

A high-angle photograph of a diverse group of people huddled together, with their arms reaching towards the center. A thick, white, hand-painted style circle is drawn over the group. A semi-transparent blue circle is positioned over the top half of the white circle, containing the text 'NESA INDUSTRY PARTNERS'.

# NESA INDUSTRY PARTNERS



**Creating a  
Competitive Edge**

---

## NESA Industry Partners

Becoming a NESA Industry Partner is an opportunity for your organisation to be directly positioned for information, communications and sales in the employment services sector.

This sector delivers government-funded programmes to help Australian job seekers into work. These programmes include:

1. jobactive, with a national registered caseload of around 750,000 people.
2. Disability Employment Services, with a national caseload of around 190,000 people.
3. Community Development Programme, with a national caseload of around 35,000 people.

In total, these programmes collectively represent around \$2.5 billion per annum in government spending.

The National Employment Services Association is the peak body for the employment services sector. Our members hold contracts for the above programmes, as well as for other related programmes contracted out by the Commonwealth Department of Jobs and Small Business, the Department of the Prime Minister and Cabinet (Indigenous programmes) and the Department of Social Services (disability programmes), as well as State and local programmes.

NESA members collectively hold the majority of government contracted business. Members are both for-profit and not-for-profit organisations and are located in all States and Territories in remote and non-remote areas.

Becoming a NESA Industry Partner will help you to understand this large and growing contracted market and to communicate and develop relationships with its contracted providers.



# NESA INDUSTRY PARTNER PROGRAMME



## NESA Industry Partner Programme

Employment services are a sector undergoing constant change and innovation. With over 3,300 sites in operation across Australia and an estimated 30,000 staff delivering services to a caseload of roughly 1 million people, employment services are in the market for a wide range of services and products. The sector has matured to become a highly competitive driven market where organisations are continually exploring new opportunities to enhance their overall performance and delivery of contracted services. The sector represents a unique opportunity for innovative organisations to promote their individual services and products.

NESA is committed to developing strategic business partnerships that will complement our members' needs for cost-effective quality goods and services, as they seek to provide employment services in an increasingly competitive environment.

### NESA Industry Partnerships suit organisations such as yours, who seek:

- Direct brand and product exposure to our members and access to the key decision points in these organisations
- Exclusive opportunities to network with NESA members (a competitive edge for your business)
- Unparalleled opportunities to promote key aspects of your business directly to our members
- Unique access to industry developments ensuring your organisation has an in-depth understanding of the market environment

### Partnership Benefits:

- Networking – explore new business relationships and opportunities across our sector both through our membership and our other industry partners.
- Corporate Events – access to NESA corporate events, giving your business the opportunity to increase their profile across the employment services sector.
- Marketing & Branding – be at the forefront of the employment services sector with access to NESA's 30,000-strong employee membership pool.
- Sector News – access to NESA exclusive sector news updating the latest policy and sector news, business opportunities and political analysis.
- Exclusive Offers – access to an exclusive platform to market your unique services and products to NESA members.

# NESA INDUSTRY PARTNERSHIP LEVELS

## NESA Industry Partner Programme

NESA offers four levels of industry partnership:

PLATINUM (EXCLUSIVELY FOR MAJOR PARTNERS)

GOLD

SILVER

BRONZE

| CATEGORY   | BRONZE    | SILVER     | GOLD    | PLATINUM              |
|--|-----------|------------|---------|-----------------------|
| Profile on NESA Website  | √         | √          | √       | NEGOTIATED CONDITIONS |
| Account Management Meetings  | Quarterly | Bi-Monthly | Monthly |                       |
| Discount NESA National Conference Registration (2 delegates)           | 25%       | 35%        | 50%     |                       |
| Discount NESA National Conference Dinner (2 delegates)                 | 25%       | 35%        | 50%     |                       |
| Discount NESA National Conference Exhibit Booth                        | 25%       | 35%        | 50%     |                       |
| Registered for NESA Newsletter   | √         | √          | √       |                       |
| Annual Champion's Reception  |           |            | √       |                       |
| Invitation to host or attend Corporate Events                          |           |            | √       |                       |
| Access to NESA Leadership Forums                                       |           |            | √       |                       |
| Present workshop at NESA National Conference                           |           |            | √       |                       |
| Ability to place forward exclusive offers to NESA members through NESA |           |            | √       |                       |
| Access to other NESA Industry Partner Services                         |           | √          | √       |                       |
| Invite to attend NESA Annual CEO Dinner                                |           |            | √       |                       |
| Direct Marketing to Business Development Opportunities                 |           | √          | √       |                       |

# NESA INDUSTRY PARTNERSHIP INVESTMENT

## NESA Industry Partnership Investment

NESA Industry Partnerships represent a strategic investment from organisations that want to gain a competitive edge across the employment services sector.

To become a NESA Industry Partner your organisation will need to submit a formal application that is subject to approval from NESA's Board of Directors. If your organisation is accepted as a NESA Industry Partner, an annual registration fee will apply.

All NESA Industry Partnerships are subject to a 10% commission fee that is triggered once the business relationship exceeds the annual investment of registration.

## NESA Industry Partnership Fees

|                                      |   |  |  |
|--------------------------------------|---|--|--|
| <b>PLATINUM</b><br><b>Negotiable</b> | <b>GOLD</b><br><b>\$11,000</b><br>(GST inclusive) | <b>SILVER</b><br><b>\$8,250</b><br>(GST inclusive) | <b>BRONZE</b><br><b>\$5,500</b><br>(GST inclusive) |
|--------------------------------------|---|--|--|

## NESA Industry Partnership Application Form

Click the link below to complete your online application form:

<https://nesaltd.wufoo.eu/forms/nesa-industry-partner-application/>

# #weR4jobs

---

NATIONAL EMPLOYMENT SERVICES ASSOCIATION LTD

---

ACN 079 065 428 | ABN 69 079 065 428

## MELBOURNE OFFICE

Level 8, 20-22 Albert Road  
South Melbourne VIC 3205 Australia

**PHONE** +61 3 9624 2300

**EMAIL** [nesa@nesa.com.au](mailto:nesa@nesa.com.au)

**WEBSITE** [nesa.com.au](http://nesa.com.au)

## SYDNEY OFFICE

Level 1, 33-35 Belmont Street  
Sutherland NSW 2232 Australia

**PHONE** +61 2 9119 3090