

CONSULTANCY DONE DIFFERENTLY

7 Tools — Output Deliverables

The complete document library you walk out with

consultancydd.com/7/

Your destination map

This document shows every PDF, profile, draft, and digital asset produced by running all 7 CDD tools. Use it to understand what you're working toward before you start, and to track your progress as you complete each tool. The documents produced here are what NQ civil contractors need to win Tier 1 supply chain work, access grants, and submit credible tender responses.

00 QUICK REFERENCE — ALL 7 TOOLS AT A GLANCE

Tool	Name	Deliverables Produced	PDF Count
1	Business DNA Builder	Business DNA Profile Block, Business Baseline Summary	1 PDF
2	Prompt Assembler	Personalised Prompt Library, My Prompts Reference Sheet	1 PDF
3	Audience Definition	Target Client Worksheet, Audience Definition Document, ICP Profile	2 PDFs
4	PVP Builder	Personal Value Proposition, LinkedIn All-Star Copy, PVP Input Form	2 PDFs
5	Blueprint Builder	Customer Persona, Value Proposition, Brand Identity, BMC Inputs	3 PDFs
6	Chaining Workflows	Market Intelligence Report, WHS Framework Draft, Grant Research Report, Progress Tracker	3 PDFs
7	Application System	Capabilities Statement, Application Readiness Checklist, Grant/Tender First Draft	3 PDFs

01-07 DETAILED DELIVERABLES BY TOOL

How to read each tool section

★ highlighted rows are core documents — the ones that directly appear in grant and tender applications. Format shows whether the deliverable is a PDF, a live web profile, or a structured text block. Primary Use shows the downstream application for each output.

1

TOOL

Business DNA Builder

Foundation — the context block that feeds every downstream tool

consultancydd.com/tools/business-dna/

	Deliverable	Format	Primary Use
★	Business DNA Profile Block	Structured text block (paste-ready)	Paste into every downstream tool and AI prompt to contextualise outputs
•	Business Baseline Summary	PDF	Internal reference document — team structure, equipment, services, compliance status
•	AI Context Document	Structured text block	Master context for all 15 cloud workflows and 4 Qwen workflows in Tool 6

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TOOL

Prompt Assembler

AI Engine — pre-engineered prompts loaded with your business context

consultancydd.com/tools/prompt-assembler/

	Deliverable	Format	Primary Use
★	Personalised Prompt Library	In-tool (copy-paste to any AI)	All CDD structured prompts pre-loaded with your Business DNA — run in Claude, ChatGPT, or Gemini
•	My Prompts Reference Sheet	PDF	Offline reference of all prompts with instructions — use during training or independently

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TOOL

Audience Definition Tool

Market Intelligence — documented ICP for procurement targeting

consultancydd.com/tools/audience-definition/

	Deliverable	Format	Primary Use
★	Target Client Worksheet	PDF	ICP profile used to qualify opportunities, target LinkedIn connections, and scope BD activity
★	Audience Definition Document	PDF	Primary and secondary audience profiles with language, decision-making criteria, and pain points
•	Ideal Client Profile (ICP) Summary	Structured text block	Feeds Tool 4 PVP Builder and Tool 5 Blueprint Builder for audience-aligned outputs

PVP Builder

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TOOL

Personal Brand — LinkedIn All-Star profile and value proposition

consultancydd.com/tools/pvp/

	Deliverable	Format	Primary Use
★	Personal Value Proposition Statement	PDF	Plain-language statement of your professional value — used in LinkedIn About, tenders, and introductions
★	LinkedIn Profile Copy Package	Structured text (copy to LinkedIn)	Headline, About section, Experience descriptions, Skills list — paste directly into LinkedIn
•	PVP LinkedIn Input Form	PDF	Completed reference form with all profile inputs — used to regenerate or update LinkedIn copy
•	LinkedIn All-Star Optimisation Checklist	Structured text / PDF	Step-by-step completion of LinkedIn All-Star status — profile completeness for procurement visibility

Blueprint Builder

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TOOL

Brand and Strategy — the three core business identity documents

consultancydd.com/tools/blueprint/

	Deliverable	Format	Primary Use
★	Customer Persona PDF	PDF	Documented profile of your ideal civil client — used in every grant and tender application
★	Value Proposition PDF	PDF	What you offer, who it serves, and why it wins — the core statement for all proposal writing
★	Brand Identity PDF	PDF	Tone, positioning, key messages, and visual direction — governs all external communications
•	Business Model Canvas Inputs	Structured text / PDF	BMC-formatted business overview — used in grant applications requiring business model documentation
•	Google Business Profile Copy	Structured text	Business description, category, services, and Q&A; copy — paste directly into Google Business

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TOOL

Chaining Workflows

AI Workflow Engine — 15 cloud workflows and 4 local Qwen workflows

consultancydd.com/tools/chaining-workflows/

	Deliverable	Format	Primary Use
★	Market / Prospect Intelligence Report	PDF (Deep Research Reader output)	Targeted intelligence on prospects, projects, or market conditions — feeds BD strategy and tender responses
★	WHS Framework Draft	PDF	Structured WHS management system draft built from relevant Australian standards — required for most prequalifications
★	Grant Research Report	PDF (Deep Research Reader output)	Shortlist of matching grants with eligibility analysis, deadlines, and application requirements
·	Competitive Intelligence Summary	PDF (local Qwen — stays on device)	Analysis of competitor positioning, pricing, and capability gaps — informs your differentiation strategy
·	Compliance Standards Summary	Structured text / PDF	Mapped ISO and industry standards relevant to your trade — feeds the Application System in Tool 7
·	Financial Position Summary	Structured text (local Qwen — stays on device)	AI-structured summary of financial data for grant and prequalification eligibility assessment
·	Workflow Progress Tracker	PDF (fillable)	Log of every workflow run — quality ratings, output notes, and Deep Research Reader log

7
TOOL

Application System

The Payoff — first-draft grant and tender applications from your document library

consultancydd.com/tools/application/

	Deliverable	Format	Primary Use
★	Grant Application First Draft	PDF / Word document	Assembled from your full 13-document library + grant research — structured against the specific grant guidelines
★	Tender Response First Draft	PDF / Word document	Structured response to head contractor prequalification requirements — covers capability, WHS, financials, references
★	Capabilities Statement	PDF	One or two-page capability document for procurement — plant list, past projects, key personnel, certifications
·	Application Readiness Checklist	PDF	Gap analysis against grant or tender requirements — documents still needed before final submission
·	Insurance Register	PDF	Organised record of all insurance certificates with expiry dates — required document for all prequalifications
·	Key Personnel CVs / Capability Summaries	PDF (one per person)	Named personnel profiles for inclusion in tender submissions and prequalification forms

LIB THE 13-DOCUMENT LIBRARY — WHAT YOU WALK OUT WITH

The complete document library

The 6-Day Accelerator produces 8 core PDFs. The 10-Week Program produces all 13. Together, these documents cover every section of a standard NQ Tier 1 supplier panel application. Colours indicate the tool that produced each document.

■ Tools 1–2

■ Tools 3–5

■ Tool 6

■ Tool 7 (10-Week)

01

Business DNA Profile

Tool 1

02

Target Client Worksheet

Tool 3

03

Audience Definition Guide

Tool 3



PROG PROGRAM FORMAT COMPARISON — WHAT EACH PROGRAM PRODUCES

Deliverable	1-Day Intensive	6-Day Accelerator	10-Week Program
Business DNA Profile	✓	✓	✓
Target Client Worksheet	—	✓	✓
Audience Definition Guide	—	✓	✓
Personal Value Proposition	■	✓	✓
PVP LinkedIn Input Form	■	✓	✓
Customer Persona	✓	✓	✓
Value Proposition	✓	✓	✓
Brand Identity	✓	✓	✓

WHS Framework Draft	—	—	✓
Grant Research Report	—	—	✓
Capabilities Statement	—	—	✓
Application Readiness Checklist	—	✓	✓
Grant / Tender First Draft	—	—	✓
LinkedIn All-Star Profile	■	✓	✓
Google Business Profile	—	✓	✓
90-Day Action Plan	—	—	✓

✓ <i>Included in this program</i>	■ <i>Partial — draft produced, refined in next program</i>	— <i>Not included in this program format</i>	★ <i>Core document — highest grant/tender impact</i>
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1-Day Intensive**3 PDFs**

Business DNA, Customer Persona, Value Proposition + LinkedIn draft

First engagement after the \$40B Summit. Fast, high-value, low barrier.

6-Day Accelerator**8 PDFs**

Full Business DNA, Audience, PVP, Blueprint (3 docs), Application Readiness + LinkedIn All-Star + Google Business

Complete document foundation for Tier 1 prequalification and grant eligibility.

10-Week Program**13 PDFs**

All 8 Accelerator docs + WHS Framework, Grant Research, Capabilities Statement, Insurance Register, Grant/Tender Draft + 90-Day Plan

Full business transformation with first-draft applications and compliance framework.

NEXT READY TO START BUILDING YOUR DOCUMENT LIBRARY?

- Step 1** Run the Business DNA Builder — consultancydd.com/tools/business-dna/ — this takes 30-60 minutes and unlocks every tool that follows.
- Step 2** Return to consultancydd.com/7/ to access all 7 tools in sequence. Use the Input Resources guide to know what to gather before each tool.
- Step 3** Book a discovery call to map your current document gaps and identify which grants and tenders your completed library can support.

Book a Discovery Call

Map your document gaps and find out which grants and tenders your completed library can support.

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