



**Welcome to the July 2017 alert from ESS BIZTOOLS, ESS BIZGRANTS and ESS BASIP. Happy New Financial Year for 2017/18!**

**This alert contains comments on the following:**

- [A. Product Recommendations for July](#)**
- [B. Members' Webinar](#)**
- [C. Promotional Webinars](#)**
- [D. Accountants' Minute](#)**
- [E. For Accountants - Article](#)**
- [F. Government Grant Application Deadlines](#)**
- [G. Mentoring Sessions](#)**

**A. Product Recommendations for July**

- 
- Budgets/Cashflow Forecasts – July is an appropriate time for the preparation of Budgets and Cashflow Forecasts for your clients.

Within the ESS BIZTOOLS' product packages you have information relating to the preparation of Budgets and Cashflow Forecasts. These packages also refer to the arrangement that we have with "Plan Guru".

- Improving Debtors' Days Outstanding – our suggestion is that, for every business client who is offering credit, you ensure that their "debtors' days outstanding" is calculated each time you come into contact with the client.

If debtors' days outstanding is higher than 40 days, we suggest you have a conversation with your client in relation to your firm undertaking a "Debtors' Days Outstanding Review" in an attempt to reduce the investment that your client has in sundry debtors.

Within the Debtors' Package you will see details of the arrangement that ESS BIZTOOLS has negotiated with IODM; if you wish to refer any of your clients to IODM.

- Identifying Grants for Individual Clients – if you have not been in the habit of preparing a grant report, as part of the annual accounts preparation process, July can be a good time to undertake a review of each business client to identify if they are potentially eligible for government grants.

To enter the basic profile will take approximately three minutes. To review the preliminary list of grants available and answer the supplementary questions will normally take a member of your team, with good knowledge of the client, 10 to 12 minutes.

By being proactive in the identification of government grants, you will find that this can lead to significant other work relative to business plans, budgets and cashflow forecasts, corporate governance reviews and other activities that are being financed to approximately 50% by a government grant.

- Collaboration Grants Available for Clients in the Mining Equipment Technology and Services Industry – the mining equipment industry is one of the government’s “Industry Growth Centres”. The government has encouraged that industry to incorporate a special company which operates as the “industry’s representative” – METS Ignited Australia Ltd, in identifying small/medium enterprises, larger businesses, original equipment manufacturers and, in some instances, mining companies, that might be interested in collaborating on a project that could ultimately benefit the mining equipment technology and services industry.

Grants of a minimum of \$100,000 to a maximum of \$3M, are available for the “collaborating entities” on a 50% funding basis. The funds are to be expended over a two-year period.

The funding round that is currently underway closes on 31<sup>st</sup> July 2017. A summary of this grant is available in Paper 014-169.

## **B. Members’ Webinars**

---

We presented a special webinar – “How to Earn Fees from ESS BIZTOOLS” recently. Please [click here](#) to view the webinar.

We have prepared an article – “How to Earn Fees from ESS BIZTOOLS” ([click here](#)).

This month the members’ webinar is on Tuesday 18<sup>th</sup> July 2017 at 12.30pm (AEST) – “Implementing Business Advisory Strategies in 2017/18”. ([Click here](#)) to register.

The ESS BIZGRANTS’ members webinar is on Monday 17<sup>th</sup> July 2017 at 12.30pm (AEST) – “Identifying Grants Helps Clients and Accountants”. ([Click here](#)) to register.

The new subscribers’ webinar is on Monday 31<sup>st</sup> July 2017 at 12.30pm (AEST) – “Implementation of ESS BIZTOOLS”. ([Click here](#)) to register.

You will be able to obtain recordings of these webinars from the [ESS BIZTOOLS’ website](#) within three days of the webinar.

## **C. Promotional Webinars**

---

Promotional webinars being presented during July are:

- Wednesday 12<sup>th</sup> July 2017 at 12.30pm (AEST) “Delivering Value Adding Services in 2017/18”. ([Click here](#)) to register.
- Wednesday 19<sup>th</sup> July 2017 at 12.30pm (AEST) “Grants Assist in the Delivery of Business Advisory Services”. ([Click here](#)) to register.

## D. Accountants Minute

---

You can access the Accountants' Minute articles that we have prepared over the last four weeks at [www.essbiztools.com.au](http://www.essbiztools.com.au) click on to "Blog". The blog articles are as follows:

- There are Plenty of Challenges in 2017/18
- Business Plans are Real Accountants Work
- Help Eliminate the "Silent Killer of Small Business"
- Don't Forget Early Stage Innovation Companies

## E. For Accountants - Article

---

"For Accountants" included our article "SMEs Equity Raising Needs Accountants to be Successful". ([Click here](#)) to access this article on "For Accountants".

## F. Government Grant Application Deadlines

---

Government grant application deadlines ([click here](#)).

## G. Mentoring Sessions

---

Please contact us to confirm a suitable date and time if you wish to accept our offer to present a one-hour mentoring session on the implementation of ESS BIZTOOLS to assist in delivering business advisory services to your clients.

Thank you for your support during 2016/17. We are looking forward to delivering some additional products for you to use during 2017/18 which we believe you will find very beneficial in assisting you to add value to your SME clients.

From the team at ESS BIZTOOLS, ESS BASIP and ESS BIZGRANTS – Happy New Financial Year!

If you have any questions, suggestions or criticisms, please do not hesitate to contact us P: 1800 232 088 or E: [peter@essbiztools.com.au](mailto:peter@essbiztools.com.au).

Kind regards



Peter Towers  
MANAGING DIRECTOR

