



# NESA INDUSTRY PARTNERS



nesa  
national employment services association

Creating a  
Competitive Edge





As the peak body for the Australian Employment Services Sector, NESAs is continually exploring how we can support our members in their daily delivery of contracted services. Our Industry Partner Program plays a central role in this commitment.

NESA understands both the rewards and the challenges that Employment Services Providers face in assisting job seekers into sustainable employment. In this context, we are proud of our select group of quality **NESA Industry Partners** and the value they add for our Members.

Our national network of industry professionals enables Members to access services which complement the delivery of contracted employment services across all key program areas.

NESA is committed to developing a resource pool of suppliers that gives our Members immediate access to cost competitive, customised and responsive services, as well as to offering exclusive and valuable professional opportunities to our Partners.

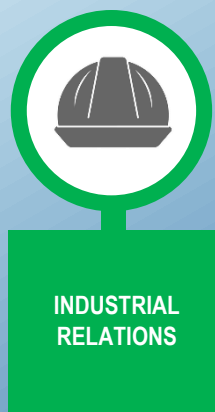
# Industry Partner Program

**The employment services sector is a highly competitive and driven market where organisations are continually innovating and enhancing their delivery.**

With more than 4,000 sites in operation across Australia and an estimated 36,000 staff delivering services to a caseload of around 1 million people, the Australian employment services sector is a significant entity in the Australian economic landscape. Like any complex industry, the Employment Services Sector requires a wide range of products and services to remain effective in its daily operations.

We are committed to developing relationships that will support our Members in their daily operations as well as providing our Industry Partners with privileged access to a large and dynamic market through targeted communications, brand placement and direct participation in NESAs events with national and international scope, as well as direct marketing opportunities with member decision-makers.

Through our **Industry Partner Program**, NESAs maintains a national list of suppliers that we actively connect with our Members to provide value in both directions.



# Industry Partner Benefits

## Privileged access to a large and dynamic industry

NESA Industry Partners enjoy a range of benefits including:

- Regular promotional appearances in NESA communications
- Brand visibility and professional profile on NESA's webpage and in event-related communications
- Price reductions on National Conference registrations and trade exhibit stands
- Opportunities to host workshops at the National Conference
- Direct access to decision-makers across the sector
- Inclusion in Member-only communications

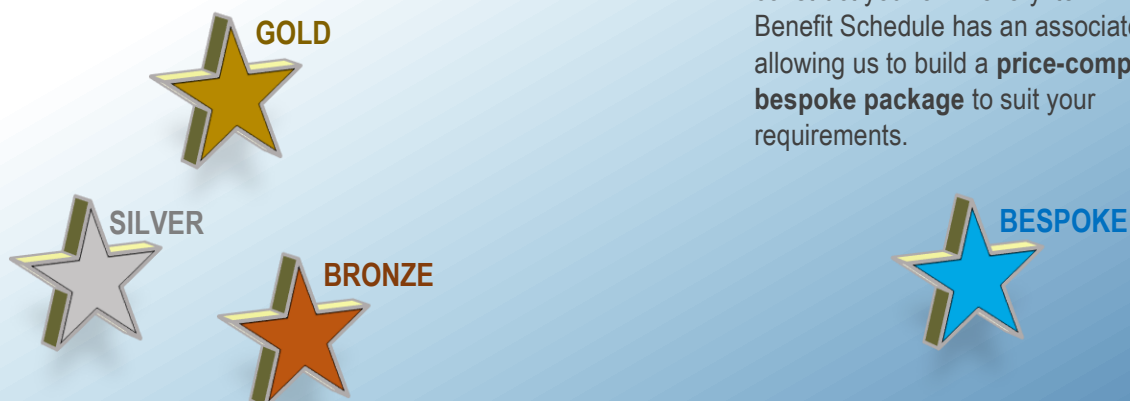
NESA selects our Partners carefully, and all applications are subject to Board approval. In this way, we can assure minimal competition between Partner organisations – each NESA Industry Partner ideally fills a niche that is not covered by any other partnership. **NESA Industry Partners** hence form a mutually supportive family, and can and do cooperate with each other in ways that benefit Members and Partners alike.

All Partners benefit from personalised account management and regular meetings with NESA to assure that the agreement is operating to the satisfaction of all parties.

## Industry Partner Packages

### Choose a package, or build your own...

NESA offers three basic Industry Partner Packages:



In addition you have the possibility to construct your own: every item in our Benefit Schedule has an associated value, allowing us to build a **price-comparable bespoke package** to suit your requirements.

We have built these packages for you based on our experience with partners from a range of industries, and their respective needs.



## Get in Touch

Get in touch to learn more about specific NESA Industry Partner benefits and package options, and to see how partnering with the Peak Body for Australia's Employment Services Sector can add value to your brand.

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