

Business Advisory

Creating pathways for businesses to innovate and thrive.

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.



IPS provides consulting services across Australia

Our Capabilities

- 

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

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

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

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

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.
- 

Financial Reporting And Analysis
Preparation of historical financial analysis, financial models, three way budgets and cashflow forecasting.
- 

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

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

“IPS Business Advisors are future focused, deeply knowledgeable and genuinely empathetic. Our expertise spans new and traditional industries, providing our clients with trusted advice to create and sustain long term business success.”

- **Colette McEntee, Senior Consultant**

59% First Nations Ownership

23% First Nations Team Members

Case Studies

Business Local Service | WA Small Business Development Corporation

IPS has been contracted by the WA Government to provide business advisory services to small businesses in the South West and Peel regions. IPS business advisors provide a range of coaching and advice around business planning, financial guidance, procurement, staffing, business development and marketing. The service incorporates widespread consultation within the business communities, and is delivered through innovative channels including mobile advisory sessions, collaborative information sessions and industry walkabouts.

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.

Feasibility Study | C-res Local Buying Foundation

IPS was engaged by the Local Buying Foundation in 2021 to conduct a feasibility study into the delivery of a local business capability building program in the East Pilbara region and the Town of Port Hedland. The objectives of this study were to analyse local population demographics and forecasts, understand the requirements of small local businesses, determine the organisations that currently support their business development, and develop a new program that could be delivered to build on local capabilities and opportunities for growth in current and emerging industries.

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.

Our Lead Team



Damien Chalk
Executive Director
& Co-Founder



Allan McGillivray
Business Local Manager



Colette McEntee
Senior Consultant



Craig Holland
Innovation &
Engagement Lead



Katina Law
Co-CEO & Co-Founder

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.

Our Valued Clients



Small Business
Development Corporation
Business Local



Government of Western Australia
Department of Finance



INDIGENOUS
BUSINESS
AUSTRALIA



Australian Government
Australian Taxation Office



Public Transport
Authority