

Brisbane 2032: preparing to supply

If a larger contract came through, could your team prepare the submission and deliver the work? I'd check both before deciding to bid.



With Lord Mayor Adrian Schrinner at the Brisbane North Chamber of Commerce breakfast.

Choose the contracts you can deliver

At the breakfast, Adrian Schrinner discussed supplies such as temporary fencing and washing machines, alongside major projects. He also spoke about subcontracting. Check which opportunities fit your business and whether you have the capacity to deliver them.

Improve how you work now

Updating capability records or reducing delays in order handling can help your existing customers too. Start with a problem your team is already dealing with.

Ask the person who prepared a recent submission or order to show you where it was delayed and what they had to correct.

Preparing a submission

Ask the delivery team to review the commitments in your response. They need to know what the business is promising before it submits the tender.

Check the supporting records

Read your capability statement and a recent project example. Check that they are current and approved for use. AI can help draft answers from those records, but someone needs to verify each claim before it goes into the response.

Follow an order into delivery

Watch where people retype information or wait for approval. AI could help read an incoming PDF order and flag differences from the quote. Test that with your team before changing how orders are handled.

Include incomplete orders in the trial

Compare the time taken with your current process, including the checking. Keep the current process available if the trial fails. A clearer form may solve the problem without AI.

Read the full tender pack, including any updates. The people responsible for pricing and delivery need to approve the promises in your response. Check whether you're allowed to put the information into an AI tool.

Your Fractional Chief AI Officer

If you have little time to work on AI with your team, our AI Implementation Partnership provides ongoing leadership and implementation support.

Decide what to work on first

As your Fractional Chief AI Officer, we agree a rolling 90 day roadmap with your leadership team. We support the implementation within the agreed scope and coach your people on the work they do.

Review how people are using it

At monthly leadership sessions, we review use and results. If the team is spending too much time correcting the output, we need to find out why before extending the process.

Agree the scope before starting

We agree the work around your priorities and the time your team can give it. Substantial custom development is scoped separately. Software costs are additional.

Read about the AI Implementation Partnership

innovatexsolutions.com.au/ai-implementation-partnership/

Find opportunities: [Brisbane 2032 ICN Gateway](#). Follow each buyer's current requirements.

Independent commentary by Todd Johnson from the 15 October 2026 Brisbane North Chamber of Commerce breakfast. Suggested business applications are InnovateX's own. No appointment or endorsement by Brisbane 2032 or Brisbane City Council is implied.