

## IPS Aboriginal Business Capability Building Program

**Are you an Aboriginal business  
looking for advice and support to  
help you grow?**

IPS Management Consultants are delivering the ABCB program across the Mid West, Gascoyne, Goldfields - Esperance, Wheatbelt, South West and Great Southern regions of WA.

### What is provided:

- ✓ One-on-one business advice.
- ✓ Targeted communications about business opportunities.
- ✓ Email, phone, online or face to face support.



### Contact Us

**T. (08) 9721 7057 | E. [abcb@ipsau.com.au](mailto:abcb@ipsau.com.au)**  
**[www.ipsau.com.au/businessadvisory](http://www.ipsau.com.au/businessadvisory)**

### YOUR SUPPORT TEAM



**Katina Law**  
IPS Executive Director



**Colette McEntee**  
Innovation and Advisory Lead



**Katie Clarke**  
Indigenous Advisor



**Nikki Griffiths**  
Business Advisor



**Craig Holland**  
Business Advisor

## IPS Aboriginal Business Capability Building Program

Individual Business Advisory to help boost your business opportunities



### TENDERS

Understand the Aboriginal Procurement Policy.

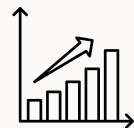
Learn how to find tenders and how to write tender documents.

How to become a preferred supplier to Government.



### PRICING

How to price your products and services to stay profitable and competitive when tendering for Government business.



### GROWTH

How to get your business idea out of your head and into the real world.

How to grow your business from a start up to an established business.



### MARKETING

Learn about creating a useable marketing plan.

Get help with social media and advice on building your website.



### CONTRACTS

Understand the importance of contracts and insurance. Which ones are important for your business so you are protected.



### GOVERNANCE

Understanding your roles and responsibilities in your business and some of the laws you need to be aware of when running a business.

Contact Us