

Regional Business Partner Network

Helping your business innovate and grow



What is the Regional Business Partner Network?

Regional Business Partner Network helps New Zealand businesses innovate and grow. The Regional Business Partner Network makes it easier for businesses to access early stage support that may be available. The network is made up of 14 Regional Business Partners around New Zealand and is supported by New Zealand Trade and Enterprise (NZTE) and Callaghan Innovation, the Crown entity charged with accelerating commercialisation of innovation by firms in New Zealand.

How can the Regional Business Partner Network help your business?

The Regional Business Partner Network has specialist business advisors who can provide advice, information, referrals and connections to ANY business seeking support for their growth journey. The network can help you:

- gain an outside perspective from an independent, experienced business advisor in a confidential environment
- plan the next steps to grow your business

- determine if you are eligible for Capability Development vouchers or research and development (R&D) funding for business growth
- connect with the local business community, industry networks and clusters.

If you are a business seeking advice and support to help you grow, get in touch with your local Regional Business Partner and have a conversation about where to next.

Capability Development

If you have aspirations to grow your business you might be eligible for an NZTE Capability Development Voucher, which is offered through the Regional Business Partners Network.

Capability Development Vouchers provide co-funding up to \$5,000 to help you access expert coaching or training in: Business Planning, Business Systems, Business Sustainability, Capital Raising, Export, Finance, Governance, Lean Manufacturing / Business Operations, Managing Resources and Marketing.

ELIGIBILITY

To qualify for a voucher your business must:

- be operating with 50 or fewer FTEs
- be GST registered in New Zealand
- operate in a commercial environment
- be privately owned or a Māori Trust or Incorporation under the Te Ture Whenua Māori Act 1993 or similar organisation managing Māori assets under multiple ownership
- complete an assessment with a Regional Business Partner.

BUSINESSES SHOULD ALSO:

- demonstrate potential and desire to grow
- demonstrate commitment to improving management capability. (Indicators of commitment include the fact your business has sought advice, has worked through the assessment process and is willing to co-fund capability building activities and make the required time commitment)
- have an identified gap in your capability that can be addressed through management capability building and training.

Research and Development (R&D) support and funding

R&D is a key driver of innovation, business success and economic growth. Good ideas can lead to new products and services, smarter ways of doing things and a point of difference that sets your business apart.

As well as supporting the building of business capability, the Regional Business Partner Network can help businesses access R&D grant funding from Callaghan Innovation.

If you have the aspiration, opportunity and the ability to grow, we want to talk to you about how we can support your business to develop, innovate and grow.

Callaghan Innovation administers more than \$140 million a year in business R&D funding through three services which are designed to help accelerate innovation by firms in New Zealand.

GROWTH GRANTS

If your business is an experienced R&D performer, this three year grant programme is designed to increase your R&D investment to help accelerate business innovation over time.

This service can help your business:

- innovate through R&D to create new products and services by doing things more efficiently
- sustain a winning edge
- invest and continue to invest in R&D.





PROJECT GRANTS

If your business is new to R&D or has a small R&D programme, this grant helps you invest more in your activities through targeted funding of your R&D costs.

This service can help your business:

- innovate through R&D to create new products and services by doing things more efficiently
- develop a point of difference
- invest and continue to invest in R&D.

STUDENT GRANTS

Student Grants are designed to support New Zealand undergraduate and postgraduate students to gain and develop their technical skills in a commercial R&D environment, while bringing capability into New Zealand businesses.

This service can help you:

- access New Zealand undergraduate and postgraduate students who can assist you in your R&D projects
- gain access to the latest thinking and fresh talent at a minimal rate
- employ students to work in your business to gain and develop their technical skills in a commercial R&D environment.

To apply for a grant, or to discuss which funding might best suit your business, phone 0800 4 CALLAGHAN (0800 422 552), visit www.callaghaninnovation.govt.nz or contact your Regional Business Partner.

Regional Business Partner Directory



NORTHLAND

Northland Inc
David Templeton
T: +64 9 438 5110
E: david@northlandinc.co.nz
www.northlandinc.co.nz

AUCKLAND

Auckland Tourism, Events and Economic
Development Ltd
Lorraine Hollard
T: +64 9 354 0070
E: business.ateed@aucklandnz.com
www.aucklandnz.com/business

WAIKATO

Waikato Innovation Park
T: +64 7 857 0538
F: +64 7 857 0501
E: businessgrowth@wipltd.co.nz
**www.wipltd.co.nz/what-we-do/grow-
your-business/support=and-funding**
**www.facebook.com/
WaikatoinnovationPark**

BAY OF PLENTY

Tauranga Chamber of Commerce
Teresa Anderson
T: +64 7 577 8957
E: info@tauranga.co.nz
www.tauranga.co.nz

TAIRAWHITI-EAST COAST

Activate Tairawhiti
Jo Emerre
T: +64 021 816 760
E: jo@activatetairawhiti.co.nz
www.activatetairawhiti.co.nz

HAWKE'S BAY

Hawke's Bay Chamber of Commerce
Brett Johnson
T: +64 6 876 5938
E: brett.johnston@hawkesbaychamber.co.nz
www.hawkesbaychamber.co.nz

TARANAKI

Venture Taranaki
Jenn Patterson
T: +64 6 759 5166
E: jennifer@venture.org.nz
www.taranaki.info

WHANGANUI AND MANAWATU

Vision Manawatu
T: +64 6 350 1830
E: info@visionmanawatu.org.nz
www.visionmanawatu.org.nz

WELLINGTON

Grow Wellington
Allison Ralph-Smith
T: +64 4 382 0099
E: info@growwellington.co.nz
www.growwellington.co.nz

NELSON, TASMAN AND MARLBOROUGH

Nelson Regional Economic
Development Agency
Mark Maguire
T: +64 3 923 2053
E: mark@eda.co.nz
www.eda.co.nz

WEST COAST

Development West Coast
Nelia Heersink
T: +64 3 768 1076
E: nelia@dwc.org.nz
www.dwc.org.nz

CANTERBURY

Canterbury Regional Business
Partners Ltd
Kerri Jones
T: +64 3 353 0035
E: cdc@cdc.org.nz
www.cdc.org.nz

OTAGO

Otago Chamber of Commerce and Dunedin
City Council - Economic Development Unit
Paul Allen
T: +64 3 479 0181
E: biz@otagochamber.co.nz
www.otagochamber.co.nz

SOUTHLAND

Venture Southland
Alistair Adam
T: +64 3 211 1400
E: alistair@venturesouthland.co.nz
www.southlandnz.com

ABOUT US

NEW ZEALAND TRADE AND ENTERPRISE

New Zealand Trade and Enterprise (NZTE) is New Zealand's international business development agency. Our role is to help New Zealand businesses grow bigger, better, faster in international markets.

We offer strategic advice, access to networks and influencers, research and market intelligence, and targeted financial support to help businesses on their international journey, and work to promote and support the growth of New Zealand business overseas.

0800 555 888
www.nzte.govt.nz

CALLAGHAN INNOVATION

Callaghan Innovation is New Zealand's government innovation agency supporting high value manufacturing and services businesses to accelerate the commercialisation of innovation. Callaghan Innovation advises businesses on innovation; provides research and technical services to firms and co-funds qualifying R&D carried out by New Zealand businesses through a number of support programmes.

0800 4 CALLAGHAN (0800 422 552)
www.callaghaninnovation.govt.nz

© Copyright New Zealand Trade and Enterprise (NZTE) 2014.

Disclaimer: No part of this publication may be distributed or copied for any commercial purpose nor incorporated in any work or publication (whether in hard copy, electronic or any other form) without the prior written consent of NZTE. While NZTE has verified the information in this document, we make no representation as to the completeness, correctness, currency, accuracy or purpose of the information. NZTE will not be responsible for any damage or loss suffered by any person arising from the information contained in this document, whether that damage or loss arises from negligence or otherwise.

ISBN: 978-0-47841663-3 October 2014

**Regional Business
Partner Network**

 **NEW ZEALAND
TRADE & ENTERPRISE**

CallaghanInnovation