

# HOW YOU CAN DO BUSINESS WITH SCUH



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## The Ripple Effect | Case Study Alltech Industrial Abseilers

Jared Woodbine started his first business at 20. He paid \$8,000 for a rope access business and had the first abseiling business on the Sunshine Coast. Fast forward 15 years and the business he owns with business partner Jason Dobinson now employs 20 people and is leading the way with their own custom designed safety systems.

Jared and Jason watched with interest as the Sunshine Coast University Hospital (SCUH) started to take shape and upon completion of the project they found the right person to speak to about engaging their business to clean the windows. Jared, Jason and their team set about preparing a proposal detailing their extensive experience on a number of large hospitals such as the Princess Alexandra and Prince Charles hospitals. They also included what they believed the hospital required of them, the time it would take to do the work, and the learnings they had attained working on similar sites that would provide invaluable for this job. They subsequently won the tender based on their submission.

Winning the hospital contract has been life-changing for Jared, Jason, and their team. Their revenue has increased by 25% and securing the work at SCUH has meant they were able to employ an additional three full-time staff. In an industry that generally only offers contract work, all 20 staff are employed on a full-time basis, meaning staff can have stability and secure home loans.

Jared said, "Winning the hospital contract was a turning point for the company and has provided the momentum for us to grow as a business". Their

company goal is "to create meaningful careers in the rope access industry" and offering full-time employment and stability is of paramount importance to them as the business owners.

You cannot help but be inspired by Jared and Jason. The passion for what they do is evident and the care and respect for their employees is reciprocated, allowing them to deliver on their mantra of being a "Small rope access company with a big vision". They have worked hard to create a company culture that allows team members to flourish by providing career paths, encouraging employees to reach their full potential.

They are also a close-knit team and relish the opportunity to put smiles on the faces of sick children, so when they are working on the children's ward exterior they dress up as superheroes much to the delight of everyone.

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