

# Disability Employment Horizons

Bringing our vision to life



# Making the Vision a Reality

Introduction, Housekeeping and Acknowledgement of Country

Kerrie Langford, Head of Employment, NDS



# Community of Practice – Session 2

The second NDS Industry Vision Community of Practice (CoP), with the theme “*How to investigate and implement new business opportunities*”.

This month we are pleased to have Steve Betinsky the General Manager, Employment and Enterprises at OCConnections, present on two recent business contracts.

Following Steve’s presentation, we will examine investing in business development, empowering the right people in crucial roles and developing solutions to customer problems that result in mutually beneficial commercial transactions.



# Community of Practice – Online

## VISION WEBINARS

NDS has commenced running a series of webinars for members on operationalising our Industry Vision for Supported Employment.

[Link to Powerpoint slideshow - Community of Practice 29 September 2021 - Making the Vision a Reality](#)

## LEARN MORE

[BUYABILITY IMPACT TOOL](#)

[BUYABILITY SUCCESS STORIES](#)

[SHARE YOUR STORY](#)



# Social Procurement

## BuyAbility

...increasing employment opportunities of people with disability through socially responsible procurement opportunities.

The BuyAbility Website enables government and business to identify and source BuyAbility Social Enterprises nationally searching by location and business category.



BuyAbility connects Social Enterprises with businesses across Australia. We find the perfect suppliers for a job, and assist in providing employment opportunities for people with disability. We are experts in building great B2B relationships throughout Australia with over 600 locations across the country. [Read more →](#)

### Do Business With Social Enterprises



### What Are Social Enterprises



### Who Uses Social Enterprises

- GOVERNMENT SECTOR >
- PRIVATE ENTERPRISES >
- CASE STUDIES >



# Social Procurement

## BuyAbility

Social Procurement Information, Templates & Tools



### Articles and Guides

Recommended reading to help win tenders, including links to the social procurement guidelines & information for the different State Governments/Territories & Federal Government.

[View Articles and Guides >](#)

### LEARN MORE

[PRO-BONO AUSTRALIA WEBINARS](#)

[NSW GOVERNMENT BUSINESS CONNECT WEBINARS AND EVENTS](#)



# Social Procurement

## Social Traders

We have connected over 120 Business and Government Members with more than 450 Certified Social Enterprises.

This has generated \$222m in trade, creating a range of impacts from jobs, training, community services, charitable donations and positive environmental outcomes.

## We unlock business for good in three ways



### Support business and government

We enable business and government to create positive impact by deeply integrating Social Enterprises into their supply chains.



### Grow Social Enterprise

Certifying and strengthening Social Enterprises throughout Australia. Connecting them with Business and Government Members who are ready to buy.



### Advocate

We advocate for government and business policy and practice that supports Social Enterprise Procurement.

*We create a more inclusive and equitable Australia by making buying from Social Enterprise the norm.*



# New Business Opportunities

Steve Betinsky, General Manager Employment & Enterprises  
OC Connections

Steve's career in senior leadership spans for-purpose and for-profit organisations across a diverse range of sectors.

Before moving into the not-for-profit sector, Steve held senior leadership roles within the corporate sector including, General Manager Transaction Banking at National Australia Bank, Head of Payments Solutions at NAB, and Operations Manager, Telstra National Activations Centre.

Steve then became the GM of the Asylum Seeker Resource Centre (ASRC) and then Director, Social Enterprises, ASRC.





# About OC Connections

*OC Connections Enterprises (OCCE) provides a range of specialised and innovative employment services across Melbourne.*

*Services include:*

- supports in employment,*
- career planning and goal setting,*
- skills training,*
- job placement and*
- work experience opportunities*

*Provide opportunities for work, training and skill development in a professional commercial environment across a range of workplace settings.*



# About OC Connections

*We .....build ongoing, mutually beneficial relationships with our commercial customers by delivering on our promise of value, quality and timeliness.*

*Our 2000m2 multi-purpose Oakleigh South premises, combined with over 115 experienced and flexible staff, enables OCC Enterprises to deliver your packing, general assembly, light manufacturing and administration projects – large or small – on time and on budget.*

*Our mobile fleet clean and administration teams can also do this onsite at your premises.*

*Each year OCC Enterprises provides commercial services to over 50 businesses across Australia, creating over 118,000 hours of meaningful employment for people with a disability.*



# Business Development Questions

1. How do you weigh up the balance between purpose and profit? sustainability margin
2. Tell us about the challenges of the opportunity and any internal barriers?
3. With developing a pipeline of work, what are your KPI's and how do you report?

For everyone to consider – are there national social procurement opportunities that could benefit from a consortium bid across multiple social enterprises?



# Investing in Business Development

People - empowering the right people in crucial roles

Culture - profit, purpose plus a culture of commerciality

Tools - setting KPI's, monitoring performance and enabling contribution from others

Solutions focused - to customer problems that result in mutually beneficial commercial transactions

For everyone to consider – *how well does your organisations business development approach compare?*



# Next CoP – 30<sup>th</sup> November

1. Based on your input and voting of future content
2. Plenty of time to continue voicing your opinion on what future content you would like to see, so please continue to send these through (Paul Musso distributed this document 30<sup>th</sup> September, and we have collated many responses)
3. For November – please vote in chat before the end of today's session, your preference:
  - A. Pricing readiness case study – Keogh Bay tool
  - B. Employment pathways
  - C. Business partnerships with a sales focus



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Andrew Hamilton  
Social Scaffolding

