

NERA

NATIONAL
ENERGY RESOURCES
AUSTRALIA

Creating connections for growth

SMART AUSTRALIA 2018

Gastech Barcelona September 2018

Take local global



SMART AUSTRALIA WORKSHOPS

The *Smart Australia* workshops focus on areas, including business development, leadership, self-awareness and cultural alignment. The workshops are designed and facilitated by EMJ Consulting Global Pathways Program.

Participants in *Smart Australia 2018* will finetune their business and networking skills before travelling to Gastech 2018 in Barcelona, Spain where they will build international export opportunities.

The program involves three days of workshops in August before travelling to Spain in September. Participants can choose between Brisbane or Perth for their workshop location.*

The cost of the program is **\$10,200**.

If you would like to apply for a \$5,000 NERA subsidy to take part, further details are below or available at www.nera.org.au

Program Inclusions

Smart Australia will provide you all the skills and business acumen to reap the international benefits that Gastech 2018 offers. The cost of registration in the program includes:

- *Smart Australia* workshops and all workshop materials
- access to Gastech Exhibition Centre in Barcelona
- access to Australian pavilion and meeting area at Gastech 2018
- company logo included in the Australia pavilion area
- group networking functions before, during and post Gastech 2018
- VIP cocktail event
- coaching and mentoring on an as needed basis, including at Gastech 2018
- 12-month membership of NERA's *Smart Australia* alumni

Cost of Participation

The program price for *Smart Australia*, (excluding GST, travel and accommodation) is \$10,200.

NERA is offering \$5,000 subsidies to 20 delegates. Unsuccessful applicants or those who do not wish to apply for the subsidy can still attend for the full price (\$10,200).

The matrix below outlines the costs in more detail, including discounted group travel and accommodation rates.

PROGRAM	ITEM	WITH NERA SUBSIDY COST	NO NERA SUBSIDY COST
Option A <i>Smart Australia</i> program in Australia NOT including travel and Spain accommodation.	Smart Australia program in Brisbane or Perth	\$10,200	\$10,200
	NERA Subsidy	-\$5,000	–
	Total Cost Option A (excluding GST)	\$5,200	\$10,200
Option B <i>Smart Australia</i> program in Australia and Spain, with flights and accommodation included.	Smart Australia program in Brisbane or Perth	\$10,200	\$10,200
	NERA Subsidy	-\$5,000	–
	Travel & Accommodation (economy airfares flying Qatar Airways ex Perth or Brisbane, four nights accommodation at a four star hotel).	\$4,000	\$4,000
	Total Cost Option B (excluding GST)	\$9,200	\$14,200

OPTIONAL ADD ON	ITEM	COST
Gastech Delegate option	Full registration to Gastech conference program, private country focus sessions, CEO panel & ministerial sessions etc. (special reduced rate for Australian delegation, excluding GST)	\$4,500

* EMJ Consulting will invoice for payment upon acceptance into the program

* Travel and accommodation to Spain will be at the participant's own cost. Travel and accommodation to the workshop location, if required, will be at the participant's own cost.

KEY DATES FOR SMART AUSTRALIA 2018

Smart Australia Workshops

The workshops are provisionally scheduled for:

Perth

3, 17 and 31 August 2018

Brisbane

27 July, 10 and 24 August 2018

The workshops are broadly structured to cover:

- Culture, communication and value proposition
- Key technical issues such as tax regimes, legal requirements, government support etc
- Marketing and business development consideration

Workshop Modules:

- Module 1 Leading with EQ
- Module 2 Tax, legal and IP strategy considerations
- Module 3 Understanding the E&R Supply Chain
- Module 4 & 5 Leadership & Culture
- Module 6 Government programs with AusIndustry and Austrade
- Module 7 Developing your value proposition
- Module 8 Business development
- Module 9 & 10 Communicating your value proposition

How to apply for the *Smart Australia* subsidy from NERA

Gastech 2018 Barcelona

The dates for group travel to Spain will be:

Departing Australia (Perth or Brisbane)

15 September 2018

Departing Spain

21 September 2018

Please note, you are welcome to arrange your own travel.

Self-check

Is *Smart Australia* right for me?

Ask yourself the following questions:

- Would you like to engage in international trade?
- Do you want to attend Gastech 2018 in Barcelona, Spain?
- Do you have a commercial product or service ready for export?
- Do you have the time and capacity to complete the *Smart Australia* program?

If you answered YES to the above questions and would like to apply for the NERA *Smart Australia* subsidy (\$5,000), [click here](#) to submit your application form or email the form to gastech@nera.org.au by close of business on **Friday, 20 April**. You will be advised if you are successful by the end of April 2018.

Any queries regarding the *Smart Australia* program should be directed to NERA Small Business Engagement Manager Roma Sharp on 1300 589 310 or email gastech@nera.org.au

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