **Connections & Business Collaborations** – *local, national and global connections.*

1,040+

Businesses supported within last 3 years

1st

Awarded 'Best Performing Region 2017-18' in NZ

Awarded 2nd 'Best Performing Region 2018-19' in NZ

\$4.8M

RBP funding approved for local businesses within last 3 years

360

Businesses matched with an accredited Business Mentor within last 3 years

Capability Voucher Funding

Regional Business Partner Network

The Capability Voucher Funding Scheme provides specialist services, support and funding to enhance business management capabilities, to help businesses to grow and develop.

This funding is one of the services available through the Regional Business Partner (RBP) Network to support business owners looking to grow and innovate. Key things to consider:

- To access this co-funding you must first meet with us to discuss your business;
- We will seek to understand opportunities for growth and help identify any barriers to this; and
- We will then work with you to put together an action plan.

Where there is a management capability need identified that could be addressed by undertaking training, we may issue a Capability Voucher to your business.

It is the aim that a business receiving support would demonstrate a desire to innovate and grow and want to improve their management capability. We will consider if the investment in the business would have an impact on the businesses ability to grow and contribute to economic development within the region. Of particular focus in our region, is if the business has growth ambitions internationally or is part of the international value chain.

Please Note:

- Vouchers may only be used with services registered in the www.regionalbusinesspartners.co.nz "Marketplace";
- Vouchers can only be used in the following subject areas; Business Planning, Business Systems, Business Sustainability, Capital Raising, Export, Finance, Governance, Lean Manufacturing, Business Operations, Managing Resources, and Marketing; and
- The value of vouchers issued may vary and they can be used to cover up to 50% of the training service cost (capped at \$5,000 p/a per business).

Any business can meet with us. However to be eligible for capability voucher funding a business must:

- Have undertaken a discovery assessment with us. After the assessment, if it is identified that an investment in the business would have an impact on the businesses ability to grow and contribute to the economic development within the region, the business **may be** eligible for a Capability Voucher to cover **up to** 50% of the cost of that training or coaching (up to a maximum of \$5,000 p/a per business);
- Be able to demonstrate both willingness and capacity to grow;
- Have developed an action plan together with us;
- Have fewer than 50 full-time equivalent employees;
- Be registered for GST in New Zealand;
- Operating in a commercial environment; and
- Be a privately owned business, OR a Maori Trust of incorporation under the Te Ture Whenua Maori Act 1993, OR a similar organisation managing Maori assets under multiple ownership.

Businesses should also:

- Be exporting, have export potential, be involved in the export supply chain or have the potential to contribute to economic growth in the region;
- Demonstrate commitment to improving management capability. Indicators of commitment could include the fact they have sought advice, have worked through the assessment process and are willing to co-fund capability building activities and make the required time commitment; and
- Have an identified gap in its capability that can be addressed through management capability building and training.

How To Access this Service:

The Nelson Regional Development Agency partners with the Nelson Tasman Chamber of Commerce who assist to create a support network for local businesses. For more information on the Capability Voucher funding service please contact Sandra Crone from the Nelson Chamber of Commerce on Sandra@commerce.org.nz or 03 548 1363.



Business Mentors

Regional Business Partner Network

Business Mentors New Zealand provide confidential one-on-one advice for owners of small and medium-sized businesses who want to grow or need help to solve specific businesses challenges.

Mentors with experience and empathy for small businesses offer guidance, act as a sounding board, challenge your thinking and provide you with an independent and fresh perspective.

Is the Business Mentoring Programme for You?

Yes, if you want:

- a) a fresh perspective, guidance or inspiration
- b) to grow your business
- c) to implement a change to your business
- d) support or advice to deal with a particular business challenge
- e) a sounding board to help challenge your thinking, set new goals and achieve success

Trading businesses register to access mentoring for up to 12 months. Startups (prior to trading) register for 6 months of more-intensive mentoring.

Who are the Mentors and what do they do?

Nelson Tasman based Mentors, numbering 120+, are volunteers with proven business experience from a wide range of industries and leading enterprises. Their many years of invaluable knowledge, skills and experience will help to grow businesses just like yours. Every year we match around 100 businesses with a mentor.

Local mentors have experience in all aspects of business including Leadership, Management, Export, Hospitality, Retail, Consultancy, Marketing Strategy, Online Marketing, Social Media, Human Resources, Import, International Trade.

Many have started, operated and grown their own business, and faced opportunities or challenges just like yours.

You will gain impartial support and understanding from a successful business person who knows what it feels like to be in business.

How to Access this Service:

The Nelson Regional Development Agency partners with the Nelson Tasman Business Trust who assist to create a support network for local businesses.

If you wish to enquire further about the local Business Mentor service please contact Sarah Holmes on sarah@ntbt.co.nz

or 03 539 0824. Alternatively, you can register online at www.businessmentors.org.nz and we will then contact you directly to arrange your mentor match, based on careful consideration of your wishes and our knowledge of our mentor's experience and style. We want you to get the most from your mentoring experience.



CallaghanInnovation

New Zealand's Innovation Agency



R&D grants



Research & Technical Services Team



Innovation Skills Building Programmes



Access to Experts & Collaborations

Callaghan Innovation – Research & Development (R&D) Grants

Grant Pool	Co-Funding \$	Summary
1 Getting Started grant	Up to \$5,000	Funds 40% of total R&D costs for projects with a max total cost of \$12,500. Pays for external costs only. Aimed at helping businesses access third party expertise. Generally for businesses who are new to R&D or doing early stage work e.g. prototype, feasibility, formulation/characterization, 'freedom to operate' search etc. You can apply at any time.
2 Project grant	\$5,000 - \$1m	Funds 40% of total R&D costs for projects with a total cost greater than \$12,500. Pays for eligible internal costs, external costs and material costs. Designed to help a company kick start a R&D project or to support businesses with bigger, costlier & more technical R&D projects. You can apply at any time.
3 Student 'Experience' grant	\$8,460 (excl. GST)	This grant covers the cost of 10 weeks of employment (up to 400 hours) for students studying science, technology, engineering, design or business to work in a business to assist with a R&D project. Applies to Undergraduates, Masters and Phd students. You must apply for this particular grant between May to August.
4 Student 'Career' grant	Up to \$30k (Masters) Up to \$35k (Phd)	Pays for a recent graduate's salary to work in a business for the first 6 months of employment to support a R&D project. Covers students studying science, technology, engineering, design or business. Applies to Masters and Phd students. You can apply at any time.
5 Student 'Fellowship' grant	<ul style="list-style-type: none"> Stipend \$26,000 (GST exempt) p.a. (paid to the student) University host fee \$4,500 (GST exclusive) p.a. Available for a max of 3 years for a Phd and up to 2 years for a Master's degree 	Pays for Masters or Phd students in science, technology or engineering to work on a research project for a business as part of their thesis. Fellowship Grant students receive a stipend and a fee is also paid to the university to support their role in the scheme as the university supervisor will jointly supervise the student's research project. The student will spend part of their time in the business and part time at university working on a business problem. You can apply at any time.

Callaghan Innovation – Innovation Skills-Building Programmes

	Innovation support service	Co-Funding \$	Summary
1	Better by Lean	40% of total cost, up to \$20k	A workshop and coaching programme designed to assist businesses to implement 'Lean' thinking principles. 'Lean' can improve many things from product development to supply chains, production and distribution, reduce costs, customer touch points and staff skill levels. Funding contributes to accessing third party expertise.
2	Build for Speed	40% of total cost, up to \$12,800k	A tailored programme that helps digital businesses speed up software product development by updating architecture, managing technical debt, removing 'smelly code' and adopting continuous delivery principles. This programme is delivered over 2 or 3 stages (pending your requirements). Funding contributes to accessing third party expertise.
3	Driving Innovation	40% of total cost, up to \$20k	A programme designed to increase the pace of innovation by changing traditional product development methods. Funding contributes to accessing third party expertise.
4	Innovation IP	40% of total costs, up to \$10k	A programme designed to give businesses an understanding and skills to manage and protect their Intellectual Property (IP) and assets. Funding contributes to accessing third party expertise.
5	Research Library	Free Service	Helps businesses by providing free access to industry insights into sector's global market, emerging trends, regulations, technology trends, technical literature, what's happening in this industry, statistics etc.

Callaghan 'Research & Technical Service' Team Capabilities

130 of NZ's leading scientists & engineers who help businesses solve tough technical problems by offering end-to-end support for technology & product development work

Advanced Manufacturing

- Robotics
- Mechanical Engineering
- 3D printing
- Electrical Engineering
- Mechatronics
- Automation
- Fluid dynamics
- Dynamics and vibration
- Cryogenics
- Analysis & modelling (Digital prototyping)
- Energy management
- Lab & field testing
- Machine & process development

Advanced Materials

- Materials characterization & Testing
- Finite element analysis
- Mineral processing
- Cements
- Powder metallurgy
- Photonics
- Optical Materials
- Optical Sensing
- Chemical Sensing
- Ceramics
- Coatings
- Polymers & Plastics

Biotechnologies

- Lipid Chemistry
- Natural Product Chemistry
- Analytical and Assay Services
- Solvent and Supercritical Fluid Processing
- Fermentation from 1 L to 1000 L
- Bioprocessing
- Proteins and Enzyme Technology
- Pilot scale manufacture in MPI approved facilities
- Formulation
- MPI Transitional Facilities

Data & IoT Solutions

- Sensors
- Transducers
- Microfluidics
- Wireless communications & protocols
- Computer/machine vision
- VR/AR
- Wearable tech
- Sonar
- Big data
- Geospatial
- Predictive analytics
- M2M

UR5

Key Info:

- Automate tasks up to 5 kgs
- Reach radius of up to 850 mm
- Can work in close proximity to humans
- Flexible and retrainable
- Fast setup



For more information on any of the Callaghan Innovation support services or further information on any aspects of the wider Regional Business Partner Programme, please contact:



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