



# 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.

- 56% INDIGENOUS OWNERSHIP**
- 29% INDIGENOUS STAFF**



We provide services across Australia, with offices in WA, QLD, NSW & VIC



*"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 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. Our team of specialist 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. The service delivery has an average Net Promoter Score (NPS) rating of over 80.

## 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.

Follow Us

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**IPS** MANAGEMENT  
CONSULTANTS

