



## Expression of Interest – Business Partners

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The Advance Cairns Business Enterprise Centre (ACBEC) is providing low cost Advisory Services for small Business in the Cairns, Cook, Tablelands and Cassowary Regions with its Head Office being located at 51 The Esplanade Cairns.

The objectives of the BEC is to maximise the growth potential, prosperity and sustainability of small business through enhancing access to information and advice on issues that are important to them in establishing, sustaining and/or growing their business and improving the business skills of small business operators/independent contractors.

A small business has been defined as a business employing no more than 20 FTE with the services being provided by the ACBEC focusing on the following stages of small business;

**New Business start-ups:** Assist with idea generation, planning and implementation.

**Growing Business:** Assist business to plan for growth and facilitate growth opportunities including Acquisitions.

**Sustaining Business:** Assist business to assess and implement appropriate business strategies including Finance.

The clients of the ACBEC will have varying needs for services within the Business community and accordingly the ACBEC is seeking Business Partners across the Region to support Small Business in fields including but not limited to;

- Legal
- Banking & Finance
- Accounting/Bookkeeping
- Training
- Sales/Marketing
- Insurance
- Other related services

Businesses who wish to be considered a partner of the ACBEC are invited to provide an Expression of Interest providing the following details;

- (a) Services available to Small Business and associated costs
- (b) Demonstrated business experience working with Small Business
- (c) A list of designated staff available to assist Small Business and appropriate qualifications/experience
- (d) Any benefits available to ACBEC clients

There will be limited places available for Business Partners in each Region and businesses will be selected based on the quality and value of services they are able to provide to ACBEC Small Business clients.

Please email your Expression of Interest attention to Kim Kelly at [bec@advancecairns.com](mailto:bec@advancecairns.com) by close of business Friday, 15 July 2011.