



ASSESSMENT • ACCREDITATION • LICENSING

Market access. Built on capability.

A practical pathway that helps capable businesses strengthen readiness, credibility and access to opportunity.

ALLIANCE PROPERTY & INFRASTRUCTURE SERVICES (APIS)

MARKET ACCESS PROGRAM



Access starts with readiness—not a directory listing.

The APIS Market Access Program helps suppliers, contractors, consultants and service providers build the operating foundations needed to compete with confidence.

More than an introduction to potential work. It is a structured platform for capability uplift, better governance and long-term commercial preparedness.

WHAT PARTICIPANTS BUILD

01

Capability

02

Credibility

03

Readiness

04

Opportunity

Technical skill alone is no longer enough.

Businesses are navigating competition, client expectations, compliance obligations, labour constraints and a faster-moving operating environment.

THE CHALLENGE

Growing pressure on margin, capability, systems and confidence.

The businesses most likely to thrive are the ones that make their operating model as strong as their technical work.

THE OPPORTUNITY

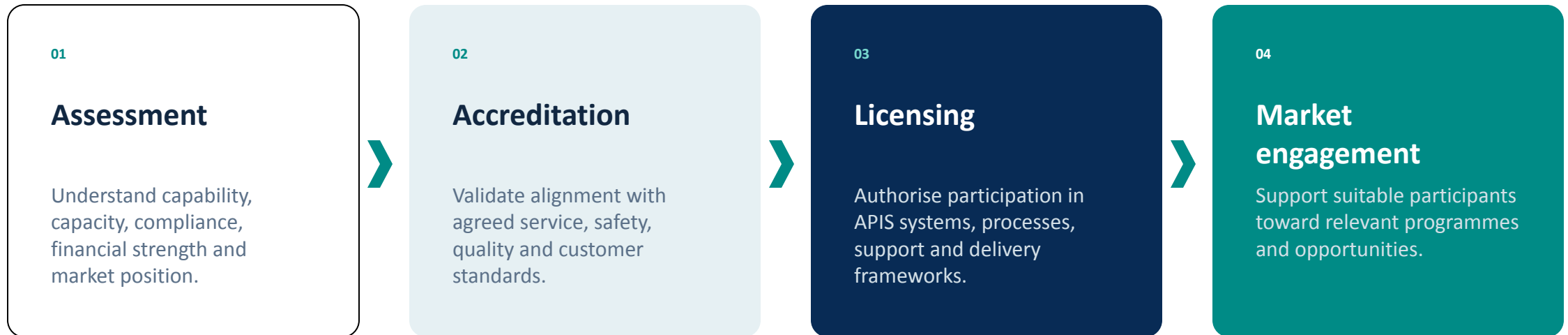
Build the systems, standards and partnerships that make future opportunity easier to pursue.

APIS helps participants identify practical improvement priorities and work towards sustained readiness.

The programme is designed to help good businesses become easier to choose, easier to trust and better prepared to deliver.

A structured pathway from capability to engagement.

The programme creates a clear progression from an initial business review through to structured participation in the APIS ecosystem.



Accreditation and participation do not guarantee work allocation. Opportunities are subject to client requirements, suitability, availability and commercial terms.



WHAT WE ASSESS

A practical review of the business behind the service.

The Assessment Program looks beyond technical capability to understand whether a business is ready to operate, grow and deliver consistently.

- Strategy, leadership & market position
- Operations, systems & service delivery
- Financial strength & commercial discipline
- People, culture & workforce capability
- Governance, risk, safety & quality systems



BUSINESS TRANSFORMATION SERVICES

Build the stronger business before the bigger opportunity arrives.

APIS supports participants to address the areas that commonly determine whether growth is sustainable.

- Business planning & growth strategy
- Financial management & commercial control
- Operational improvement & supply-chain strategy
- Governance, risk, compliance & productivity
- Sustainability, succession & future planning

Connected tools help smaller businesses work with larger expectations.

Participants can be introduced to the systems and operating practices that support more coordinated service delivery.



Contractor & vendor management

Structured records, participation data and compliance awareness.



Work allocation & service coordination

A clearer route from service request to visible work progress.



Performance, reporting & communication

Information that helps participants understand delivery expectations.



Helpdesk & service-support practices

Operating routines that support professional responsiveness.



What becoming APIS accredited can help you build.

Accreditation is a structured signal of readiness—supported by a practical pathway for continuous improvement.

01

Enhanced credibility

Demonstrate structured capability, professionalism and compliance.

02

Stronger governance

Build systems and controls that reduce avoidable risk.

03

Technology enablement

Access connected tools and operating practices.

04

Improved performance

Apply frameworks that support more consistent delivery.

05

Commercial readiness

Become better prepared for the requirements of larger clients.

06

Ongoing support

Access advisory, operational and improvement guidance.



WHO SHOULD JOIN

Built for businesses ready to grow with intent.

The programme is designed for providers who want to strengthen the foundations that clients, partners and larger contracts increasingly expect.

- Trade contractors & property service providers
- Specialist consultants & technical firms
- Facilities, maintenance & asset providers
- Engineering & infrastructure service businesses
- Growth-minded small and medium enterprises



NETWORKS, MARKETS & SECTORS

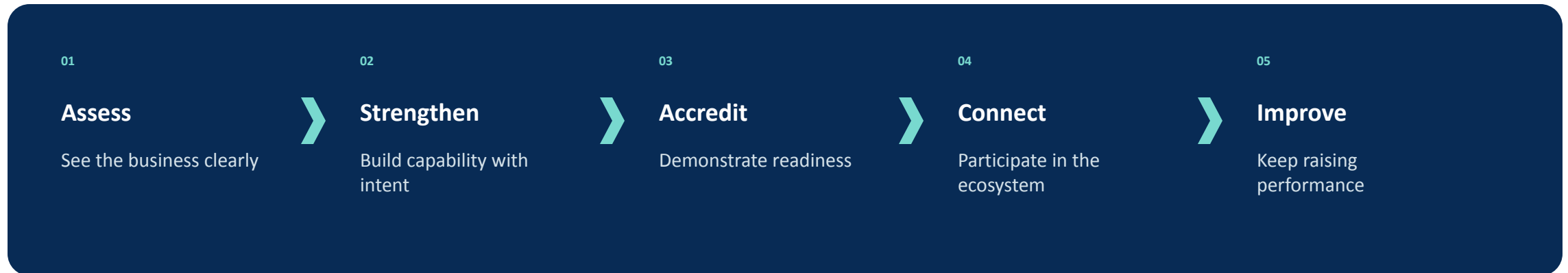
Relevant opportunity comes from being ready for the right environment.

APIS is building a connected service ecosystem across a range of property, infrastructure and community environments.

- **Commercial property & residential communities**
- **Retail, hospitality & entertainment**
- **Health, education, government & aged care**
- **Industrial, manufacturing & infrastructure**
- **Insurance, restoration & specialised services**

More than accreditation. A complete ecosystem for growth.

APIS combines the things a growing provider often needs separately—assessment, advisory, operating tools, capability development and connection to service delivery.



The result is a more complete path to sustainable participation, trusted delivery and future opportunity.



START BUILDING THE PLATFORM FOR YOUR NEXT OPPORTUNITY

Turn capability into credible opportunity.

Speak with APIS about Market Access, the assessment process and the practical steps your business can take next.

1300 175 645

enquiry@apis.net.au

www.apis.net.au

INTEGRATED PROPERTY, INFRASTRUCTURE & ADVISORY SERVICES