

# BUSINESS DEVELOPMENT

Creating new business opportunities



**Community Business  
Australia**

# BUSINESS DEVELOPMENT



**In a competitive environment, winning new business and securing additional funding to support growth and development can be challenging for organisations.**

Community Business Australia can help you explore new opportunities.

- Grant and tender writing
- Award preparation
- Project management
- Research and evaluation

## Case Study - \$2.1 Million Staying Strong Telehealth project

- The project researched the cost effectiveness and accessibility of a Telehealth model compared with traditional health care costs amongst a highly vulnerable population.
  - Helped to “close the gap” on health outcomes for older Aboriginal and Torres Strait Islander Australians and to ensure equitable access to emerging e-health technologies.
  - Resulted in a range of positive health and wellbeing outcomes for the older people involved and demonstrated a range of cost savings and efficiencies with the findings broadly shared in the sector.
  - Finalist for the prestigious HESTA Aged Care national award for excellence.
  - Lead to further government funding to expand Telehealth service provision to 13 additional regions.
- Alicia’s responsibilities included:
- Project concept
  - Research
  - Tender authoring
  - Project design
  - Writing implementation plan
  - Recruiting project staff
  - Governance for the life of the project
  - Stakeholder engagement
  - Project Liaison
  - Outcome reporting

“

*Alicia helped to drive our business growth and development during a period of industry change and rapid organisational growth.*

*I particularly valued her analytical skills, people skills, genuine passion and commitment to social justice, and strong writing skills which underpinned a number of our successful tender and grant submissions.*

*Her prior experience as a Government Tender and Contract Manager provides her with a unique insight into the tender process and proved invaluable on a number of occasions.*

*Alicia is highly approachable, pragmatic and responsive.*

**Catherine Daley**  
CEO, integratedliving Aust. Ltd

”



## Business Development Consultant Alicia Eugene

Alicia has over 15 years experience in the design, management and delivery of human services in both the public and not for profit sectors with extensive management expertise. You will find her professional, capable, responsive and solutions-focused with a flair for thinking creatively and a commitment to helping your organisation stand out in the crowd.

## Grow your organisation

Email [patrick@cbanow.com.au](mailto:patrick@cbanow.com.au)  
Phone 07 3368 2575  
[www.cbanow.com.au](http://www.cbanow.com.au)



**Community Business  
Australia**