

Service Providers Conference

Writing for funding: how to pitch ideas to government for programs and policies

Processes: an overview of key funding process types and how they work

Where the money comes from

- EOIs (e.g. Family Violence Specialist Advisors, Family Reunification Orders)
- Grants processes (e.g. Facilities Renewal Grants)
- Self generated funding proposals

Timing is everything – and ticking boxes

- Meeting deadlines and the importance of writing to spec
- Understanding the impact of the Budget cycle

Problems: the importance of identifying and addressing the problem

When the problem is defined for you

- Telling us what you know – even if you think we might know it
- Localising the problem – let us know how things are different for your area, and what that means for your program
- Engaging with all the components of the problem – don't leave us hanging

When you define the problem

- Evidencing the problem and evidencing your solution – don't assume we know all about it
- Storytelling about problems – give the problem a human face

Persuading: hooking into strategic agendas and priority cohorts to maximise your chances of success

It's what you know

- Painting a vivid picture – who will be using their service and how will things be different?
- Content is not the only expertise – tell us about strategy
- Asking questions, especially when timelines are tight and especially if something doesn't seem right

It's not what you know, it's who you know

- Capitalising on existing relationships and how they will be part of the service
- Success stories and the importance of client perspectives

Resources

Winning Government Business:

<http://www.procurement.vic.gov.au/Suppliers/Further-Information-and-Education>

FundAssist: Prepare, Plan, Write: [http://www.vaada.org.au/resource/how-to-write-government-](http://www.vaada.org.au/resource/how-to-write-government-submissions/fundassist_electronic_final/?doing_wp_cron=1525852798.0306088924407958984375)

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Government Contracts and Tenders: <https://www.australia.gov.au/information-and-services/business-and-industry/government-contracts-and-tenders>