

COVID-19 Support: 1-on-1 Advisory Funding Overview

The purpose of the new 1-1 Advisory funding is to help those businesses negatively impacted by COVID-19 to get through this initial crisis, to remain solvent & sustainable and to thrive beyond COVID-19.

To achieve this purpose, this funding will assist businesses to access professional 1-1 advisory support in the following areas:

- 1. Business Strategy & Continuity Planning** (continuity creation; scenario planning; diversification)
- 2. Finance and Cashflow Management** (integrated cashflow; modelling; assisting with bank re-financing; budgeting and pricing structures)
- 3. Health & Wellness** (resilience capability; stress management)
- 4. HR**
- 5. Marketing Support**
- 6. Digital Enablement**

The above services must be delivered prior to 30 June 2020.

While MBIE is funding this initiative, the service is being provided in partnership with the [Regional Business Partner \(RBP\) Network](#).

The [Nelson Regional Development Agency](#) (*the local economic development organisation*) is the local 'Regional Business Partner' who is responsible for the administration and approval of this funding to their local businesses.

Businesses in the Top of the South may be able to access this funding support to help them connect with professional advisory services in the above areas. We have a finite resource and all funding approved will be determined based on your ability to articulate how you have been negatively affected by COVID-19, your actual need at this current time, your plan ahead and how this funding will help you through this crisis and to remain solvent. Please note, all funding decisions will be at the sole discretion of the RBP Growth Advisor.

Those Providers for the above services must be listed in NZTE's 'marketplace': <https://app.regionalbusinesspartners.co.nz/Marketplace> (under the 'Service Categories' select the 'COVID-19 Support' option to check those providers who are approved for the above).

Business Eligibility:

1. Have fewer than 100 full time equivalent employees;
2. Are registered for GST in New Zealand;
3. Are operating in a commercial environment;

4. Are registered with a New Zealand Business Number (NZBN);
5. Are a privately owned business or are a Maori Trust or incorporation under the Te Ture Whenua Maori Act 1993 or similar organisation managing Maori assets under multiple ownership;
6. Have completed a discovery assessment with an RBP Growth Advisor who will then make a determination on whether a business will receive 1-1 Advisory funding;
7. The business must demonstrate, with tangible evidence, how they have been negatively affected by COVID-19 and display how this funding will improve and/or guide them through this crisis; and
8. RBP Growth Advisors must be satisfied this funding will be beneficial to the customers long term sustainability.

Provider Registration:

If a Provider is able to provide businesses with expert advice in any of the 4 areas above and has the ability to deliver services over the next couple of months, the Provider can register their service on the RBP website.

To register, simply visit the RBP website by clicking the following link, scroll half way down to 'Provide Support to NZ Enterprises', then click 'Register Now':
<https://www.regionalbusinesspartners.co.nz/>. Select 'COVID-19 Support' under the service categories to register as a Provider under this 1-1 Advisory funding scheme.

All Provider requests are managed/approved by NZTE directly.

Providers will need to register their services to include the following information:

1. Description of the relevant **management capability** areas they can provide expert advice and support in;
2. An **hourly rate** for this service;
3. Details on **mode of delivery**, i.e. Zoom, Skype, or Phone; and
4. Select the new **COVID-19 support** subject category.

Please note this service must be delivered (by the Provider) and invoiced to NZTE prior to **30 June 2020**.