| Business Specialist | Description | Geographic Service Locations | Business Transition Services offered | Website | Contact Name/s | Contact Number/s | Contact email |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Aerium | Aerium is a Gippsland based business management consultancy that provides professional services across Gippsland and outer metropolitan Melbourne.  Our service scope will cover:   * business reviews * strategic planning * transition planning * financial analysis, benchmarking and modelling * market analysis and research * product, service and business development * leadership and management training * due diligence * business/asset valuations * merge and acquisition * capital raising | Gippsland, Outer Metropolitan Melbourne | **Review of existing Business Transition Plan**  Independent review of existing plans to ensure they contains the key elements/structure of a business transition plan and are underpinned by fundamental market/industry/competitor analysis.  **Development of a Business Transition Plan**  This plan would incorporate key elements of any business plan to ensure commercial integrity, and focus on   * market positioning (the product/service/market mix) * industry analysis and benchmarking * competitor analysis * product and/or service development including intellectual property strategy * financial analysis and modelling * resource capability and modelling * capital and cash flow requirements * capital raising strategy * market entry and/or diversification strategy * merge and acquisition opportunities * government assistance and procurement channels | [www.aerium.com.au](http://www.aerium.com.au) | Ryan Leslie  Jane Leslie | 0438 333 361  0409 431 067 | [rleslie@aerium.com.au](mailto:rleslie@aerium.com.au)  [jleslie@aerium.com.au](mailto:jleslie@aerium.com.au) |
| Crowe Horwath | Crowe Horwath is focused on meeting the needs of businesses and the individuals within them through a collaborative approach to financial services. We pride our self on an integrated service offering, giving clients the peace of mind that comes with knowing their financial and lifestyle goals and objectives are being met. | State-wide; office in Traralgon | With the resources available to us as part of a business operating with a large regional presence across Australia, we are well placed to deliver business planning services in the wake of the Hazelwood transition. With our proprietary Analysis-One software, we have at hand a variety of analysis tools and methodologies to assess business health, and model a range of potential transition options, to assist businesses in finding a sustainable path forward. At the core of our business is providing timely strategic planning and advice which gives us the fundamental skill set to assist those impacted by the Hazelwood closure.  Our skills in financial management, particularly around cash flow management and forecasting, along with sales strategies and pricing strategies will allow us to work with businesses to assist in entering new markets. Experience in business valuation services, sourcing of M&A opportunities and undertaking M&A transactions will allow us to pursue opportunities for businesses in that space. As mentioned above, being part of a larger group, allows us to access expertise in delivery of specialised services where this is required. | <https://www.crowehorwath.com.au> | Sharon Morton  Brad Tomholt | 03 5174 6466  03 5174 6466 | [sharon.morton@crowehorwath.com.au](mailto:sharon.morton@crowehorwath.com.au)  [brad.tomholt@crowehorwath.com.au](mailto:brad.tomholt@crowehorwath.com.au) |
| Deloitte Tax Services Pty Ltd | Deloitte is experienced in applying diagnostic processes to identify and evaluate business opportunities. We offer an initial whole-of-business diagnostic which can be crucial in informing the next steps for a business, and in identifying areas for improvement.  Deloitte assists organisations wishing to diversify their businesses into more sustainable markets.  Through this process we identify the existing key strengths of the organisation and then match these to potential manufacturing opportunities where they can be more competitive. | State-wide | Deloitte has a comprehensive end-to-end financial restructuring service with a track record of generating exceptional results.  Deloitte helps challenged businesses, quickly. We work with businesses to buy time, create options, and take action.  Relevant support might include:  Options assessment and Director support  Financial and cash flow management  Support with financiers / relevant stakeholders  Recovery and transformation to fix the core and create a platform to return to growth  Mergers / acquisitions  Orderly closures  Deloitte’s full suite of services is available to be tailored to help deliver the implementation of your transition plan. | [www.deloitte.com.au](http://www.deloitte.com.au) | Danica Sekulovska  Damon Cantwell | +61 3 9671 7555  +61 3 9671 7543 | dasekulovska@deloitte.com.au  dacantwell@deloitte.com.au |
| Doing Business Better Pty Ltd | Doing Business Better is a management consulting business specialising in transitioning businesses into new growth opportunities by redesigning the flow of work to create the flexibility to move quickly to new products, understanding the required delivery times and quality and ensuring products and services are delivered profitably. | Located in Venus Bay, South Gippsland and operates Australia Wide with an office in Abbotsford | Doing Business Better partners with companies to examine existing, new and emerging markets in the area, and determine a practical plan and program of work to transition to new business growth opportunities. Doing Business Better focuses on positioning and empowering businesses to have the systems, processes and internal skills and capabilities in place so they can tender and bid for work otherwise not accessible through their current capabilities. Doing Business Better uses Lean Manufacturing systems to improve business competiveness and create the systems, processes and Standard Operating Procedures to prepare companies for ISO accreditation. | http://www.doingbusinessbetter.com.au/ | Stephen Grech | 0448 403 094 | [sgrech@doingbusinessbetter.com.au](mailto:sgrech@doingbusinessbetter.com.au) |
| GHD Pty Ltd | GHD is one of the world’s leading professional services companies, as a trusted advisor, we will support you in your decision making.  GHD Advisory has worked with government agencies and private businesses to develop and/or review business cases for investment decision making processes.  Working across different jurisdictions and infrastructure sectors has given us a unique insight into the most recent developments and trends in economic evaluation, option assessment and understanding of requirements or expectations that different sponsor entities hold. | State-wide; office in Traralgon | GHD operates in the global markets of water, energy and resources, environment, property and buildings and transportation. We have experience in transaction advisory, business case development, finance and economic analysis, logistics and infrastructure policy.  Our Advisory team has significant international experience, leveraging this into local investment and divestment teams. Working across all infrastructure sectors and with a strong track record in energy, ports, oil and gas, transportation, waste and FCMG.  Previous engagements have included technical and environmental due diligence reporting, scoping studies, asset management planning, Opex and Capex reviews as well as a number of specialist studies to support transition. | www.ghd.com | Jon McNaught  Jason Fonti | 03 5136 5877 / 0438 545 232  03 8687 8168 / 0449 232 190 | [Jon.mcnaugh@ghd.com](mailto:Jon.mcnaugh@ghd.com)  [Jason.fonti@ghd.com](mailto:Jason.fonti@ghd.com) |
| Grant Thornton Australia Ltd | Grant Thornton provides a range of financial and operational services to OEMs, suppliers, dealerships, lenders and other auto industry stakeholders, including:   * benchmarking; * strategic advice; * due diligence; and * transaction support.   We offer supply chain management and performance improvement - our operational performance experts have extensive manufacturing experience. Our expertise also extends to restructuring and crisis management with our financial team evaluating liquidity, identifying financial options and implementing business plans to restore viability or manage insolvency. | State-wide | PROVEN APPROACH  Our methodologies have been refined over a huge number of projects and are supported by proven tools and stakeholder engagement techniques to meet the specific needs of individual businesses.  BROAD INDUSTRY INSIGHT  Industry-specific, insightful and objective solutions to the challenges facing business. We help companies look beyond immediate challenges and develop strategic goals to take advantage of new opportunities in the market, to help them recognise their competitive advantage. We understand your industry and the challenges you face.  MARKET ANALYSIS & STRATEGY REVIEWS  We have undertaken diverse Market Analysis and Strategy Reviews for companies in preparation for guiding them through the transition period.  RECOVERY AND REORGANISATION  Our team of advisers have extensive experience in assisting organisations with restructuring and consolidating corporate entities and groups.  MERGERS & ACQUISITIONS  Our M&A expertise extends from deal strategy and due diligence, to agreeing terms and integrating or selling a business. We can guide you through the financial issues and make sure you assemble the right resources, get the deal done and lay the groundwork for long-term success. | [www.grantthornton.com.au](http://www.grantthornton.com.au) | Mark Phillips  Jacky Millership | 03 8663 6328 / 0416 045 284  03 8667 6723 / 0410 409 021 | [mark.phillips@au.gt.com](mailto:mark.phillips@au.gt.com)  [jacky.millership@au.gt.com](mailto:jacky.millership@au.gt.com) |
| Ion Group Pty Ltd | ION Group is an innovative and very experienced national consulting firm with our head office based in Melbourne. We specialise in the fast and highly effective transformation of businesses, organisations, people and teams through the use of The Closed System® - our simple, elegant and yet profoundly effective decision-making framework that works on any scale and in any situation. | State-wide; offices in Sandringham, Melbourne and Leongatha, South Gippsland. | **Stage 1: Strategic Business Transition Review (Diagnostic)**  Our approach meets the specified requirements to:   * identify the business’ immediate past and present position * illustrate strengths, weaknesses, opportunities and threats (SWOT) * identify and prioritise areas that require attention or change   A comprehensive business diagnostic will be undertaken - with up to 50 factors considered.  **Stage 2: Business Transition Plan Development** - The findings from the Strategic Business Transition Review will guide us in how we set up the Business Transition Plan, involving a combination of specific consulting sessions with key individuals with group sessions with the management team as a whole to construct, plan, prioritise and start to implement key strategies.  **Stage 3: Business Transition Services**  ION Group’s *Leadership for Business Program* is designed to help participants to identify and manage these challenges. Specifically, four individual sessions are held over a 2-month period: | http://www.iongroup.com.au/ | Leigh Crocker  Claire Crocker | 0419 359 409  0402 297 287 | [lcrocker@iongroup.com.au](mailto:lcrocker@iongroup.com.au)  [ccrocker@iongroup.com.au](mailto:ccrocker@iongroup.com.au) |
| KPMG | KPMG has undertaken a variety of transition plans and operational restructures as a result of market challenges facing businesses. The objective is to maximise value and  develop tailored solutions.  We will also leverage the traditional SWOT and PESTLE methodologies to assist with the ongoing success of your business.  KPMG will adapt the appropriate methodology to suit each business. This will form the roadmap to support and guide implementation of the transition. | State-wide | KPMG has a number of specialist teams which focus on providing advice and practical support in implementing enterprise wide transition and transformation plans.  Focus areas include:   * Mergers and Acquisitions * Integration and Separations * Supply Chain * Sales and Marketing * Financial Management * R&D and innovation concessions * Succession planning * Tax   KPMG’s collaborative and integrated approach will ensure the transition plan is implemented with minimal disruption to mitigate risk and provide the best possible chance for success.  Where we do not maintain this expertise ‘in-house’, we can help to identify, outsource or partner with other specialist firms in working with us to implement your transition plan. | [**https://home.kpmg.com/au/en/home.html**](https://home.kpmg.com/au/en/home.html) | Guy Edwards  Anthony Peluso | (03) 9288 5665/ 0421 056 676  (03) 9288 5177/  0420 926 458 | [guyedwards@kpmg.com.au](mailto:guyedwards@kpmg.com.au)  [apeluso@kpmg.com.au](mailto:apeluso@kpmg.com.au) |
| Pitcher Partners Corporate Pty Ltd | We provide a range of our services to clients in the energy sector – including business advisory, due diligence, M&A, probity, business consulting, taxation and risk management.  Our clients include retailers as well as service providers to the sector. It is these service providers that are now faced with the decision as to how they advance their business, be it an acquisition, joint venture or divestment, servicing other energy providers, identifying new clients or markets. | State-wide | Pitcher Partners works closely with clients across a number of industries, assisting with transition programs. We are currently a panellist on the Victorian government’s Automotive Supply Chain Transition Program (ASCTP) to assist the automotive industry transition to a globally-integrated, sophisticated domestic industry. We advise supply chain clients to drive business priorities with sustainable results.  Specifically, we can assist with the provision of the following services:   * New markets, clients and product identification – see attached case studies * Business valuations * Asset valuations and registers * Due diligence * Accessing finance * Business advisory * Mergers and acquisitions * Financial management | www.pitcher.com.au | Michael Sonego  Piera Murone | (03) 8610 5485  (03) 8610 5601 | [Michael.sonego@pitcher.com.au](mailto:Michael.sonego@pitcher.com.au)  [Piera.murone@pitcher.com.au](mailto:Piera.murone@pitcher.com.au) |
| Excellerate Australia Pty Ltd (The Transition Group) | ASEA is the business excellence division of the newly names “Excellerate Australia”, previously known as AutoCRC. Since 2007 ASEA has provided support to more than 165 companies across multiple sectors and countries. The majority of our work has been in the Australian automotive supply chain and ASEA has developed an outstanding reputation for helping companies to become more competitive and sustainable.  ASEA has developed an excellent “assessment” process which help companies to identify where the biggest gaps are in the company compared to global best practices. | State-wide | ASEA has developed a process that is based on global best practice and to date has worked with more than 165 companies across multiple sectors and countries.  Every project is tailored to each company’s needs and all projects are based on a training/coaching model, with the main focus being on the ‘doing’ and not sitting in a classroom. Individual projects usually range between 1 and 10 days.  Most projects begin with a ‘diagnostic’ which identified the specific focus for the project. Each project is fully scoped including clear deliverables, timing, accountability and costs. At the end of the project the diagnostic can be repeated to measure the benefits and a 1 page A3 ‘close-out’ document is produced to summarise the entire project.  Finally after the close-out document is reviewed and signed, a ‘feedback’ form is provided to the company so they advise of any process improvements, etc, for the ASEA team to incorporate in future projects.  ASEA is happy for new clients to talk to any of the 165 companies we have previously worked with, to gain their feedback on our delivery performance.  We have also published more than 10 case studies featuring key clients and the improvements we have been able to achieve and deliver together. | www.excellerateaustralia.com.au | Lindsey Siede | (03) 9673 5945 | [Linsey.siede@asea.net.au](mailto:Linsey.siede@asea.net.au)  [peterhtaylor@optusnet.com.au](mailto:peterhtaylor@optusnet.com.au) |
| NEM Australasia | NEM has experience in the energy industry and has 45 Partners and is represented in all mainland Australian state capitals. We also have a presence in Singapore and New Zealand. | Australia-wide | NEM has 45 Partners, spanning Australia, NZ & Singapore who have all either successfully owned or managed businesses and they work with you and your team in your business. NEM has been working with Latrobe Valley businesses for many years. The focus is on Business Development and providing support services to allow your business to grow faster. A Business Potential Analysis shows the owner the financial impact of making these improvements. The Transition Growth Plan is developed in conjunction with your team and provides a step by step approach, supported by specific actions and timelines, to grow the business and improve business performance. NEM’s CAMA process identifies a businesses competitive advantage (CA) (they all have at least one) as well as markets that may be attractive (MA). NEM can provide all the supporting services, eg. Capital raising, financial management/analysis, marketing, governance, human resources, interim management, mergers and acquisition | www.nem.net.au | Glenn Mansfield | 0402 489 266  1300 857 636  (03) 5450 4458 | gmansfield@nem.net.au |
| SRD Consulting Pty Ltd | SRD has an entire practice area dedicated to developing and improving business performance and has undertaken assignments in this are for small, medium and large companies. | Head Office Perth WA  Regional Offices in Queensland and Victoria | Areas of expertise include:  Post merger/acquisition business integration  Business development, marketing and sales  Organisational design  Opportunity Realisation planning  Continuous Improvement | www.srdconsulting.com.au | Malcolm Washbourne | 08 9287 2444  0418 910 275 | Malcolm.washbourne@srdconsulting.com.au |
| Scopus Consulting Pty Ltd | Scopus Consulting is a locally owned and operated company, specialising in business management and growth development.  With over 50 years collective business management experience, expertise in Engineering sectors, Australian Federal Government agencies, local and metro business and International affiliations. | Traralgon | Our areas of delivery include strategic and operational planning, new business development, cultural transitioning & alignment, training and assessment, leadership and management, and process, procedures and policy implementation.  We have particular expertise in the following areas:   * Business growth and diversification * Cultural/People development * Process, Procedure and Policy * Business acquisition * Marketing * Tendering & procurement | [www.scopusconsulting.com.au](https://urldefense.proofpoint.com/v2/url?u=http-3A__www.scopusconsulting.com.au&d=DwMFaQ&c=JnBkUqWXzx2bz-3a05d47Q&r=q-UWr3138ac8bpKCJmQR17wGjb7sPJWc11sztq8NrF8&m=No00i_apMDMzTbvMRADDV9OT1e38h0C-8Pi0T0v1ynE&s=tQNdWpEyCfvuj_OiZ1xesVOTsDPZWM5xe00e7KPeypw&e=) | Simon Schembri | 0402 152 887  03 5176 6683 | [s.schembri@scopusconsulting.com.au](mailto:s.schembri@scopusconsulting.com.au) |