


# Business Advisory

## Creating pathways for businesses to innovate and thrive.

The IPS Business Advisory team supports thousands of First Nations and mainstream clients every year. We stay connected to economic disruptions and trends to ensure our services are aligned with the future of business and work in Australia.

We are critical, creative, strategic thinkers and we are passionate champions for long-term financial inclusion and economic empowerment. We know that great businesses can help to build strong communities and we take pride in offering safe, confidential spaces for clients and communities to turn to as they navigate through opportunity and complexity, towards success and sustainability.



IPS provides consulting services across Australia

## Our Capabilities



### Business Growth and Learning Programs

Build resilience, capability and diversity in local, regional or national business ecosystems through structured learning and innovation programs aligned with new industries, net zero and future economies.



### Facilitation and Engagement

Engage your stakeholders in productive and inclusive workshops, round tables, industry forums or webinars – delivered online or in person, using contemporary tools and practises to maximise your investment and time.



### Strategic and Business Planning

Energise your team and navigate economic transitions through a fresh, values-driven approach to strategic and business planning.



### Financial Analysis

Elevate your financial strategy with expertly crafted financial models and cash flow forecasts, creating road maps to success and sustainability.



### One-on-One Advisory

Lean on our team of expert advisors for one-on-one or one to many support in tackling new (or old!) challenges and opportunities in business.



### Mentoring for Business Owners and Leaders

Connect with business mentors and professional leadership coaches, and engage in self-paced learning modules to hone skills including how to: communicate with empathy; have difficult conversations; and build high-performing teams.



### Feasibility Studies and Business Cases

Explore social, cultural, economic, technical, and operational factors to support informed project and investment related decision-making, guided by compelling logic models and rationales.



### Enterprise Development and Innovation

Harness design thinking and customer centred design to unlock organisational creativity, establishing environments where ideas can ignite and accelerate growth.

“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, Executive Lead | IPS Business Advisory

59% First Nations Ownership

26% First Nations Team Members

## 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.

### 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.

### Business Plans and Financial Forecasts | Waalitj Foundation

The Waalitj Hub provides support to Aboriginal and Torres Strait Islander people wanting to start, grow or sustain their businesses. IPS has been a specialised service provider to the Waalitj Hub's business support and financial advisory team since 2021. IPS is proud to support Waalitj Hub customers with services including Business Plan Development, Financial Forecasting, Budgeting, Capability Statements and Human Resources Consulting.

### 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.

## Our Lead Team



**Katina Law**  
Co-Founder & Co-CEO



**Damien Chalk**  
Executive Director & Co-Founder



**Colette McEntee**  
Executive Lead



**Melinda Ely**  
Business Advisor



**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**