

Votes	Element	Theme	User need	User story	Phase
10	Taxes, tariffs, quotas and incentives (TTQI)	Information and resources	Access information about TTQIs	As a business user, I want to ensure that I can easily find and access relevant, accurate, reliable and up-to-date information and resources about TTQIs so that I know what I need to do and can ensure that I am compliant.	Phase 1
9	Taxes, tariffs, quotas and incentives (TTQI)	Skills	Get the skills I need to understand the TTQIs relevant to me	As a business owner, I want to ensure that I have the skills that I need to understand the TTQIs relevant to me and how they relate to my business so that I can manage everything involved and take advantage of TTQIs.	Phase 1
12	Strategy and operations	Information and resources	Find information on creating a good business plan/internationalisation strategy	As a business owner, I want to be able to easily find and access all of the information and resources I need on different routes to market on producing successful, competitive and sustainable business plans/internationalisation strategies so that I can create a successful strategy/plan.	Phase 1
11	Strategy and operations	Skills	Create a good business plan/internationalisation strategy	As a business owner, I want to be able to ensure I have the skills I need to create a good quality business plan/internationalisation strategy so that I can successfully, competitively and sustainably secure and fulfil an opportunity.	Phase 1
10	Strategy and operations	Skills	Get the skills I need to identify, secure, fulfil and verify potential opportunities	As a business owner, I want to ensure that I have the skills I need to identify potential opportunities, reach a potential opportunity effectively, fully understand what's involved in securing and fulfilling an opportunity and verify potential opportunities so that I can successfully manage all activities involved in securing and fulfilling an opportunity.	Phase 1
8	Strategy and operations	Information and resources	Find information to evaluate potential opportunities	As a business owner, I want to be able to easily find and access the relevant, accurate, reliable and up-to-date information I need to find, identify, research, engage with and evaluate potential opportunities so that I can find the right opportunities for my business.	Phase 1
8	Strategy and operations	Information and resources	Find information on securing pricing, payment terms, pitching, pitch evaluation, negotiation, etc	As a business owner, I want to be able to easily find and access the relevant, accurate, reliable and up-to-date information and resources that I need on securing pricing, payment terms, pitching, pitch evaluation, negotiation, etc so that I successfully access and fulfil new opportunities.	Phase 1
7	Strategy and operations	Risk management	Assess risks around fulfilling an opportunity	As a business owner, I want to be able to fully understand and assess any risks associated with securing and fulfilling an opportunity so that I know what to do if I have a problem and can take effective action.	Phase 1
5	Strategy and operations	Compliance	Comply with rules and regulations around opportunities	As a business owner, I want to ensure that all of the activities I undertake to secure and fulfil an opportunity are fully compliant with all relevant rules and regulations so that I don't break the law.	Phase 1
5	Strategy and operations	Risk management	Understand why certain opportunities didn't succeed	As a business owner, I want to understand why certain opportunities did not succeed so that I can apply what I've learned to my business.	Phase 1
3	Strategy and operations	Logistics	Travel so I can secure and fulfil opportunities	As a business owner, I want to be able to travel swiftly, safely, cost-effectively and environmentally-sustainably any where in the world so that I can conduct activities associated to secure and fulfil an opportunity.	Phase 1
1	Strategy and operations	Compliance	Use strategy and operations compliance systems easily	As a business owner, I want to find any strategy and operations systems to be fast, easy-to-use and cost effective so that I can comply quickly and easily.	Phase 1
10	Seeking sellers	Information and resources	Access the right information to produce tenders/RFPs/scopes	As a business owner, I want to get the information and resources that I need to produce professional tenders/RFPs/scopes so that new companies want to sell my products/services.	Phase 1
8	Seeking sellers	Skills	Get the skills I need to access potential new sellers	As a business owner, I want to ensure that I have the skills that I need to produce professional tenders/RFPs/scopes so that new companies want to sell my products/services.	Phase 1
7	Seeking sellers	Opportunities	Find new sellers quickly	As a business owner, I want to find relevant current and upcoming opportunities to get new sellers as soon as they arise so that I can grow my business	Phase 1
11	Seeking buyers	Information and resources	Access the right information about potential buyers	As a business owner, I need to be able to easily access the information and resources that I need so that I need to find, engage with and evaluate potential opportunities so that I can make good decisions about who to work with.	Phase 1
10	Seeking buyers	Skills	Get the skills I need to access potential new buyers	As a business owner, I want to ensure I have the skills I need to accurately assess potential opportunities to find and verify new buyers so that I can make sure I'm making good decisions	Phase 1
0	Seeking buyers	Opportunities	Find new buyers quickly	As a business owner, I want to find relevant current and upcoming opportunities to get new buyers as soon as they arise so that I can grow my business	Phase 1
16	Route to market	Information and resources	Find out about the different route to market options	As a business owner, I want to be aware of all of all the different route-to-market options available so that I can choose the right option for me and manage all of the activities involved in using it.	Phase 1
13	Route to market	Information and resources	Access information about different routes to market	As a business owner, I want to be able to easily find and access all of the relevant, accurate, reliable and up-to-date information and resources I need on different routes to market and what they involve so that I can plan effectively.	Phase 1
12	Route to market	Skills	Get the skills I need to understand the different route to market options	As a business owner, I want to ensure that I have the skills I need to understand all the different route-to-market options open to me so that I can successfully manage all of the activities involved.	Phase 1
14	Motivation	Motivation	Increase my profit	As a business owner, I want to expand my business overseas so that I can increase my profits.	Phase 1
12	Motivation	Motivation	Find new suppliers	As a business owner, I want to expand my business overseas so that I can find new suppliers and put competitive pressure on my existing supply base.	Phase 1
11	Motivation	Motivation	Reduce my costs	As a business owner, I want to expand my business overseas so that I can reduce my costs.	Phase 1
10	Motivation	Motivation	Reduce my risks	As a business owner, I want to expand my business overseas so that I can reduce and spread my risk and diversify my customer base.	Phase 1
12	Logistics	Information and resources	Understand everything involved in transporting myself/assets/personnel to a given destination	As a business owner, I want to ensure that I fully understand everything involved in transporting [myself/ assets/ personnel] safely, swiftly, cost-effectively and environmentally-sustainably to a given destination so that I am able to manage the process successfully.	Phase 1
12	Logistics	Information and resources	Get information about logistics	As a business owner, I want to be able to access all of the relevant, accurate, reliable and up-to-date information and resources I need on logistics so that I can ensure that myself/assets/staff get to their destination.	Phase 1
11	Logistics	Information and resources	Keep up to date with news about logistics	As a business owner, I want to be kept up to date with any news about, or changes to, logistics issues that might affect me so I can make decisions about how I do business	Phase 1
6	Logistics	Skills	Get the skills I need to manage my businesses logistics	As a business owner, I want to ensure that I have the skills I need to accurately understand all the logistical aspects of my business activities so that I can successfully manage everything involved with getting myself/assets/staff to their destination.	Phase 1
5	Logistics	Risk management	Manage logistical risks	As a business owner, I want to be able to fully understand and assess any logistical risks so I know what to do if I have a problem and can take effective action.	Phase 1
11	Finance	Information and resources	Access information about finance	As a business owner, I want to be able to access all of the relevant, accurate, reliable and up-to-date information and resources I need on finance so that I can make the right financial decisions for my business.	Phase 1
10	Finance	Information and resources	Access funding	As a business owner, I want to access the funding that I need to support my export activities so that I can successfully grow my business abroad.	Phase 1
7	Finance	Skills	Get the skills I need to manage the financial aspects of my business	As a business owner, I want to ensure that I have the skills I need to accurately understand all financial aspects of my business and manage them successfully.	Phase 1
11	Customs	Information and resources	Access information about customs	As a business owner, I want to be able to easily find and access relevant, accurate, reliable and up-to-date information and resources on customs that may be relevant to me so that I can comply with any relevant laws or regulations.	Phase 1
11	Customs	Information and resources	Keep up to date with news about customs	As a business owner, I want to be kept up to date with any news about, or changes to, customs that might affect me so I can make decisions about how I do business	Phase 1
9	Customs	Skills	Get the skills I need to get my consignment across relevant borders	As a business owner, I want to ensure that I have the skills that I need to fully understand what's involved in getting my consignment successfully across all relevant borders so that I can easily do business overseas.	Phase 1
8	Customs	Logistics	Move consignments overseas quickly and easily	As a business owner, I want to be able to move a consignment swiftly, safely and cost effectively across a border without discrimination, cost, delay or administrative burden so that I can do business overseas easily.	Phase 1
8	Customs	Risk management	Manage risks around customs	As a business owner, I want to ensure that I know what to do if I have an issue with customs so that I can take effective action if I experience a problem.	Phase 1
5	Customs	Compliance	Use customs compliance systems easily	As a business owner, I want to find customs systems and processes to be fast, easy-to-use and cost effective so that I can easily do business overseas.	Phase 1
12	Country information	Skills	Get the skills I need to conduct good country market research	As a business owner, I want to ensure that I have the skills that I need to successfully conduct good quality market research so that I can make good decisions about what markets and sectors I want to engage with.	Phase 1
12	Country information	Information and resources	Access information about the countries I want to operate in	As a business owner, I want to be able to find relevant, accurate reliable and up-to-date information and resources about markets that I'm interested in so that I can use this information to grow my business overseas.	Phase 1
10	Country information	Information and resources	Keep up to date with news about the countries that I want to operate in	As a business owner, I want to be kept up to date with any news about, or changes to, country information that might affect me so I can make decisions about how I do business there.	Phase 1
10	Compliance	Information and resources	Access information about compliance	As a business owner, I want to ensure that I can easily find and access relevant, accurate, reliable and up-to-date information and resources about compliance so that I can comply with the laws in the countries that I'm doing business in.	Phase 1
10	Compliance	Information and resources	Keep up to date with news about compliance	As a business owner, I want to be kept up to date with any news about, or changes to, compliance that might affect me so I can make decisions about how I do business.	Phase 1
7	Compliance	Skills	Get the skills I need to understand what's involved with being compliant	As a business owner, I want to ensure that I have the skills to fully understand what's involved with being compliant with all relevant rules and regulations so that I can comply with the laws in the countries that I'm doing business in.	Phase 1
5	Compliance	Risk management	Manage risks around compliance	As a business owner, I want to ensure that I know what to do if I have a problem with compliance so that I can take the right action to fix it.	Phase 1
1	Compliance	Compliance	Use compliance and processes systems easily	As a business owner, I want to find compliance systems and processes to be fast, easy to use and cost effective so that I can complete any compliance activities quickly and easily	Phase 1