



STEP 04

**Simplify the
Complexity**

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**MAKE YOURSELF
KNOWN**



Once you have understood how supply chains work, and how big customers think, the next step is to work on your pre-qualification requirements.

50% of small business owners tell us they have trouble, "Getting all the stuff in one place".

43% tell us that, "Finding the time and money to meet all the requirements".

As a minimum you must offer competitive pricing, quality, and on-time delivery for supply to a major project. We help you to have the best chance of entering and gaining long-term access to major project supply chains. Step 3 establishes how your service or product adds value to the project, developing established business systems, dealing with unexpected issues, using innovation to improve efficiency in the project supply chain network.

**CONNECTING SMALL
BUSINESS TO BIG
BUSINESS**



5-STEP PROGRAM

