

**BUSINESS TRANSACTION PROCESS and COUNCIL INFLUENCE POINTS (Oct 2012)**

**OPEN for BUSINESS OBJECTIVES**

- High levels of customer satisfaction translating into investment activity in the region
- International reputation as an easy place to do business

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→	→	→	→	→
<b>TRIGGER</b>	<b>RESEARCHING</b>	<b>DECISION-MAKING</b>	<b>PLANNING</b>	<b>OPERATIONAL</b>
Promotions Media Delegations Business Relationship	Statistical information Property Information Rules & Regulations Business support Finance	Business case developed Board/shareholder process Due diligence	Technical requirements Finance Consenting Regulatory processes Personal/family needs	Staff requirements Procurement Business networks
<b>CONTACT POINTS</b>	<b>CONTACT POINTS</b>	<b>CONTACT POINTS</b>	<b>CONTACT POINTS</b>	<b>CONTACT POINTS</b>
Internet/Media Trusted individuals Promotional Events	Internet Real Estate Agents Banks Regulatory bodies Business organisations EDAs Consultants	Personal visit/meeting Trusted friends/advisers Banks Mayors/Councils Government agencies	Councils Government agencies Technical and property services Banks Trusted friends/advisers	HR companies EDAs Business Organisations Consultants
<b>COUNCIL ACTIVITY</b>	<b>COUNCIL ACTIVITY</b>	<b>COUNCIL ACTIVITY</b>	<b>COUNCIL ACTIVITY</b>	<b>COUNCIL ACTIVITY</b>
City/Regional Marketing International delegations Promotional material Targeted visits/missions	Information provision Business support services	Information provision Business support services Visitations	Consents and licensing Infrastructure services Facilities & services Information sources	Business services City activities/events
<b>BARRIERS</b>	<b>BARRIERS</b>	<b>BARRIERS</b>	<b>BARRIERS</b>	<b>BARRIERS</b>
No regional positioning Disaggregated activities	No single source of business information Different requirements and databases across the region for same enquiry.  No regional spatial plan.  Limited support services to undertake research on behalf of.	No single voice – sub regional competition promoted.	Regional variance in quality of service, nature of processes and differing rules/standards.  Difficulty in dealing with multiple jurisdictions - no single source of regional planning and regulatory information.	Timeliness of supply  Dealing with multiple councils  Easy access to information/data
<b>SOLUTIONS</b>	<b>SOLUTIONS</b>	<b>SOLUTIONS</b>	<b>SOLUTIONS</b>	<b>SOLUTIONS</b>
Regional approach to international programme and hosting  Regional business marketing  Internationalisation of major events/activities  Joint activities with MFAT/Immigration	Regional business and information portal (or link to business.govt site)  Spatial plan including map of commercial zones and properties.  Regional information publications for common processes and practices (eg building consent)	Regional business support programme. Agreement that “investment” in the region benefits all.	Advocate to Government regulatory and standards changes that would result in “business-friendly” practices.  Regional spatial planning and related information layers eg. demographics, labour market, property sales	Individual councils to determine