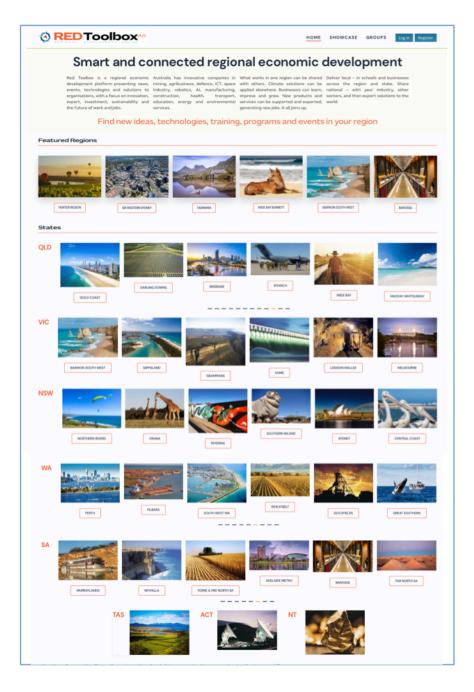


# How to use the RED Toolbox in your region

The RED Toolbox is a regional economic development platform, mapped to the 52 regions, 8 states and Territories, 19 industry sectors and 400 business categories across Australia. The toolbox has a national showcase of productive industries, video library and groups - www.redtoolbox.org

Each region has a listing page with contact details, economic focus, brokers, key businesses and a range of capability building tools – events, groups, training, projects, innovation, export, sustainability, investment, future of work and jobs, and a full list of regional brokers and businesses.



Each region encourages its networks to signup for Free, join groups, attend events, upgrade to a custom listing for promotion and export (\$330), and engage with businesses, customers and high schools for the overall economic benefit of the region.

#### The RED Toolbox delivers:

- A showcase of 5,000+ organisations across Australia's key productive industries
- Export showcases for 20 overseas markets
- Groups allowing industry networks, association and hubs to collaborate and share
- Promotional outreach through virtual and actual events local and national
- Connection to all high schools across Australia

#### What are the benefits for a business?

Businesses can join Groups, engage by email, attend events and browse information on innovation, sustainability, export, future of work and investment in the Workshop video library.

FREE LISTING: Businesses get a free BASIC listing, which allows them to manage contact details, add images to the image gallery, 2 video links, and join groups.

CUSTOM LISTING: Option to upgrade to a CUSTOM listing - \$330 pa, which allows 15 images, 5 video links, 10 attachments, listing in 2 categories, and a button providing engagement requests from potential customers, and can create 1 Group.

NATIONAL SHOWCASE: Organisations are listed in the Showcase – a national "shop window" of products and services – "3 clicks to find anything".

EXPORT SHOWCASE: Each organisation is included in Export Showcases (according to category) – an international "shop window" to overseas buyers in Australian export markets.

INNOVATION: Organisations can use the Video library to find information on innovation, sustainability, climate action, education and training, export, future of work and jobs, and investment.

GROUPS: Custom listings can also create a Group, which can be used commercially to engage with customers (Public, Private, Invite Only) – Groups can be organised with videos, brochures, case studies, and posts explaining products and services in depth.

EVENTS: Custom listings can create Events, which can be promoted in the platform as well as through traditional email and social marketing. Events can then be posted in an organisation's Group for further use.

COLLABORATION: Organisations in a region can join the region's networking ACTION Groups to engage with other businesses in a region or beyond.

STUDY & JOBS: Organisations can engage with local high schools – principals and careers advisors to offer work experience, company tours, explanation of future study and job opportunities.

REGIONAL ECONOMY: Organisations can engage in network discussions with a wider network within the region, outside the region and even outside the state.

### What are the benefits for councils and other regional brokers?

Councils, industry associations, incubators and other network brokers can use the platform for the benefit of their existing economic and social networks and members, and to connect with other networks within the region and beyond.

The platform provides a collaboration framework mapped to Australian industries, regions, states and supply chains. The framework includes high schools, universities, TAFEs and other training organisations, finance and investment, as well as our productive industry sectors.

Councils and regional brokers can create interest groups, publish useful information and the invite their networks to sign on to the platform for free – BASIC listing. Businesses can then decide to upgrade to a CUSTOM listing if that option is of interest.

BROKER LISTING: Councils and other regional brokers (organisations managing networks) have a Broker listing - \$550 pa, which allows 50 images, 15 video links, 50 events, 60 attachments and the option to create 5 groups for collaboration and networking.

NATIONAL SHOWCASE: Regional brokers can ensure their "key businesses" are listed in the Showcase – a national "shop window" of products and services – "3 clicks to find anything".

EXPORT SHOWCASE: Regional brokers can ensure their network members are included in Export Showcases (according to category and export readiness) – an international "shop window" to overseas buyers in Australian export markets.

INNOVATION: Regional brokers can promote content in the Video library to help local businesses and high schools find information on innovation, sustainability, climate action, education and training, export, future of work and jobs, and investment.

GROUPS: Regional brokers can create 5 Group, which can be used to manage different sectors and/interest groups (using Public, Private, Invite Only groups) – Groups can be organised with videos, brochures, case studies, and posts explaining products and services in depth.

EVENTS: Regional brokers can create 50 Events, which can be promoted in the platform as well as through traditional email and social marketing. Events can then be posted in any of the regional broker's Groups for further use.

COLLABORATION: Regional brokers can join any of the region's networking Groups to engage with other businesses and organisations in a region or beyond - statewide networking and national networking.

STUDY & JOBS: Regional brokers can engage with local high schools – principals and careers advisors to consider how work experience, company tours, explanation of future study and job opportunities can benefit students, parents, businesses and networks at the regional level.

REGIONAL ECONOMY: Regional brokers can engage in network discussions with a wider network within the region, outside the region and even outside the state.

## What are the benefits for high schools?

High schools can use the platform for the benefit of students, teachers and parents, to connect to information resources, and to business groups for explore skills needs, career and study options as well as local work experience and industry tours.

FREE LISTING: High Schools get a free BASIC listing, which allows them to manage contact details, add images to the image gallery, 2 video links, and join groups.

CUSTOM LISTING: Option to upgrade to a CUSTOM listing - \$330 pa, which allows 15 images, 5 video links, 10 attachments, listing in 2 categories, and can create 1 Group.

NATIONAL SHOWCASE: High Schools are listed in the Showcase – a national "shop window" of products and services – "3 clicks to find anything".

INNOVATION: High Schools can use the Video library to find information on innovation, sustainability, climate action, education and training, export, future of work and jobs, and investment. Teachers can provide links to for student study support.

GROUPS: High Schools can also create a Group, which can be used commercially to engage academic organisations and businesses (Public, Private, Invite Only) – Groups can be organised with videos, brochures, case studies, and posts explaining interests in depth.

EVENTS: High Schools can create and publish Events, which can be promoted in the platform as well as through traditional email and social marketing. Events can then be posted in an organisation's Group for further use.

COLLABORATION: High School representatives (principals, career advisors) in a region can join the region's networking Groups to engage with other organisations in a region or beyond.

STUDY & JOBS: High Schools can engage with local businesses and other high schools – principals and careers advisors to discuss work experience, company tours, explanation of future study and job opportunities.

REGIONAL ECONOMY: High Schools can engage in network discussions with a wider network within the region, outside the region and even outside the state.

## What are the benefits for government and large organisations?

State and Federal government departments, large organisations and corporates can use the platform to extend the reach of traditional and social networks, for the benefit of their existing economic and social networks and members, and to connect with other networks within the region and beyond.

The platform provides a national collaboration framework mapped to Australian industries, regions, states and supply chains. The framework includes high schools, universities, TAFEs and other training organisations, finance and investment, as well as all major productive industry sectors.

ENTERPRISE: An Enterprise partnership - \$8250 pa, allows multiple listings, multiple Groups, 100 images, 20 video links, unlimited attachments, and unlimited events. Organisations can instead decide to become a sponsor – see Sponsorship brochure for details.

NATIONAL SHOWCASE: Enterprise partners are listed in the Showcase – a national "shop window" of products and services – "3 clicks to find anything".

INNOVATION: Enterprise partners can promote content in the Video library to help local, state and national businesses and high schools find information on innovation, sustainability, climate action, education and training, export, future of work and jobs, and investment.

GROUPS: Enterprise partners can create unlimited Groups, which can be used to manage different sectors and/interest groups (using Public, Private, Invite Only groups) – Groups can be organised with videos, brochures, case studies, and posts explaining products and services in depth.

EVENTS: Enterprise partners can create unlimited Events, which can be promoted in the platform as well as through traditional email and social marketing. Events can then be posted in any of the partner's Groups for further use.

COLLABORATION: Enterprise partners can join any of a region's networking Groups to engage with other businesses and organisations in a region or beyond - statewide networking and national networking.

STUDY & JOBS: Enterprise partners can engage with high schools – principals and careers advisors to consider how work experience, company tours, explanation of future study and job opportunities can benefit students, parents, businesses and networks.

REGIONAL ECONOMY: Enterprise partners can engage in network discussions with a wider network within the region, outside the region, outside the state and nationally.

## A Collaborative platform

The platform allows councils, RDAs, states and federal government, and corporates to support collaboration, networking, sharing and communication across 50 regions. Plus connect industry associations, networks and hubs, and academic institutions and research agencies across all productive industry sectors and supply chains.

## Regional Engagement

- Each regional contact confirms and updates the selection of brokers and leading businesses in the region. Email updated list to RED Toolbox for inclusion...
- Invite regional brokers and businesses to register, complete listing details and create
  Groups. Encourage brokers and businesses to post content relevant to the region's groups...
- Encourage brokers to invite their local networks to sign up (Basic or Custom) and complete a listing and join groups...
- Begin local events use local/other business experts to deliver presentations on export, technology, climate action, skills training, innovation, cybersecurity and other relevant subjects...
- Publicise national events program presentations from other regions and/or subject matter experts in universities, corporate, CSIRO, government etc...
- Promote to regional high schools, outlining the value of presentation subjects to students study, climate action, jobs, training etc...
- Publish regional projects illustrating evidence and success— climate action, jobs creation, startups etc Publicise locally and to other regions. Encourage brokers to connect and engage with other brokers with common interests...
- Promote state and national events export, innovation, climate action...
- Review usage analytics and modify events, promotions and training options accordingly...

The RED Toolbox is a national platform that is able to support a wide range of local, regional and sectoral interests at the same time as providing a collaborative framework for national networking and sharing – for increasing innovation, investment, climate action, export and managing the challenges on the future of work and jobs.

National events can be delivered in a region and then shared nationally providing a cost effective and efficient way to stimulate and support business and regional economic development activity.

#### **RED Toolbox tools**



**Events:** Events posted by regional brokers, region and sector groups and commercial and non-commercial solution providers.

A program of events – live, hybrid and online – focused on key growth sectors in the region.

Events cover a program of different themes every month - innovation, water, sustainability, robotics, food security, health, future industries, machine elearning/AI, energy, aged care, cybersecurity, assistive technology, export etc.



**Groups:** Groups created by regional brokers and by businesses with a Custom subscription. Groups enable discussions and events for group members. All group updates are shared with group members by email.



**Training:** Training options - Vocational Training (VET), and Academic providers — AI, Coding, Cybersecurity, Manufacturing 4.0, Robotics, Export, Tourism, Entrepreneurship, Water, Environment, Automotive, Energy and Waste.



**Projects:** Brokers can post project outlines for the benefit of other regions. Project aims, methods and results can be shared for cross-regional economic development.



**Brokers:** Full list of regional brokers – government, RDA, council, incubator, university, TAFE, peak body etc



**Businesses:** Showcase of regional businesses and other organisations.











**Innovation:** Information resources and links to CRCs, CSIRO, Universities, AI, Space and Robotics clusters, Climate action, Startups and other organisations focused on new technology and strategies.

**Export:** Information resources and links to export agencies re export markets and opportunities, export readiness training and Austrade and State Export offices.

**Sustainability:** Information resources and links to climate action, circular economy strategies, universities, government and other environmental agencies.

**Investment:** Information resources and links to venture capital organisations, plus government grants and assistance.

**Future of work:** Information resources and links to information on industries most impacted by digital disruption. Outlines the technologies that are creating disruption to all industry sectors – with threat and opportunity described.

Of 19 industry sectors, half are seriously challenged by the impact of software, AI and robotics to traditional jobs and activities.

Digital disruption creates the demand for new skills across all industries.

This information is relevant to businesses of all sizes as well as to high schools, teachers and parents in regions across Australia.

## **Regions**



Each region has a listing page with contact details, economic focus, brokers, key businesses and a range of capability building tools – events, groups, training, projects, innovation, export, sustainability, investment, future of work and jobs, and a full list of regional brokers and businesses.

The RED Toolbox provides the tools to manage a region and its organisations (businesses, NFPs, high schools, universities, TAFEs and others).

The platform segments the economy into industry sectors, matched to a range of capability building tools – events, groups, training, projects, innovation, export, sustainability, investment, future of work and jobs.

The tools can be used by organisations in a sector or by organisations delivering products and services to the sector – government, associations, banks and insurance, commercial and corporate.

## **RED Toolbox - Engagement**

The RED toolbox provides all states, sectors and 52 regions with a variety of ways to help improve regional capability – using a range of tools – events, groups, training, links to more brokers and businesses in the region, plus customised knowledge resources – innovation, export, investment, sustainability and future of work.

These tools offer connection to other national expert resources selected to align with each region's economic strategy and focus. Events can be local for businesses, groups or national. Messages can be customised to local businesses, organisations and groups. Government grants and programs can be incorporated and targeted to each region.

### **Engagement with the platform**

Each region includes a wide range of businesses and business brokers - government, academic, incubator and industry association etc with differing interests – business development, economic development, export, environment, skills and training.

*Individual businesses* can use the platform to showcase and promote a product or service, engage with other organisations and a wide range of services.

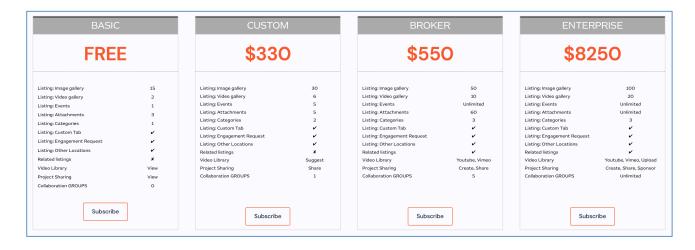
**Brokers** can use the platform to support business improvement by organisations in their regional networks, connect their networks to others, both inside and outside the region, and for collaboration and sharing.

**Large organisations, corporates and government** can use the platform to increase resilience and capability in sectors, regions and supply chains, and improve export readiness, cybersecurity, digital capability and workforce skills.

### **Signup Options**

There are four subscription options – Basic (FREE), Custom (\$330), Broker (\$550) and Enterprise (\$8250). Corporates can instead decide to become a sponsor – see brochure for details.

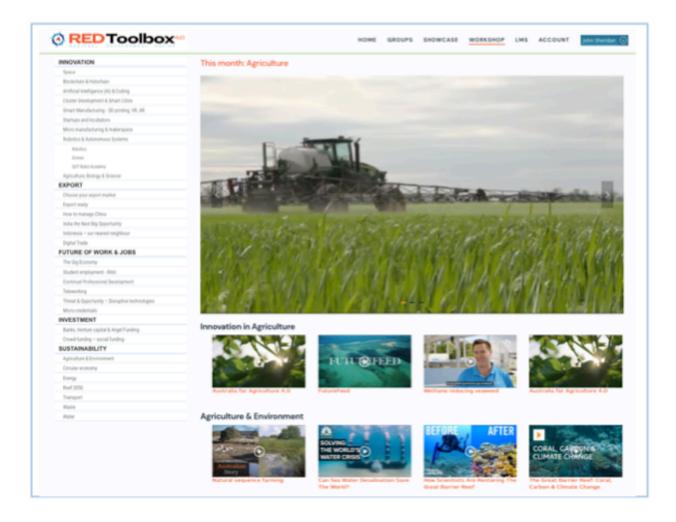
Each subscription provides a different level of engagement within the platform and usage across the region, sector or state.



## **Video Library**

The Video Library page provides a wide selection of videos and projects organised by theme – Innovation, Export, Future of Work, Investment and Sustainability.

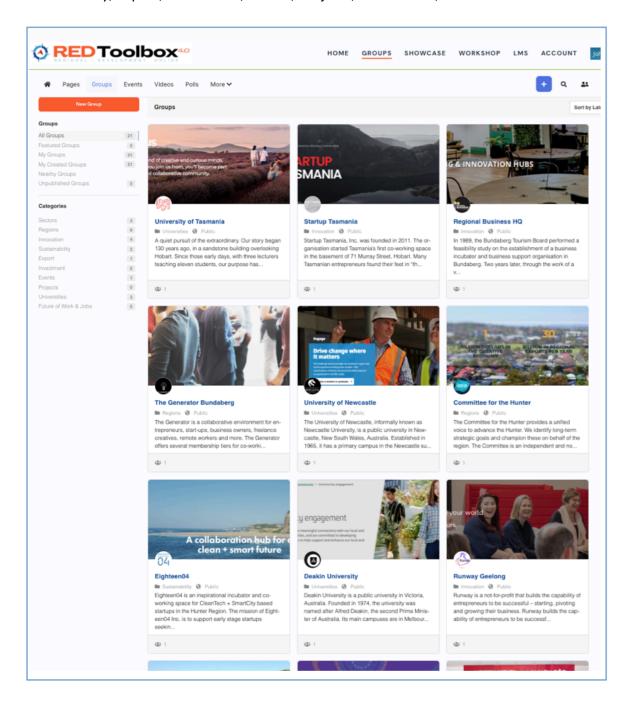
Event Program presentations are stored in the Library for use by all organisations registered in the platform.



Events can be delivered targeting one region, stored and then shared with all other regions with similar economic objectives, with high schools or with all regions across Australia.

### **Groups – Strategy and Action**

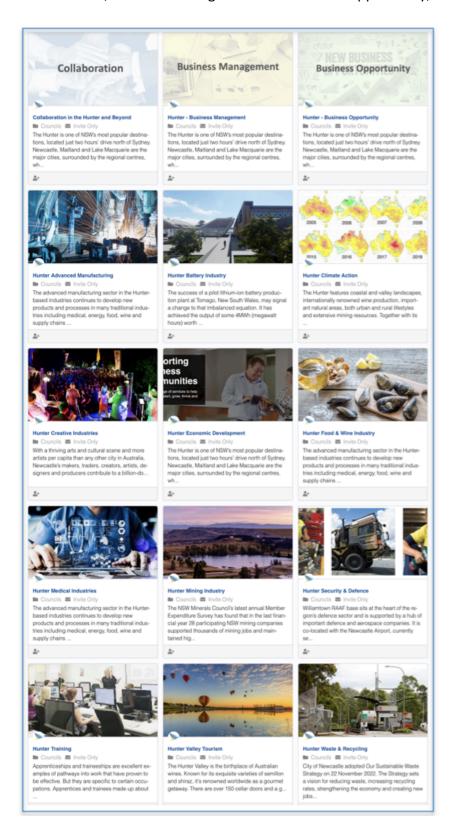
STRATEGY groups can be created and listed in different categories – Sectors, Regions, Innovation, Sustainability, Export, Investment, Events, Projects, Universities, Future of Work and Jobs.



Groups can be – Public (anyone can join the group and does not require approval), Public Group (requires moderation to join), Private Group (Users need to request to join), Invite Only Group (Only group members can invite other users to join. These groups will not appear in search results)

ACTION group pages – show groups related to the 52 regions across Australia. Groups will vary from region to region based on economic focus.

The example below – Hunter region includes 12 industry sectors and 3 management groups – collaboration, business management and business opportunity, which are in all regions.



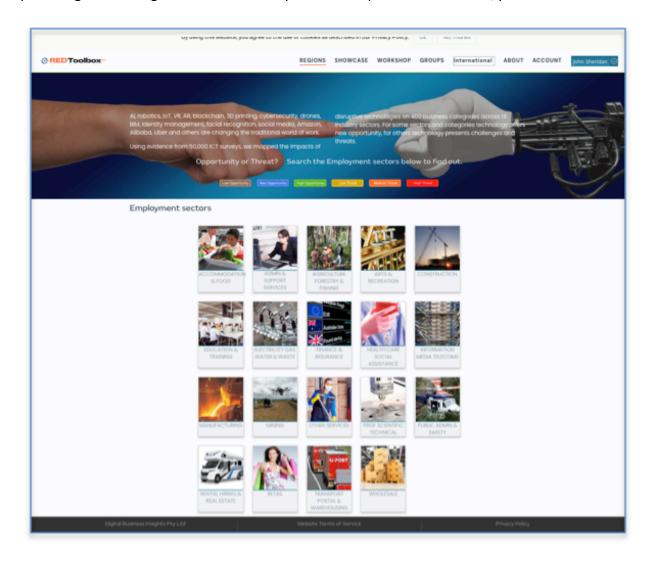
## **Export**

During COVID, the RED Toolbox was configured for Austrade to support Australian Food & Beverage Exporters at the Foodex event in Tokyo. The Japan Showcase is still in use by over 400 Japanese buyers on a regular basis. The RED Toolbox Export page presents the Japan showcase, the major export agencies and the new Australian Agribusiness and Food Showcase (link on the main toolbar).



## **Future of Work and Jobs**

The Future of Work and Jobs page presents the impact of disruptive technologies on 19 industries, illustrating which sectors and business categories are challenged and which are enhanced, providing useful insights into future study and work options for students, parents and SMEs.



## Contact

For more information, contact

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CEO

**Digital Business insights** 

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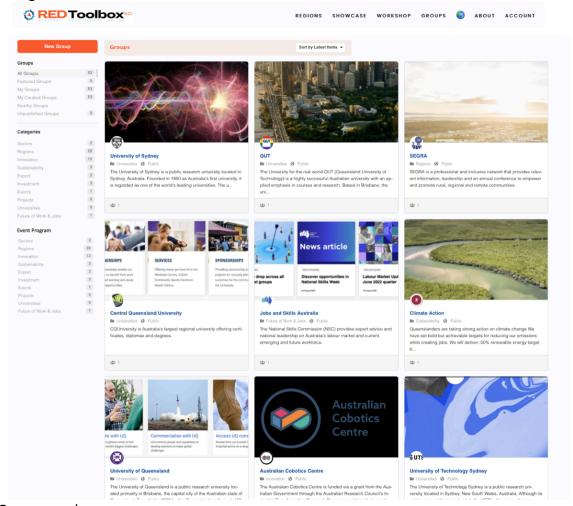
## **Appendix: How to use Groups**

RED Toolbox Groups - <a href="https://www.redtoolbox.org">https://www.redtoolbox.org</a> allow users to collaborate with other users on the platform. People have to sign up (Free) to the platform to join Groups.

Groups are divided into Strategy groups and Action groups.

STRATEGY groups – sectors, regions, innovation, climate action, energy, resources, export, projects, housing & investment, universities and future of work and jobs.

ACTION groups – present groups related to the 52 regions across Australia. This varies from region to region based on economic focus.



Groups can be...

Public - Any signed-up user can join without approval...

**Public (Require moderation to join)** – any user can join the group but will require approval from the group admin...

**Private** - Users will need to request to join this group...

**Invite Only** – only group members can invite other users to join. These groups do not appear in search results.

## **How to use Groups**

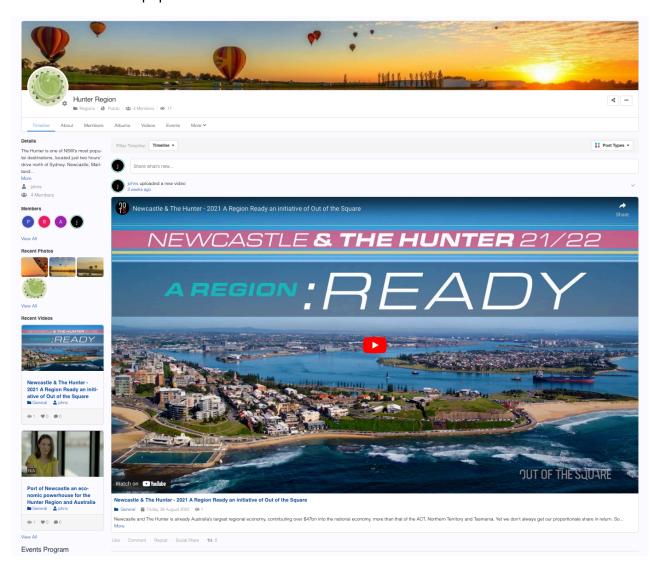
Identify people to invite into your Group and then invite them by using the two options in the boxes below the picture panel at the top of each group page...



The box on the left "Share this" allows you to invite new people through social media platforms, or by putting an email address and message into the Recipient Box.

The box on the Right with three dots in a line lets you invite people already signed up.

Group members can post comments, start discussions, add pictures to albums, videos, events and more. But the most popular use is for comments and discussions.



#### Start a discussion

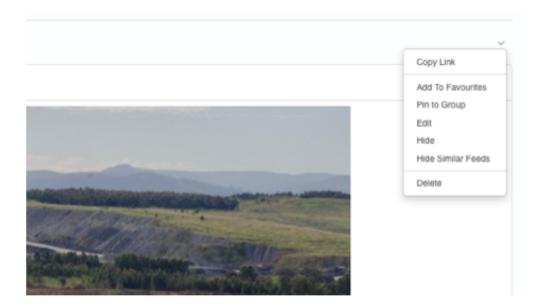
Choose Groups that are of interest and join. Group members can post comments and start discussions. Click in the "Share what's new" box to start a discussion. Group members can make a short Post (using the Blue pencil image below) or Start a Group Discussion (using the Discussion "speech bubbles" image).



Group members are automatically informed about any new post or group discussion by email.

#### Edit a discussion

The Edit tab is accessed through the box below the small arrow on the right hand side of the discussion panel, allowing content to be edited, images to be uploaded and video links to be added.



Once somebody joins a Group, they do not need to visit the platform again to be kept up to date.

RED Toolbox members can join as many Groups as are relevant to interest.

Because the structure of Groups in the platform reflects the Australian economy, Groups provide a framework for meaningful collaboration on key themes – innovation, investment, export, jobs and sustainability.