AJKP Pty Ltd

Profile Summary:
Our business is an End to End product design consultancy.
Our industrial design process utilises; research, design, prototyping, manufacture, and packaging, to transform ideas into products.
We work with startups & established businesses executing each step from Product idea to Managed, landed, saleable goods.
We also work with established businesses to improve existing products and manufacturing efficiencies.
Our Award winning Team of Industrial Designers, Product Design Engineers, Structural Engineers & Graphic designers also support various marketing and business strategy needs for our clients.
We are specialists in Steel design & Plastics, static installations, and design for mass manufacture, including consumer packaging. We are also passionate about Environmentally friendly focussed design.

Service Activity:
Product Development; Early stage feasibility & testing; Research & Development; Marketing and Branding; Strategy; Market Plan Development;

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International Market:

ARC Blue Consulting

Profile Summary:
Arcblue offer specialist advisory, consulting, training, analytics and coaching & mentoring programs to enable Social Enterprises to improve their commercial outlook and achieve organisational outcomes. We offer a range of services to support you to develop best practice business processes and systems, guide you through business transformations, and open and access markets. Our specialist procurement consultants can then provide detailed tender guidance and specialist grant application support to ensure business growth. Our team’s broad experience across a range of business areas from infrastructure to government and other goods and services makes us well equipped to provide specialist advice to grow the success of your organisation.

Service Activity:
Product development; Intellectual property; Early stage feasibility and testing; Research and development; Business process and systems improvements; Business transformation; Financial management planning; Industry standards implementation and certification; Tender guidance; Marketing and branding strategy; Market plan development; Prepare for and attract investment.

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International Market:

Avant Group

Profile Summary:
Avant Group offers technical engineering research support combined with marketing and commercialisation guidance and advisory services. The business specialises in technical consultancy and innovation, research and development project management and new market entry and facilitation services.
Avant Group is a team of specialized Business Advisory, Marketing Strategy and Government Grant consultants with representatives across Victoria, South Australia and New South Wales. The Avant Group team works with an array of different businesses from varying Industry Sectors to identify growth and commercialisation opportunities for its clients.
The business employs a team of engineers to assist companies in R&D project management activities. In addition, the company has a suite of services including marketing and strategic advisory, and trade assistance.
The business is a unique offering in Australia in that it is the only independent firm with multi faceted support services and a strong focus on technical innovation partnerships with clients.

Service Activity:
Product development; Intellectual property; Early stage feasibility and testing; Research and development; Business process and systems improvements; Business transformation; Financial management planning; Industry standards implementation and certification; Tender guidance; Marketing and branding strategy; Market plan development; Prepare for and attract investment.

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International Market:

Bayly Group Pty Ltd

Profile Summary:
We know you have some problems, can we help?
- Design Strategy for your business
- New Product Development
- Innovation in food and enhanced packaging
- Grow your business organically

We understand what family business is all about. Bayly is and has been a family business since 1971.

We work to ensure that your family business creates a legacy that you and your family can be proud of for generations to come.

We have a knack for creating great industrial B2B products for our customers and typically service them for many years.

By helping our customers discover the most valuable, important and unfulfilled needs of their customers, we design products that provide organic growth. This approach is cost effective and guarantees maximum product success in the shortest possible time.

We use our unique design process, proper planning and structure to ensure a delightful experience and reduce the risk of product failure.

If you are looking for family values in your business relationships, Bayly is the place to find them.

Service Activity:
Product development; Intellectual property; Early stage feasibility and testing; Research and development; Business process and systems improvements; Business transformation; Financial management planning; Industry standards implementation and certification; Tender guidance; Marketing and branding strategy; Market plan development; Prepare for and attract investment.

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International Market:

Disability Leadership Institute

Profile Summary:
The Disability Leadership Institute offers leadership development and support for leaders with disabilities, including coaching, training, networking, and a range of resources.
Our members enjoy a community of practice, connecting with leaders all over the world to discuss their leadership, share ideas, solve problems and support each other with networking and advice.
We operate virtually so it doesn’t matter where you are, or what your disability is, you are welcome as a member or as a participant in our programs.

We do things differently by looking at leadership through a disability perspective, and by acknowledging the specific attributes of disability leaders. We use this perspective to develop our programs, short courses and webcasts so that you have access to the latest in leadership development without encountering ableism and discrimination, while also using your disability to enhance your leadership style.

Service Activity:
Business Process and Systems improvements; Business Transformation; Financial Management Planning; Industry Standards Implementation & Certification; Tender Guidance; Marketing and Branding Strategy; Market Plan Development

Contact:
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International Market:
Our approach to working with organisations is practical and focuses on capacity building. What that means is that: (i) we understand the journey from angel through venture to private equity investment. In addition, we work and collaborate with many leading health and disability service organisations, and peak bodies.

Profile Summary:
Impact Collaborative Pty Ltd

We are a multidisciplinary team with a range of experience assisting start-ups and social enterprises, including our own. Competencies include customer and market insights, securing government and philanthropic funding, investor and investment readiness, crowdfunding, business model development, business and market entry strategy, branding, marketing, mobile app development, social impact framing and measurement, stakeholder and influencer engagement and visual communications design. We have a strong network comprising family offices, impact investors, and trust managers.

We understand the journey from angel through venture to private equity investment. In addition, we work and collaborate with many leading health and disability service organisations, and peak bodies.

Profile Summary:
Findex (Aust) Pty Ltd

Crowe Horwath - part of Findex - is a diversified professional and financial advisory with about 120 offices across Australia and New Zealand and employing about 3000 staff. We are the fifth largest firm in Australia and have the largest regional footprint of any similar provider.

We will draw on expertise from across our network to match the outcome required with the project at hand: ours is not a turn-key solution but is rather a solution tailored to your need.

Profile Summary:
Good Business Matters Pty Ltd

Good Business Matters (www.goodbusinessmatters.net) was founded on a single core belief; that business can, and should, be a force for positive social change. We are here to help social enterprises and businesses do well and make a difference. We will work with you to contextualize your purpose into business strategies, embed it into brands and express it through authentic communications. We will work closely with you to design and develop responsible business strategies to build brands of enduring value, brands that matter. We provide a phased strategic business service to help social enterprises to scale. Our social enterprise business planning process has been specifically designed with your unique purpose led missions in mind and enable the ongoing refinement and development of a business case, often through strategic planning workshops and engagement across the organisation.

We focus first on building a deep understanding of the business before seeking to develop the systems and strategies to help reach more customers and ensure the business processes are in place to efficiently convert leads to sales. As part of Good Business Matters brand, our specially curated marketing platform, Goodsmiths (www.goodsmiths.org) enables social enterprises to reach more customers and generate greater social impact.

Profile Summary:
Ellis Jones

At Ellis Jones, we stand for inclusion.

We bring entrepreneurial thinking and commercial rigour to organisations operating in the disability, health, wellbeing and broader social impact sectors to help them deliver positive outcomes for people and communities.

We work with established organisations and start-ups by offering a variety of supports. These include financial modelling, market sizing, customer insights, strategy development, grant writing, stakeholder engagement and investment readiness. We also partner with marketing and technology experts to deliver these services.

Through these services, we support businesses to: (i) emphasise with the individuals that the businesses are supporting; and (ii) deliver outstanding results that support growth, scale and increased impact.

Our approach to working with organisations is practical and focuses on capacity building. What that means is that: (i) we ensure that all project deliverables are tangible and usable; and, (ii) we ensure that capacity is built and knowledge is retained within the organisations.

Profile Summary:

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**Service Activity:**

- Product development
- Intellectual property
- Early stage feasibility and testing
- Research and development
- Business process and systems improvements
- Business transformation
- Financial management planning
- Industry standards implementation and certification
- Tender guidance
- Marketing and branding strategy
- Market plan development
- Prepare for and attract investment

**International Market:**

- China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam,
Indigenous National Technology & Telecom Network

**Profile Summary:**

Indigenous National Technology & Telecom Network (INTTN) is an Indigenous owned and operated business offering a range of specialized services including consulting. Our consulting services offer our clients a unique alternative to access professional services and networks that aims to combine industries with social enterprises for better results. We team nationally and internationally to establish innovative solutions with our clients. We help our clients manage risk and improve performance more effectively.

INTTN works across corporates, investors, governments, philanthropic and non-for-profit sectors to transform and drive social, economic and environmental impacts. Our team's experience across the Australian industries and markets allows us to work with our clients to scale in new areas, scope new opportunities especially where social inclusion and impacts can be achieved at scale and drive change.

**Service Activity:**

- Product development
- Intellectual property
- Early stage feasibility and testing
- Research and development
- Business process and systems improvements
- Business transformation
- Financial management planning
- Industry standards implementation and certification
- Tender guidance
- Marketing and branding strategy
- Market plan development

**Prepare for and attract investment**

**Contact:**

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**International Market:**

China, Hong Kong, India, Indonesia, Japan, Malaysia, Singapore, South Korea, Taiwan, Thailand, Vietnam, 

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KPMG (Australia)

**Profile Summary:**

The KPMG team is passionate about economic participation of people with disability and the growing competitive market of disability supports and services. We bring industry leading knowledge to improve the capability and success of enterprises led by people with disability. With strong local, national and global networks we are also able to connect our clients to global opportunities and bring the latest insights, from around the world to our clients.

KPMG is a significant supporter of founders, sole-proprietors and entrepreneurial small-to-medium enterprises (SME). We apply proven and tested methodologies to assist businesses to achieve business growth, improvement and profitability and to scale their business through planning and identifying new domestic and international growth opportunities. KPMG also has specific industry knowledge about business delivering disability supports and services in emerging markets, including the National Disability Insurance Scheme (NDIS).

KPMG’s team works with our clients to develop enhanced business processes, improved business models and accelerated growth (in Australia and overseas). KPMG also possesses considerable technical expertise in the form of highly qualified and experienced scientists and engineers across a broad range of disciplines that can be used to resolve technical challenges and assist with the development of innovative solutions in order to grow our client’s business.

In short, KPMG seeks to assist entrepreneurs with a disability to prepare their business for growth through:

- A well-defined value proposition for domestic and international business development;
- A clear plan for business growth (including operational efficiency, business process improvement etc.);
- A clear understanding of global market opportunities;
- A plan to win business overseas and support (leveraging KPMG’s global network) to execute that plan; and
- Access to engineering and technical experts from a range of sectors to provide a different perspective on related business challenges.

**Specific skills**

- Business Process and Systems
- Improvements
- Business Transformation
- Financial Management
- Planning
- In-Market Support
- Industry Standards
- Implementation & Certification
- Intellectual Property
- Market Development Plan
- Marketing and Branding
- Strategy
- Tender Guidance
- National Disability Insurance Scheme
- Disability service innovation

**Service Activity:**

- Product development
- Intellectual property
- Early stage feasibility and testing
- Research and development
- Business process and systems improvements
- Business transformation
- Financial management planning
- Industry standards implementation and certification
- Tender guidance
- Marketing and branding strategy
- Market plan development

**Prepare for and attract investment**

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  - Website: www.kpmg.com.au

**International Market:**

Singapore, South Korea, Taiwan, Thailand, Vietnam, 

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Melbourne Centre for Nanofabrication

**Profile Summary:**

The MCN is the largest and broadest capability within the Australian National Fabrication Facility (ANFF) — a national network of micro/nano research infrastructure. The MCN is an open-access, multi-institutional laboratory employing Lean operating principles akin to those of a high-throughput industry environment to ensure a consistent and high-quality client experience (certified under ISO 9001:2015).

Staff at MCN can train new users to become proficient in tool operation of the tools and systems, using the facility as an extension in-house R&D. Staff can also conduct fabrication or analysis services by quotation, or collaborate fully design, prototyping and batch production.

The MCN enables productivity and quality gains for users by providing a pipeline for design, fabrication, characterisation and testing of materials and devices within one facility. This enables an easy transition from concept to prototype, with the possibility to scale up to trial batch production, creating a comprehensive user experience.

**Service Activity:**

- Product development
- Intellectual property
- Early stage feasibility and testing
- Research and development
- Business process and systems improvements
- Business transformation
- Financial management planning
- Industry standards implementation and certification
- Tender guidance
- Marketing and branding strategy
- Market plan development

**Prepare for and attract investment**

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**International Market:**

www.nanomelbourne.com
Outerspace Design Group

Outerspace Design product development has been transforming insights into commercial outcomes for over 25 years. Our team of 25 industrial designers and engineers with diverse skills and perspectives add depth to your project.

Equipped with a unique range of resources, we deliver better results faster:
- Full service workshop for hand sculpted and 3D printed prototypes
- Office in California for a direct connection to the technology sector
- Latest 3D CAD and visualisation software
- Dedicated clean room and video conference facilities
- Trend forecasting hub and materials library

Whether you require a turnkey solution, or a little help, we offer a complete range of services:
- research
- concept development
- 3D CAD modelling
- mechanical engineering
- prototyping
- tooling & production management

Outerspace Design. When we see the potential in a great idea, we have to make it happen.

Service Activity:
- Market development
- Branding & Creative
- Marketing and Branding
- Tender Guidance
- Prepare for and attract investment

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Minter Ellison

MinterEllison is a leading Australian commercial, risk and legal advisory firm. Our multi-disciplinary team includes lawyers, technology consultants, governance experts, tax consultants, design thinking experts, business transformation experts and registered IP and patent attorneys who bring together a broad range of expertise to deliver solutions to different organisations in all sectors and at different stages of growth.

Profile Summary:
MinterEllison is a leading Australian commercial, risk and legal advisory firm. Our multi-disciplinary team includes lawyers, technology consultants, governance experts, tax consultants, design thinking experts, business transformation experts and registered IP and patent attorneys who bring together a broad range of expertise to deliver solutions to different organisations in all sectors and at different stages of growth.

Service Activity:
- Market development
- Branding & Creative
- Marketing and Branding
- Tender Guidance
- Prepare for and attract investment

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International Market:
China, Hong Kong, Mongolia, United Kingdom, New Zealand

Mo Works Pty Ltd.

We are a multicultural creative agency of professional advisors who deliver strategy, technology and communication across all digital and non-digital platforms to Victorian companies to help them grow in Australia, APAC and beyond. Our service offering includes:

- Branding Strategy and Consultation for Asia
- Global Expansion Strategy and Campaign Execution
- Localised Digital Presence (multi-language including Cantonese, Mandarin, Japanese, Korean and English)
- Marketing, Communications and PR localisation
- Social media management across various platforms (WeChat, KakaoTalk, Line, QQ, along with other international platforms).

We also help in capitalising on growth opportunities in Asia and increased capabilities within the region.

Our insights and strategies are born of an understanding of both consumer behaviour and the tech industry. Through our extensive experience with international markets, we have formed strategic partnerships and a stable customer base cultivated over 5 years. We are currently providing technology solutions to different clients by either designing and building their application or by providing consultations and marketing services.

We target forward-thinking businesses to help them make impactful solutions and activations. We design, develop and build everything in-house from advisory, tech, creative, advertising, and social.

Service Activity:
- Market development
- Branding & Creative
- Marketing and Branding Strategy
- Tender Guidance
- Prepare for and attract investment

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International Market:
Singapore, South Korea, Taiwan, Thailand, Vietnam,

Moore Stephens

Moore Stephens (with offices in over 112 countries) has extensive experience and understanding of private business, public companies and the Not-For-Profit sector. We also provide various services to the Victorian Public Sector (VPS) and are well placed to assist as a Registered Service Provider in the Boost Your Business program.

Within Victoria, we have offices in Geelong and Melbourne.

Relevant Service offering are (further details are available on request):
- Business and strategic plans;
- Capital raising, funding and investment attraction;
- Internal controls;
- Accounting policies/framework;
- Financial modelling;
- Feasibility analysis and reports;
- Internal/external financial and board reporting;
- Business process improvement (including implementation);
- Global business engagement (GME market);
- Taxation advice (including the R&D Tax Offset and Early Stage Innovation Companies);
- Outourced Chief Financial Officer and Advisory Services;
- Project management (software selection and implementation);
- Implementation of cloud-based accounting systems
- Exit and succession planning;
- Decisions support;
- Risk management;
- Governance advice;
- Procurement and Procurement advice.

Service Activity:
- Early stage feasibility & testing;
- Research & Development;
- Business Process and Systems Improvements;
- Business Transformation;
- Financial Management Planning;
- Tender Guidance;
- Prepare for and Attract Investment;

Contact:
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International Market:
China, Hong Kong, India, Indonesia, Japan, Malaysia,
Singapore, South Korea, Taiwan, Thailand, Vietnam,

Moore Stephens (with offices in over 112 countries) has extensive experience and understanding of private business, public companies and the Not-For-Profit sector. We also provide various services to the Victorian Public Sector (VPS) and are well placed to assist as a Registered Service Provider in the Boost Your Business program.

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- Accounting policies/framework;
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- Internal/external financial and board reporting;
- Business process improvement (including implementation);
- Global business engagement (GME market);
- Taxation advice (including the R&D Tax Offset and Early Stage Innovation Companies);
- Outourced Chief Financial Officer and Advisory Services;
- Project management (software selection and implementation);
- Implementation of cloud-based accounting systems
- Exit and succession planning;
- Decisions support;
- Risk management;
- Governance advice;
- Procurement and Procurement advice.

Service Activity:
- Early stage feasibility & testing;
- Research & Development;
- Business Process and Systems Improvements;
- Business Transformation;
- Financial Management Planning;
- Tender Guidance;
- Prepare for and Attract Investment;

Contact:
Mr Paul Robson
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Website: www.moorestephens.com.au

International Market:
China, Hong Kong, India, Indonesia, Japan, Malaysia,
Singapore, South Korea, Taiwan, Thailand, Vietnam,

Moore Stephens

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- Business and strategic plans;
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- Accounting policies/framework;
- Financial modelling;
- Feasibility analysis and reports;
- Internal/external financial and board reporting;
- Business process improvement (including implementation);
- Global business engagement (GME market);
- Taxation advice (including the R&D Tax Offset and Early Stage Innovation Companies);
- Outourced Chief Financial Officer and Advisory Services;
- Project management (software selection and implementation);
- Implementation of cloud-based accounting systems
- Exit and succession planning;
- Decisions support;
- Risk management;
- Governance advice;
- Procurement and Procurement advice.

Service Activity:
- Early stage feasibility & testing;
- Research & Development;
- Business Process and Systems Improvements;
- Business Transformation;
- Financial Management Planning;
- Tender Guidance;
- Prepare for and Attract Investment;

Contact:
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International Market:
China, Hong Kong, India, Indonesia, Japan, Malaysia,
Singapore, South Korea, Taiwan, Thailand, Vietnam,
**XPotential**

**Profile Summary:**
XPotential™ delivers differentiated revenue growth and profitability for our clients through customer-centric innovation programs. Our Senior Associates are highly experienced international executives from within the food industry, who embed themselves into your business so you can leverage their practical knowledge in tandem with learning proven processes and tools such as design-led innovation and lean canvas which have been adapted specifically for the food and agribusiness sector.

XPotential™ have successfully developed and run the ‘Fast ‘n Furious Innovation’ short course with food and agribusiness companies across Australia in conjunction with FIAL. Our team have deep connections within the research community that allow us to practically apply the latest technology to your individual innovation challenge.

**Service Activity:**
- Product development
- Intellectual property
- Early stage feasibility and testing
- Research and development
- Business process and systems improvements
- Business transformation
- Financial management planning
- Industry standards implementation and certification
- Tender guidance
- Marketing and branding strategy
- Market plan development
- Prepare for and attract investment

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**International Market:**
- China, Hong Kong, Indonesia, Malaysia, Singapore, Thailand, Vietnam

**XSALLARATE PTY. LTD.**

**Profile Summary:**
XSallarate is an advisory firm focused on strategic, marketing and growth consulting, M&A and capital raising for the technology and services sectors. XSallarate is different from standard advisory firms or venture firms in being able to understand and improve a business at multiple levels:
- strategic (markets, segments, directions, products),
- operational (sales implementation, cashflow planning, financial forecasting, stock control and business metrics),
- M&A (planning and executing acquisitions or spin offs) and
- capital planning (directions on securing capital and driving toward an exit).

**Service Activity:**
- Product Development
- Intellectual Property
- Early stage feasibility & testing
- Research & Development
- Business Process and Systems Improvements
- Business Transformation
- Financial Management Planning
- Industry Standards Implementation & Certification
- Tender Guidance
- Marketing and Branding Strategy
- Market Plan Development
- Prepare for and Attract Investment

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**International Market:**
- China, Hong Kong, Japan, Singapore, South Korea

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**END OF LIST**