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ENTREPRENEURS' PROGRAMME

SERVICE INFORMATION SHEET



Axito & your Business Growth

Axito has helped countless small, medium, and large sized Australian businesses thrive and grow by developing action-orientated growth strategies with them.

We understand that as a Founder, Owner, or Managing Director, you have to worry about everything. Sales and business development, production, delivery, customers, staff, cashflow, inventory, compliance, and governance – and everything else. Sometimes it's hard to step back and take a high-level look at your business and where you want to go. How you want to win. What you really want to achieve.

We offer senior, highly experienced consultants who have spent their careers driving growth. Business leaders who have worked in global consultancies, led major companies, launched start-ups, driven growth, and achieved leadership in their respective fields. Our leaders work personally with clients, guiding and advising unencumbered by overhead, administration and bureaucracy.

One of the initiatives we often recommend is the Australian Federal Government's Entrepreneurs' Programme.

Entrepreneurs' Programme

The Entrepreneurs' Programme is managed through AusIndustry. It comprises two linked yet distinct phases.

Phase One - Business Evaluation

Provides businesses with independent business advice and identifies areas of need and opportunity to increase ability to trade in domestic and international markets. The end deliverable of this phase is a Growth Roadmap, provided to you by AusIndustry. This identifies activities which will help you grow your business.

Phase Two - Business Growth Rebate Scheme

When you have the Growth Roadmap, you can unlock a potential rebate of up to \$20,000 on eligible growth-orientated activities identified through the Growth Roadmap.

As an independent party, not affiliated with the Government, Axito advises businesses in the preparation and lodgement of applications for this lucrative support scheme and provides growth consultancy to you throughout the process.

Eligible Growth Activities

Axito will conduct a comprehensive eligibility analysis to determine whether your business and growth initiatives are eligible for the Entrepreneurs' Programme. During this we will explore potential areas of need within the ten eligible criteria for rebate spending including:

- 01 Strategic business issues
- 02 Human resources issues
- 03 Internal systems
- 04 Production/operational.
- 05 Marketing, branding and communication
- 06 Financial management systems.
- 07 Exploring new markets and intelligence.
- 08 Environmental sustainability.
- 09 Product and service development
- 10 Mentoring/coaching

Place

Upon engaging Axito for this service, Axito's Entrepreneurs' Programme specialist will contact you via email to introduce themselves, and identify information required to proceed with your initial application.

Follow up sessions and questions may be addressed by way of phone, email, or face-to-face meetings. Growth Roadmap consultation and workshop attendance will be undertaken with one of Axito's Principals.

Our premises are at: 45 Ventnor Avenue

Telephone: +61 432 434 572

Website: www.axito.com.au

Email: info@axito.com.au



ACCESSING THE GRANT

You must receive a completed Growth Roadmap from AusIndustry.

You must undertake activities and apply for rebates within 1 year of receiving the completed plan (unless otherwise agreed by the consultant).

Conditions are:

- Only include eligible activities
- Have at least \$5,000 in total, eligible project costs
- Only commence after approval of Roadmap

Eligible activities will:

- Link to an area of the business as specified in your Growth Roadmap
- Give you new abilities to trade in Australia and other countries
- Engage services outside of your business

Axito have helped many businesses manage these eligibility criteria.

Price & Payment Schedule

- \$2,000 (+GST).
- A 100% deposit is payable prior to commencement of the Entrepreneurs' Programme Application.
- Applications may be submitted at any time of year.
- Rebate funding is awarded to eligible projects identified within the Growth Roadmap

Process

Axito will work with you to collect the required documentation for your application including financial statements and employee numbers, as well as completing a Growth Info Form which we can lodge with AusIndustry on your behalf.

Axito will attend AusIndustry's Growth Roadmap Discovery workshop with you to ensure growth activities are optimal for your business.

Upon receipt of your approved Growth Roadmap, Axito will help you liaise with other parties providing approved services and submit receipts with AusIndustry on your behalf.

A detailed process flow is provided below.

Entrepreneur's Programme Process	AusIndustry	Client	Axito
Axito and Client agree Service Engagement Agreement mobilisation (Through SEA, client authorises Axito to act on its behalf with the EP process.)		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Mobilisation – Axito completes Program Application and submits through portal.			<input checked="" type="checkbox"/>
AusIndustry approves eligibility and entry into Program.	<input checked="" type="checkbox"/>		
Axito completes Growth Information Form in discussion with client.		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Client forwards Growth Information Form to AusIndustry.		<input checked="" type="checkbox"/>	
AusIndustry arranges business growth discovery meeting with Client.	<input checked="" type="checkbox"/>		
Client advises Axito of meeting.		<input checked="" type="checkbox"/>	
Client and Axito attend discovery meeting and discuss contents of Growth Roadmap with AusIndustry.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
AusIndustry provide Growth Roadmap to Client.	<input checked="" type="checkbox"/>		
Client and Axito discuss Growth Roadmap.		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Client feeds back to AusIndustry.		<input checked="" type="checkbox"/>	
AusIndustry opens Growth Grant Application and advises Client.	<input checked="" type="checkbox"/>		
Client advises Axito that Growth Grant Application is open.		<input checked="" type="checkbox"/>	
Axito completes Growth Application and lodges.			<input checked="" type="checkbox"/>
AusIndustry approves Growth Application.	<input checked="" type="checkbox"/>		
Client commissions work-streams and provides invoices to Axito to upload for rebate as applicable.		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>