

Bpro Affiliate Members (with park turnover <\$2m) will have access to purchase additional operational support services under the categories **Grow**, **Service** and **Protect**:



GROW

Revenue Management | \$30,000 p.a.
 Marketing and Strategy | \$30,000 p.a.
 Access and Inclusion | \$10,000 p.a.
 Equipment | Quote Basis



SERVICE

People and Culture | \$30,000 p.a.
 Finance, AR & AP | \$30,000 p.a.
 Procurement & Sustainability | \$15,000 p.a.
 Uniforms | Quote Basis
 Masterplanning | Quote Basis



PROTECT

WHS & Child safe | \$10,000 p.a.
 Insurance | Quote basis
 Legal | Pay per use

GROW				
Area	Revenue Management <i>Maximise Occupancy and Revenue</i>	Marketing and Strategy <i>Present yourself in the digital space for optimal outcomes</i>	Access and Inclusion <i>Inclusion is good for business</i>	Equipment [Add-On] <i>Activate</i>
What Affiliates receive	In-depth review of current and historical performance, including performance benchmarking. Analysis of current pricing structure and recommendations. Implementation and management of all distribution channels. Analysis and strategy recommendations for Business and Channel mix. Online reputation management analysis and strategy. Implementation of pricing strategy changes, including demand driven dynamic pricing. Month end reporting with detailed analysis. Annual Performance Reviews. Additional Services: - RMS & Online Sales set up - Quote basis	BPro site listing, Communications, Sales and Customer Experience. Customer digital ecosystem across all sites including performance analytics. Marketing planning, campaign development and leadership. Internal Communications and B2B planning and operational support. lead management systems, analytics and performance support. Online, social and google administration. Website development or re-design. Annual event planning schedule. Additional Services: - Contact centre deployment and administration - Quote basis	staff training, community collaboration, community capacity building, evidence-based practice, program/service research and evaluation to identify achievement of outcomes desired by the community, program/service innovation to address needs, preferences and priorities of community, NDIS registered service provider, workforce diversification, optimisation of facility during off-peak times, Access & Inclusion self-audit of park	Playground, basketball, outdoor exercise
Price for Affiliate (per annum)	\$30,000	\$30,000	\$10,000	Quote basis

SERVICE					
Area	People and Culture <i>Your end-to-end People solution</i>	Procurement and Sustainability <i>Join the largest purchase group in Tourism Review your carbon footprint today</i>	Finance, AR, AP <i>Outsource the back of house to us, focus on your core business. Look after your customers and look after your staff.</i>	Uniforms [Add-On] <i>Look sharp</i>	Masterplanning [Add-On] <i>Consulting for long term improvements</i>
What Affiliates receive	talent identification and recruitment, online recruitment, onboarding, employee benefits program, payroll, qualification management, rostering, time and attendance system, biometric scanning, group certificates, IR advice and case management, HR strategy, offboarding, employee culture surveys (eNPS). Additional Services: - Caretaking & relief services upon request – Quote basis	Utility procurement (gas, electricity), vendor management, invoice validation, procurement of cleaning / chemicals, purchasing vendor management (Bunnings, Coles, Officeworks), ICT procurement and delivery Consumption review of utilities, coordination and advice on renewables (solar, hydrogen, power correction, led), plant room efficiencies and operations, vendor management	accounting, analytics, budgeting, forecasting, maintenance, BAS/IAS, FBT, Corp credit cards, accruals, prepayments, legal, creditor coding, payments, creditors, income recognition, AR.	Uniforms, ppe, activewear, venue merchandise	Analysis of regional camping market, benchmark performance with competition, visit site, document existing conditions, provide brief of recommendations, creating masterplan design with consultation
Price for Affiliate (per annum)	\$30,000	\$15,000	\$30,000	Quote basis	Quote basis

PROTECT			
Area	WHS & Childsafe <i>Meet your requirements for staff, customers and community</i>	Insurance [Add-on]	Legal [Add-on] <i>Preliminary legal advice, affordable and fast</i>
What Affiliates receive	WHS inductions, online incident report management, Worksafe case management, online risk register database, whs working group, whs noticeboards Additional Services: - WHS Self-Audit – Pay per use.	Indemnity and public liability, industrial special risk, cyber, motor, volunteer, travel, management liability	contract drafting, advice, auditing, compliance, case work, preliminary legal advice, third party law firm / vendor management
Price for Affiliate (per annum)	\$10,000	Quote basis	Pay per use

Bundle for **“the lot”** (Revenue Mgmt, Marketing and Strategy, Access and Inclusion, People and Culture, Finance, AR, AP, Procurement & Sustainability and WHS & Childsafe): **\$8,333 per month.**