**ARC Blue Consulting**

**Profile Summary:**
ARC Blue Consulting offer specialist advisory, consulting, training, analytics and coaching & mentoring programs to enable Social Enterprises to improve commercial outcomes and achieve organisational sustainability.

**Service Activity:**
- Business Process and Systems Improvements
- Business Transformation
- Tender Guidance

**Contact:**
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- Mobile: +61 412 318 384
- Website: http://arcblue.com.au

**BlueRock**

**Profile Summary:**
BlueRock is an entrepreneurial advisory firm of 11 specialist divisions that work together to support our clients in every aspect of business. But we are more than that — we are a community specializing in small to medium-size businesses. We have re-evaluated what success means to our company and to our clients. We’re proud to be a B Corp business and lead by example. We are on a mission to use the power of business to create a shared and durable prosperity for all.

**Service Activity:**
- Business Process and Systems Improvements
- Business Transformation
- Financial Management Planning

**Contact:**
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- Director
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- Mobile: +61 402 054 235
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**Capacity International**

**Profile Summary:**
Capacity International's approach to capacity development is collaborative, relationship based and tailored to your requirements. To implement, to make sure it happens, and to leave you with enhanced skills – mentoring and coaching you along the way.

**Service Activity:**
- Business Process and Systems Improvements
- Business Transformation
- Financial Management Planning
- Tender Guidance

**Contact:**
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- Director
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- Mobile: +61409355110
- Website: capacityinternational.com

**Centre For Education and Research in Environmental Strategies (CERES)**

**Profile Summary:**
CERES is a not-for-profit organisation that owns and operates a number of social enterprises. Our enterprises generate revenue and enable customers to live in a more sustainable way. CERES is 93% self-funded through our social enterprises and we employ 150 people.

**Service Activity:**
- Business Process and Systems Improvements
- Financial Management Planning

**Contact:**
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**Chase Consulting**

**Profile Summary:**
Chase Consulting Group is a boutique Australian consulting firm. Our purpose is to help small and medium-sized enterprises and social enterprises with their important decisions on strategy, innovation, investment and customer experience, to deliver business and social outcomes and sustainable growth.

We have a proven track record in building the capacity of organisations. We work with and in translating innovations into commercial outcomes in the local and global markets.

We conduct annual research to investigate how leading organisations are innovating strategically and are delivering more value from their innovation and market development initiatives.

We work with clients to deliver innovation results, impacts and outcomes:
- Identifying, developing, testing, validating and scaling innovations;
- Delivering financial and social returns on investment;
- A focus on customer experience and the value proposition;
- Achieving commercialising budgets and timeframes; and
- Building innovation capacity and culture.

We help organisations commercialise and scale-up their innovations into high-growth sustainable businesses/business units that have delivered significant financial and social returns for all stakeholders.

Our experience along the entire innovation process enables us to provide deeper insights, make better-informed decisions, and provide more robust recommendations to deliver business and social outcomes and sustainable growth.
Deloitte Private

Profile Summary:
Deloitte Australia, and specifically Deloitte Private is the largest professional service provider to Australia’s social purpose sector. Our approach involves bringing the ‘best of Deloitte’ to work on the bespoke issues affecting socially focussed enterprises – not for profit and for profit, either starting up or mature organisations. This enables our work to be nuanced, having a deep appreciation for, firstly the mission of an organisation, and secondly the opportunities and challenges enacted by a particular social enterprise approach. This may include developing appropriate impact profit business models, understanding consumer and non-consumer pricing models, building diversified revenue streams, balancing staffing with equity considerations and determining opportunities for scalability.

Service Activity:
Business Process and Systems Improvements
Business Transformation
Financial Management Planning
Tender Guidance

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Dinner For Two or More Pty Ltd

Profile Summary:
GBY Regional is a Regional Business Consultancy specializing in Strategic Planning, Market Development, Export Marketing (QIP EMOG Consultant). Over the last 16 years and has deliverer many RDV programs including but not limited to MY Business My People, Grow Your Business, Business Continuity and Business Intelligence Program. GBY Regional has an extensive client base in North East Victoria which would benefit form the Voucher Programs applied for.

Service Activity:
Business Transformation; Business Process and Systems Improvements

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Doing Business Better

Profile Summary:
Doing Business Better is a Lean Manufacturing and Lean Service specialist organisation. We partner with businesses to implement Lean business processes and systems by developing the mind-set of management to create to environment and resources to plan and sustain future growth. We work with staff to develop a culture of continuous improvement and become proactive in their pursuit of excellence and organisation efficiency. We create measurements systems to drive improvement and introduce methods, tools and techniques to drive them to the business. We believe that efficiency and organisational efficiency and systems to achieve targeted performance measures and standards enabling productivity improvement and release capacity to grow the business.

Doing Business Better will develop internal Lean capability across your leadership team designed to ensure process innovation and productivity improvement is implemented and sustain to accelerate growth and realise new opportunities. We raise participation by managers through coaching and mentoring and create a long term path for business expansion and long term sustainability.

Service Activity:
Business Process and Systems Improvements
Business Transformation
Financial Management Planning; Industry Standards Implementation & Certification;

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Ellis Jones

Profile Summary:
We are a multidisciplinary team with a range of experience assisting start-ups and social enterprises, including our own. Our 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.

Service Activity:
Business Process and Systems Improvements
Business Transformation

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Goodsmiths

Profile Summary:
Goodsmiths (www.goodsmiths.org/strategy) 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 contextualise 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, 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. Our specially curated marketing platform (Goodsmiths), enables social enterprises to reach more customers and generate greater social impact.

Service Activity:
Business Transformation
Business Process and Systems Improvements

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Grant Thornton Australia Ltd

Profile Summary:
Grant Thornton is one of the world’s leading organisations of independent assurance, tax and advisory firms. Grant Thornton has developed a particular strength in the provision of services to the small to medium enterprise ("SME") market. Grant Thornton provides specialist services, business advice and growth solutions to SME organisations with a focus on helping them unlock their potential for growth.

Grant Thornton’s deep experience in the SME sector provides us with the ability to understand the unique issues and constraints that SME business face on a daily business level and during its life cycle.

Service Activity:
Business Process and Systems Improvements
Business Transformation
Financial Management Planning
Tender Guidance

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Impact Collaborative Pty Ltd

Profile Summary:
At Impact Co., 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 most effectively.

Through these services, we support businesses to: (i) empathise 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.

Service Activity:
Business Process and Systems Improvements
Business Transformation
Financial Management Planning
Tender Guidance

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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 allow 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:
Business Process and Systems Improvements; Business Transformation

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ION Group Pty Ltd

Profile Summary:
ION Group is based in Melbourne and Gippsland. We have a successful history working with over 700 Victorian businesses.

We are experienced in developing and implementing Business Transition Plans that assist businesses to transform and adapt to changes and seize new opportunities.

Business Transition Planning involves harnessing the resources of the business for survival and growth. This requires maximising productivity while minimising any leakages that erode value and profitability. We also focus on the values and culture necessary to underpin lasting success for each individual company. Marketing is a specialty.

ION Group will undertake a comprehensive Diagnostic Analysis and develop a Business Transition Plan. We can also provide highly personalised leadership support for key personnel and team alignment to ensure that the Transition Plan will be successfully implemented.

Service Activity:
Business Transformation;

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It’s On Purpose

Profile Summary:
We’ll help you grow your social enterprise. If you’re thinking of taking advantage of new opportunities, or want to substantially improve what you are doing, or if you’re looking to repurpose your existing business to make a profit and create meaningful social benefit, we can help.

We specialise in strategic and cultural change. Our work with clients is guided by our understanding of the social enterprise and social change sectors.

Our passion is supporting social ventures in rural, regional and remote communities and our strategy is working with clients to apply business and financial skills to solving social and community challenges.

Our team’s background in business, our interest in social and economic development and our skills in coaching, training and facilitation and our networks, make us well-equipped to work with new and existing social enterprises.

We combine workshops, action learning, mentoring and collaborative networks to assist our clients to develop realistic enterprise business plans to grow viable and impactful social enterprises.

Service Activity:
Business Process and Systems Improvements

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La Trobe University

Profile Summary:
La Trobe University offers supporters a unique and innovative Service Activities via the options of consulting, small group training and management coaching / mentoring designed to enhance the viability, sustainability and growth of organisations. Services can be accessed face-to-face through the La Trobe University campus network in locations across metropolitan and regional Victoria. In addition to face-to-face delivery, social enterprise capacity building is enhanced by La Trobe’s e-learning platforms and remote e-conferencing facilities. La Trobe has a long history of involvement in the sector through the work of key personnel Professor Dr. Gillian Sullivan Mort, Associate Professor Clare D’Souza and Dr Martin Nanere. Their work in the social enterprise sector has most recently been focused around the La Trobe – Yunus Social Business Centre which is under the mentorship of the Nobel Laureate Dr Muhammad Yunus. Dr Yunus is also an Honorary Professor of La Trobe University.

Service Activity:
Business Process and Systems Improvements

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Monash University

Profile Summary:
Monash University is globally recognised for the breadth and depth of its research. Our strong focus on partnering with industry enables SMEs to work alongside our world-leading researchers and provides them with access to our unique infrastructure and research platforms. Reflecting the deep research and teaching expertise across all commercial, economic and financial disciplines, Monash deploys expert capability in programs, content and individual consultants covering the full range of business and management competencies.

Using blended-learning techniques, content is developed and delivered in various modes, and curated and facilitated by industry-experienced professors and practitioners. Technical programs building business acumen are coupled with transformational development experiences for leaders and managers to reinforce and embed learnings.

Monash is one of two Australian schools to carry the prestigious “Triple Crown” with three premier globally-recognised accreditations. We are highly responsive to client needs; all open Executive Education programs are suitable for custom or consortium delivery.

Service Activity:
Business Process and Systems Improvements; Business Transformation; Financial Management Planning; Industry Standards Implementation & Certification; Tender Guidance

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PwC Australia

Profile Summary:
PwC has a dedicated international trade practice across the Asia Pacific. We support our clients in evaluating export markets, developing market entry strategies, value chain analysis, navigating regulatory requirements and trade and risk management. We have teams in-country across North and South Asia to facilitate better engagements and longevity of relationships abroad.

PwC has extensive knowledge and experience in innovating new ventures building our own platforms such as PwC’s Open Innovation Platform, Artiea and Nilby R&D and helping our clients of different sizes and industries create successful new ventures, for example Data61’s UNLOCK incubator. Key to the success of these ventures is innovation partnered with commercialisation and business acumen.

We have been engaged by our clients to roll-out innovation programs to coach and mentor their workforce to become innovative. We have worked in partnership with QUT to deliver PwC Chair in the Digital Economy to provide digital thought leadership for Queensland.

We have designed, developed and run numerous innovation events across the country and globally for a diverse range of audiences.

Social enterprises, Not-for-profits and charitable organisations are at the heart of PwC’s global purpose. We are a team of committed professionals with significant sector experience working with social enterprises. We understand the particular challenges facing social enterprises and our focus is on how we can partner with you and leverage our skills and expertise.

Service Activity:
Business Process and Systems Improvements; Business Transformation; Financial Management Planning; Industry Standards Implementation & Certification; Tender Guidance

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Profile Summary:
Raine & Makin uses research, strategic thinking and design to help for-purpose organisations move forward with clarity, confidence, and optimism.

We are small, multi-skilled and nimble. Our model ensures you get to work closely and directly with our experienced directors. You’ll get a highly inclusive approach to your project, with a focus on long term partnerships and achieving real outcomes together.

How we help you:
- Strategic planning
- Stakeholder and customer research
- Service design
- Co-design
- Capacity building

For more information, please visit www.swinburne.edu.au/research/social-impact

Social Change Central
Profile Summary:
At Social Change Central we run Australia’s only dedicated online opportunities hub for social enterprises. With a fast growing community of 8,000+ changemakers, our mission is to ensure that Australia’s social entrepreneurs find the critical support and opportunities they need to convert their passion and ideas for social change into real social impact. We are social entrepreneurs for social entrepreneurs. We know and understand firsthand that juggling a social mission with commercial interests is hard work.

With a combined 20+ years of direct experience in the social enterprise sector, we specialise in helping social entrepreneurs grow impactful and sustainable ventures. We offer a highly personable, flexible and cost effective service. From business process and systems improvements though to business transformation, financial management planning and tender guidance, we have the skills, experience and networks to help you achieve your goals. We thrive on working with people who think big and have the courage and drive to bring their world-changing ideas to life.

Service Activity:
- Business Process and Systems
- Improvements
- Business Transformation
- Financial Management Planning
- Industry Standards
- Implementation & Certification
- Tender Guidance

Contact:
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Mobile: +61 477 288 065
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Social Traders Ltd
Profile Summary:
Become Social Traders’ certified and gain a competitive advantage with business and government buyers.

Over the last 18 months, our certified social enterprises have increased sales by $20 million with our buyer network. Our growing community of business and government buyers are working with Social Traders to engage more certified social enterprises.

Social Traders’ tailored suite of certification, advice and support services will uniquely position your enterprise to grow your business with our corporate and governments buyers members.

Service Activity:
- Business Process and Systems
- Improvements
- Business Transformation
- Financial Management Planning

Contact:
Katherine Kennedy
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Social Ventures Australia
Profile Summary:
Social Ventures Australia is a social purpose organisation that works with partners to improve the lives of people in need. Through providing funding, investment and advice, we help funders, government and social purpose organisations to strengthen their ability to address social issues.

More specifically, we provide strategic advice around business planning, financial viability and financial modelling. We also provide support to design and implement robust outcomes management frameworks that will allow social enterprises to prove, and improve, their impact, increase their funding sustainability and demonstrate that their approach is unique, integrated and value for money.

Service Activity:
- Business Process and Systems
- Improvements
- Financial Management Planning

Contact:
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Mobile: +61 413 488 216
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Spark Strategy
Profile Summary:
Spark Strategy works with social enterprises who are as excited by ideas as we are, who want to take action and transform. And we stick with you to achieve outcomes, favouring long-term relationships over draft and dash plans.

Our approach is highly interactive and all about bringing energy into the process through team-based workshops and activities that spark moments of discovery. We employ both traditional consulting tools (without the consultant-speak) and creative tools to help unearth ideas that are practical yet innovative.

We do the heavy lifting behind the scenes, stretching and probing, before rigorously planning the execution with you and building the organisational stamina required to create financial sustainability and achieve true social impact.

Service Activity:
- Business Process and Systems
- Improvements
- Business Transformation
- Financial Management Planning
- Tender Guidance

Contact:
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Strategic Project Partners
Profile Summary:
Strategic Project Partners is a mid-sized high-impact general management consulting firm. Based in Melbourne and Sydney, Australia, we work with Senior Executives, General Managers and CEOs on difficult strategic and operational challenges.

As a generalist management consulting firm we can support organisations across any part of their lifecycle. We have a specific capability in end-to-end business development – identifying strategic options, developing innovative solutions, establishing commercial deals with suppliers, channel partners and distributors, and assisting with delivery of an operational outcome.

When we deliver projects, whether it’s a strategic study or the implementation of process change, we focus on:

- Excellence in project management
- An obsessive focus on project benefits
- Robust analysis, which is clearly (and simply) communicated
- Bringing experience to bear throughout the project life cycle

Our aim is to deliver high impact, practical results, no matter the industry the organisation is looking to succeed in.

Service Activity:
- Business Process and Systems
- Improvements
- Business Transformation
- Financial Management Planning

Contact:
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Swinburne University of Technology
Profile Summary:
The Centre for Social Impact (CSI) Swinburne integrates research, learning and engagement to grow the capability of organisations and communities to deliver positive social impact. We produce high-quality outputs that are dynamic, accessible and useful.

CSI Swinburne has specialist expertise in social enterprise; social innovation; social finance; and measuring and communicating social impact. We also collaborate with other areas of the University, such as the Swinburne Business School.

We bring recognised, world-class capability in social enterprise strategy and business planning, social and environmental accounting, financial analysis, governance for impact, social finance, market analysis and social finance, including impact investment.

For more information, please visit www.swinburne.edu.au/research/social-impact
Profile Summary:
- capital planning (directions on securing capital and driving toward an exit).
- M&A (planning and executing acquisitions or spin offs) and operational (sales implementation, cashflow planning, financial forecasting, stock control and business metrics),
- strategic (markets, segments, directions, products),
  at multiple levels:
  services sectors.
XSallarate is different from standard advisory firms or venture firms in being able to understand and improve a business.

XSALLARATE PTY. LTD.

- guidance on tenders
- industry standards implementation and certification
- social impact measurement and communications
- financial management planning and funding opportunities
- human resource management
- finding new sources of revenue, growth and scale
- business process and systems improvements
- industry standards implementation and certification
- guidance on tenders

Professor John M极致

- analysing your financial health or investment readiness and developing plans to get you there

The Difference Incubator Ltd (TDi)

Service Activity:
- Business Process and Systems Improvements
- Business Transformation
- Financial Management Planning
- Tender Guidance

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Think Impact

Profile Summary:
Think Impact works extensively with social enterprises to build their capability to design a sustainable business model around their desired impact. Our approach is based on blending business advice with impact-led design thinking which puts the desired social impact at the core of the future strategy, leading to improved products, services and approaches.

Our key advisor Kevin Robbie has over 20 years' experience leading and advising social enterprises in the UK and Australia. Our broader team has expertise in using social impact measurement and strategy to transform intentions into impacts.

University of Melbourne

Profile Summary:
The Asia-Pacific Social Impact Centre (APSIC) is the University of Melbourne’s hub for social innovation, working with social enterprises, not-for-profits, government and corporations to increase their social impact.

We will work with you to understand your business challenges and co-create a solution that meets your specific needs. We then draw from the university’s wide range of business, social and environmental experts to build solutions for the difficult problems that you face — based on evidence and backed by world-leading research and practice.

We help social enterprises enhance their business capability and strengthen their social impact, while understanding the complex relationship between these interdependent goals. This includes but is not limited to:

- business modelling, marketing and customer strategy
- business process and systems improvements
- finding new sources of revenue, growth and scale
- human resource management
- financial management planning and funding opportunities
- social impact measurement and communications
- industry standards implementation and certification
- guidance on tenders

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Service Activity:
- Business Process and Systems Improvements
- Business Transformation
- Financial Management Planning
- Tender Guidance

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University of Melbourne

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