



BUSINESS ADVISORY

IPS Management Consultants is passionate about helping individuals and organisations realise their potential.

The IPS Business Advisory team supports thousands of Indigenous and mainstream clients throughout Australia every year. We take pride in delivering meaningful, authentic advice and offering a safe, confidential space for businesses and organisations to turn to as they grow and remain agile in a fast changing world. Our expertise, generated through decades of business ownership and management, spans industries including innovation and technology, mining, manufacturing, retail, tourism, arts and events.

- 55% INDIGENOUS OWNERSHIP**
- 27% INDIGENOUS STAFF**



"IPS is an experienced provider of comprehensive business advisory services. Through our work we enable our clients and communities to flourish by supporting economic growth and development."

Katina Law
EXECUTIVE DIRECTOR

OUR SERVICES >>

We build business capability and capacity by providing current advice in flexible ways.



BUSINESS ADVISORY

Confidential and tailored advisory support, one-on-one coaching, mentoring and workshops delivered by our team of highly skilled business advisors.



MARKETING SUPPORT

Development of marketing strategies, digital marketing support and social media training.



INNOVATION AND GROWTH PROGRAMS

Focusing on the net zero economy, we design cohort based and individual learning programs connecting businesses to new thinking and new industry opportunities.



BUSINESS PLANNING

Full planning service from the single-page 'lean canvas' to comprehensive financial plans designed to support major growth.



BUSINESS STRATEGY

Development and review of business strategies from vision and ideation to commercialisation and sustainability.



FEASIBILITY ANALYSIS

Assessment and preparation of business feasibility, including markets, technical and operational capabilities, financial modeling and legal considerations.



FINANCIAL REPORTING AND ANALYSIS

Preparation of historical financial analysis, financial models, three way budgets and cashflow forecasting.



BOOKKEEPING TRAINING

Training and support in bookkeeping platforms such as Xero, MYOB and QuickBooks.

Case Studies

Critical Business Review

Indigenous Business Australia (IBA)

Indigenous businesses across Australia have been impacted severely by COVID-19. In collaboration with National Indigenous Australians Agency (NIAA) and IBA, IPS has assisted eligible businesses across Australia by providing a rapid assessment of business positioning and detailed financial analysis. This has enabled businesses to access working capital assistance of up to \$200,000 in the form of either a loan, a grant or a combination of both.

Aboriginal Business Capability Building Program (ABCB)

WA Department of Finance

The ABCB Program is a WA Government funded initiative that builds on the opportunities created by the Aboriginal Participation Policy to build the capability of Aboriginal businesses in WA to grow, prosper, and tender for government work. IPS was engaged by the Department of Finance to co-design and deliver a 2 year program, consulting with Aboriginal communities and businesses across metropolitan and regional WA.

Business Local

WA Small Business Development Corporation

IPS has a six year contract to deliver business advisory services to small businesses in all sectors at any stage of growth in two of the most populous regions of WA, the South West and Peel. IPS provides high quality service without barriers through digital and face to face one on one advisory sessions and high impact events.

Feasibility Analysis

NSW Aboriginal Land Council (NSWALC)

NSWALC manages an extensive business grant and loan program for local Aboriginal land councils across the state. IPS was engaged in 2020 and 2021 to conduct business analyses for new and existing Aboriginal ventures. IPS undertook detailed market assessments and reviewed current or proposed business structures, financial models, marketing strategies and business plans in order to provide feasibility recommendations to the NSWALC and by proxy to associated Aboriginal land councils.

OUR LEAD TEAM >>



KATINA LAW

EXECUTIVE DIRECTOR



COLETTE MCENTEE

INNOVATION &
ADVISORY LEAD



JASMINE PORTER

BUSINESS ADVISOR



NIKKI GRIFFITHS

BUSINESS ADVISOR



CRAIG HOLLAND

BUSINESS ADVISOR

OUR CLIENTS >>



IPS delivers innovative and focused consulting services that inspire people and provide purpose for our clients. We passionately embrace opportunities to create meaningful pathways for Indigenous communities and businesses.

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IPS MANAGEMENT
CONSULTANTS

