



PLANNER 01

SMALL COMPANY **BIG BUSINESS**

GETTING STARTED	Just a little Help	More of a Hand	Full Support
Initial conversation to see how we can help each other	●	●	●
Develop a Scope of Works together - what we want to achieve	●	●	●
Skype - Face to Face per month		1 @ 1 Hour	2 @ 1 Hour
Strategy Session		1/2 day per QTR	Full day per QTR
Unlimited email support	●	●	●
Unlimited phone support			●
SET THE FOUNDATIONS			
Video The Business Journey	●	●	●
Video The SME Problem	●	●	●
Video The steps to success	●	●	●
Video Your external team	●	●	●
Video Business Model Canvas	●	●	●
Video Value Proposition Canvas	●	●	●
Business Insurances	●	●	●
Leaders session Where are we now?		1 Session	1 Session
Team session Business Model Canvas		1 Session	1 Session
Leaders Session Value Proposition Canvas		1 Session	1 Session
Leaders Session Market Analysis		1 Session	
Leaders Session Business Risk		1 Session	
UNDERSTAND YOUR BUYER	Minimal Help	More of a Hand	Full Support
Video What are large buyers like?	●	●	●
Video What do large buyers want?	●	●	●
Video How do large buyers buy?	●	●	●
Video Why would they buy from me?	●	●	●
Video Why wouldn't they buy from me?	●	●	●
BUSINESS SYSTEMISATION - 3 Mth Program			
Video Why business systemisation?	●	●	●
Video What business systems are and are not	●	●	●
Video Things that can go wrong	●	●	●
Video Objections	●	●	●
Video 7 Steps of Systemisation	●	●	●
Video What makes a good procedure?	●	●	●



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GETTING STARTED	Minimal Help	More of a Hand	Full Support
Video Business Systems Step 1	●	●	●
Video Business Systems Step 2	●	●	●
Video Business Systems Step 3	●	●	●
Video Business Systems Step 4	●	●	●
Video Business Systems Step 5	●	●	●
Video Business Systems Step 6	●	●	●
Video Business Systems Step 7	●	●	●
Arrange purchase of systems documentation software	●	●	●
Unlimited email support		●	●
Leaders session How we will work together		●	●
Audit What you already have in place		1 Hr/week	2 Hrs/week
Review Procedures completed		1 Session	2 Sessions
Skype Review progress - 1 hour per month			●
UNDERSTAND YOUR BUYER			
Video Why a digital footprint?	●	●	●
Video Partnerships	●	●	●
Video Tender Databases	●	●	●
Rating Existing Website		●	●
Audit Social Media Presence		●	●
Connection with digital specialist?			●
Cost of Digital specialist - not included * dependent on needs			
TELL YOUR STORY			
Video Capability Statements	●	●	●
Video Successful Tenders	●	●	●
Video Evaluating Tender Success	●	●	●
Review Capability Statement	●	●	●
Preparation Capability Statement			●
Leaders Session Advanced Tendering Skills			●
Tender Preparation			●
Tender Documents			●
B2B Selling			●
Project Management You've won the Tender - now what?			●
CONSULTANCY			