



# Supply Nation's Drive program

## A national capability support program for Indigenous businesses

Proudly supported by the Commonwealth Bank, Drive is a nationwide capability support program, aimed at helping eligible Aboriginal and Torres Strait Islander businesses learn how to navigate tender preparation, contract negotiation and post contract responsibility, all with the guidance of industry experts.

### Module 1: Preparing your bid

This module is designed to assist suppliers' understanding of the procurement process and tender functions in order to prepare a competitive and compliant proposal.

### Module 2: Agreeing the contract

This module is designed to assist suppliers' knowledge of the procurement contract and process, including negotiating, forming and signing.

### Module 3: Delivering the contract

This module explores contract management from the kick-off and implementation process, contract delivery through scope changes and variations, and essential contract administration requirements.

### Module 4: Beyond the contract

This module helps to ensure suppliers focus on their existing contractual client while commencing continuous planning processes, and using the learnings from that contract for the next opportunity.

## To attend Supply Nation's Drive program, participants must meet the following criteria:

1. Be a Supply Nation Registered or Certified Indigenous business
2. Be actively pursuing tender opportunities
3. Seeking to improve their chances of winning business

If you are an Indigenous business interested in attending Drive, log in to your [supplier portal](#) to view the upcoming sessions. Drive training is delivered online and is accessible for all businesses across the country.

To find out more about Drive, visit: [training.supplynation.org.au/course/drive](https://training.supplynation.org.au/course/drive) or email [training@supplynation.org.au](mailto:training@supplynation.org.au)