One-pot fish coconut curry

20m prep | **25m** cook | **4** servings

Ingredients (8 servings)

- 1 tbsp macadamia oil
- 1 brown onion, thinly sliced
- 1 tbsp finely grated fresh ginger
- 2 tsp ground cumin
- 1 tsp ground coriander
- 1/2 tsp ground turmeric
- 200ml reduced-fat coconut milk
- 400g sweet potato, peeled, cut into 2cm pieces
- 200g green beans, sliced diagonally
- 1 zucchini, halved lengthways, thinly sliced
- 500g skinless barramundi fillets, cut into 4cm pieces
- Lime wedges, to serve
- Thinly sliced long, fresh green chilli
- Fresh coriander sprigs, to serve
- Steamed brown rice, to serve

Method

1. Heat the oil in a large saucepan over medium heat. Cook the onion, stirring, for 5 minutes or until softened. Add the ginger, cumin, coriander and turmeric. Cook, stirring, for 2 minutes or until aromatic. Add coconut milk, 200ml water and the sweet potato. Bring to the boil. Reduce heat to medium low. Simmer, covered, for 8-10 minutes or until potato is tender.
2. Add the beans. Simmer, covered, for 2 minutes or until softened. Add the zucchini and barramundi. Simmer, covered, for 3-4 minutes or until barramundi is just cooked through and vegetables are tender.
3. Serve with lime, chilli, fresh coriander and rice.

Software Developer/Programmer (PHP/MySQL/Laravel)

Job Brief

We are looking for a passionate Software Developer/Programmer to design, develop, test, maintain and document software solutions.

The responsibilities of this role include gathering user requirements, defining system functionality and writing code predominantly in PHP, JavaScript and HTML.

Our ideal candidate should be familiar with the software development life cycle (SDLC) from preliminary system analysis to tests and deployment. The candidate should be able to interpret software specifications, technical designs and flow charts as well as building, maintaining and modifying the code for software applications. Finally, the candidate should be able to construct technical specifications from a business functional model, and test and write technical documentation.

Ultimately, the role of the Software Developer/Programmer is to build high-quality, innovative and fully performing software that complies with coding standards and technical design.

Skills, Qualifications & Experience Required

- A Bachelor degree or higher qualification in Software Development or equivalent qualification
- At least 5 years of experience as a software developer/programmer
- Great communications skills to gather software requirements directly from the client
- Experience in PHP development
- Experience coding with CSS, JavaScript, HTML.
- Database management experience: MySQL and Oracle
- Experience developing with frameworks: Laravel and CodeIgniter
- FrontEnd developing experience: Angular and VueJS
- Experience integrating third party API's and web services
- Experience with Linux and running Linux commands
- Web Application management on servers with cPanel and/or Plesk
- Experience managing coding versions with Git

- Experience developing plugins for WordPress
- Experience managing servers with cPanel and/or Plesk
- Experience writing technical documentation

Characteristics of the right candidate

The right candidate is someone who:
- Think outside the box; solving problems with creativity.
- Is smart, and able to apply his/her knowledge with common sense.
- Is driven to succeed, and passionate about what they do in life.
- Approaches everything that is thrown at them with positivity, energy, and dedication.
- Can smile and laugh whilst working under pressure, and juggling multiple things at once.
- Is happy to work autonomously, and within a high performing, close-knit team, where we're continuously trying to improve everything we do.
- Is helpful, encouraging and respectful to team members and everyone they interact with.
- Is an awesome communicator, who love regular open, transparent communication with other employees and our clients.
- Has an unquestionable work ethic, with a willingness to travel and work extended hours when needed.
- Thrives in a fast-paced, sometimes crazy, agile and dynamic environment.

Tasks Include:
- Researching, consulting, analysing and evaluating system program needs
- Identifying technology limitations and deficiencies in existing systems and associated processes, procedures and methods
- Testing, debugging, diagnosing and correcting errors and faults in an applications programming language within established testing protocols, guidelines and quality standards to ensure programs and applications perform to specification
- Writing and maintaining program code to meet system requirements, system designs and technical specifications in accordance with quality accredited standards
- Writing, updating and maintaining technical program, end user documentation and operational procedures
- Providing advice, guidance and expertise in developing proposals and strategies for software design activities such as financial evaluation and costings for recommending software purchases and upgrades

- Chile pierde en la penúltima fecha
  - Perú le gana a Uruguay en la penúltima fecha
    - Colombia va al menos al repechaje si en la última fecha si:
      - Chile le gana o empata a Uruguay
  - Perú empata con Uruguay en la penúltima fecha
    - Colombia va al menos al repechaje si en la última fecha si:
      - Chile le gana a Uruguay, o
      - Perú pierde o empata con Paraguay
  - Perú pierde con Uruguay en la penúltima fecha
    - Colombia va al menos al repechaje si en la última fecha si:
      - Perú pierde o empata con Paraguay
      - Habría un caso extraño donde Colombia empata con Venezuela, Chile pierde o empata y Perú pierde con Paraguay.
- Chile empata en la penúltima fecha
  - Perú le gana a Uruguay en la penúltima fecha
    - Colombia va al menos al repechaje si en la última fecha si:
      - Chile le gana a Uruguay y que Colombia queda con mejor diferencia de gol que Chile
      - Chile y Uruguay empatan
  - Perú empata con Uruguay en la penúltima fecha
    - Colombia va al menos al repechaje si en la última fecha si:
      - Chile le gana a Uruguay y que Colombia queda con mejor diferencia de gol que Chile, o
      - Perú pierde o empata con Paraguay
  - Perú pierde con Uruguay en la penúltima fecha
    - Colombia va al menos al repechaje si en la última fecha si:
      - Perú pierde o empata con Paraguay
- Chile gana en la penúltima fecha
  - Perú le gana a Uruguay en la penúltima fecha
    - Colombia va al menos al repechaje si en la última fecha si:
      - Chile y Uruguay empatan y que Colombia queda con mejor diferencia de gol que Chile
  - Perú empata con Uruguay en la penúltima fecha
    - Colombia va al menos al repechaje si en la última fecha si:
      - Perú pierde o empata con Paraguay, y
        - Hay un ganador entre Chile y Uruguay, o
        - Chile y Uruguay empatan y que Colombia queda con mejor diferencia de gol que Chile
  - Perú pierde con Uruguay en la penúltima fecha
    - Colombia va al menos al repechaje si en la última fecha si:
      - Perú pierde o empata con Paraguay, y
        - Chile pierde
        - Chile empata y que Colombia queda con mejor diferencia de gol que Chile

Grant application

Organisation name: 8 Corporation Pty Ltd (trading as 8 Web Design, Hosting & Domains)
ABN: 65 613 818 063

Address: unit 5, 18 Walter Ave
Suburb: East Brisbane
State: QLD
Postcode: 4169

Postal address: Suite 36/42 Manilla St
Suburb: East Brisbane
State: QLD
Postcode: 4169

Primary phone number: 0425 912 120
Secondary phone: 07 3040 3050
Primary email: hello@8webdesign.com.au
Primary website: https://www.8webdesign.com.au/

Business contac name
Mr
Pablo
Santamaria

Position: Director
phone number: 0425 912 120
email: hello@8webdesign.com.au

Bank details:
Bsb: 124029
Account: 22509762
Account Name: 8 Corporation Pty Ltd

Which industry sector (ANZSIC code) does your business fall under *
Class 7000 Computer System Design and Related Services

How many years: 4.10
Number of employees: 1

Describe your business:
8 Corporation Pty Ltd was registered in 2016, but Pablo was operating as a sole trader since 2013. The company offers the following services:

- Website Design (core service)
- Website Hosting, Domains & Email
- Website Security
- Website Speed
- Website Maintenance (fixing problems, adding/editing pages and making a variety of changes to existing websites)

- Widgets for websites. (new product to be launched this year)

The target market are small businesses in Australia, about 90% of our current clients are located in south-east Queensland. The target market for the widgets will be marketing agencies and website professionals.

Expected turnover
93300

Expected gross profit
18000

Identify indicate if the owner identify as any of the following
Culturally and linguistically diverse

Title:
8 Web Design launching new product: Koala Widgets

Priority area:
Strategic marketing services

Short description of the grant funded activity:
The grant will be used to develop a marketing plan. During 2021, I've been working on widgets for websites, these widgets are calculators, automatic quotation forms and other interactive widgets used in websites as lead magnets to capture the email and name of potential clients. The widgets haven't been launched yet, and this marketing plan will allow me to do so.

The marketing plan has 4 components:

1. Build a customised Goal-based Promotional Strategy to develop a unique brand and message. This includes a marketing and brand audit, competitors research, identifying my USP and refining my messaging.

2. Develop an overarching 12 month promotional strategy to steadily expand my influence and encourage long-term growth. This strategy will describe how to utilise a balanced approach between digital and traditional media, allowing me to take advantage of a variety of platforms.

3. Develop appealing, attractive and easily understandable content to promote my widgets. This could include videos, how-to's, checklists, and other relevant content opportunities.

4. Developing a sales funnel, that will help me reach my ideal clients through targeted advertising. Campaigns will be set up to directly target our desired audience; marketers and website professionals.

How will the grant funded activities enhance the core skills of the business and make it more competitive
I am very good with websites and can deliver great products, but I'm not very good at communicating that.

With the marketing strategy and plan, I'll be able to improve the 8 Web Design, Hosting & Domains brand, delivering a clear message.

The focus of this plan will be the launch of the new widgets. The first widget is 100% ready, it is a tax return calculator, this marketing strategy will help me promote this new product and a few other widgets that will be ready in the next couple of months.

I'll be able to complete a two-part puzzle, the first piece being exposure to potential new clients. I'll be able to generate content and start publishing that content in social media, exposing my business to potential new clients that will visit my website to learn about our widgets and other services and products.

Finally, the sales funnel will be the other part of the puzzle, allowing me to increase the client base by converting the website visitors into qualified leads.

In summary, the business will be more competitive with a stronger brand reputation and a higher growth rate in terms of new client

acquisition.

Revenue growth
57060

Gross profit growth
45060

Additional employees
1

How will the grant funded activity assist your business to grow revenue, profit, and create jobs

With the marketing strategy, I expect exposure to 3,000 potential clients for our widgets, but according to my quote supplier I should expect a 2% conversion rate, translating into 60 new clients per month. I consider this a realistic target because our widgets are a low-cost product at $20/month. Assuming I lose 17 clients per month (very conservative assumption), I'll end up with 43 new clients/month. The revenue will be $18,060 because it's a subscription service.

Based on experience, clients that come to me for one services, hire additional services. I expect at least 1 new website to be designed every month (core service at $5,000) and further $1,500/month in purchases of other services (web hosting, domains, email, website security, website speed and website maintenance) for a total of $39,000 by the end of 6 months. Adding widget sales the final figure is $57,060

In terms of expenses, the monthly budget for ads will be $1,000.

With the new revenue, and keeping in mind that the subscription model allow us to keep increasing the number of clients, I'll be able to hire a developer to speed up the widget development process and have more and more widgets available.

Supplier
Name:
My Marketing Partner
Description:
Goal-based Promotional Strategy, marketing strategy, development of content and sales funnel.
Amount:
6370

Total supplier costs
6370

Total amount requested
5000

Set up / pack up list

☐ 1 banner inside at the front, next to the projector

☐ Table cloth on the president table

☐ Trades list sheet for every member/visitor

☐ Name tags at the table

    ☐ Members (or the name of the sub if applicable)

    ☐ Visitor names

☐ Laptop

☐ The projector belongs to the café, and it's normally left there, no need to pack it up.

☐ The flowers belong to the café, and we can leave them there

☐ Welcome table

    ☐ Name badges ready with visitors names

    ☐ Coffee order sheets

    ☐ QR code for attendance

    ☐ QR code to Eventbrite

    ☐ 1 banner next to the welcome table

Eventbrite Registration Link

Hi Kathy and Allan,

Thanks for your time on Tuesday.

Thanks for the list of actions, here's our part:

1. Review of today's meeting material and update of proposal. [by 29-May] -> We have reviewed the document provided, which gives us a better understanding of your organisation. However, as discussed during the meeting, we'll need more information to complete the updated proposal.
2. Information on how eMETS will be able to manage the day to day content update of the website. -> We can include a training session (typically 1 hour, but we can organise more time if required) to show you how to edit the contents of the website. Also, we use a drag-and-drop style page builder, which makes a lot easier to edit the content of the website. Finally, you can find tutorials for the builder here https://yootheme.com/support/videos.
3. Proposal of options for ongoing website maintenance and security. -> We have 2 different services; You can find all the information about our security service here: https://www.8webdesign.com.au/website-security/ which is a monthly or weekly service that gets billed annually. And all the information about our website maintenance service in this page: https://www.8webdesign.com.au/website-maintenance/
4. Timetable for delivery of a launch version by mid June. -> As discussed on Tuesday, a typical timeframe to build a website is between 3 and 8 weeks. As soon as we get the information we need we'll be able to assess how many pages we can get ready by the mid June deadline and make sure we have something ready to launch (even if it's not the complete website).
5. List of initial content required to deliver 1st stage of website.

This is the list of things we need to know to complete the proposal:
● A sitemap -> This is a list of all the pages that you need for the website.
● A list of 3rd party software that needs to be integrated into the website. E.g. a CRM or Eventbrite.
  ○ For each integration, we'll need to know exactly what to do. (E.g. When a form is sent, the person is added to the CRM. Or Having a "Buy Ticket" button that takes the user to the correct event in Eventbrite to complete the ticket purchase.)
● A list of intended features for the website.
● Please confirm you will provide the written content for the website.
● Do you have photos available for this project? If not, that's OK, we can use stock photos. Either way, please confirm.
  ○ We can provide photos from this website at no cost to you https://shop.stockphotosecrets.com/
  ○ Or you can purchase images from other websites if you can't find any in https://shop.stockphotosecrets.com/