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

Contact:
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- Director
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- Phone: +613 8400 4220
- Mobile: +61 412 318 384
- Website: http://arcblue.com.au

International Market:

**beanstalk AgTech**

Profile Summary:
Beanstalk is a boutique agricultural innovation consulting business offering a suite of services to help forward thinking agribusinesses align into the innovative startup ecosystem to solve their priority challenges, create a point of difference, and be a market leader. Our process allows agribusinesses to leverage the cutting-edge technologies in AgTech and adjacent industries to transform their farm business through a structured cost effective and risk mitigating trial process, while early stage companies with defensible technology are supported with a path to market.

Beanstalk works across Asia Pacific’s startup ecosystem, corporates, investors, governments and non-for-profit sectors to drive far-reaching impact. Our team’s deep experience across the Australian agriculture industry, startup sector and in Asian markets allows us to work with our clients to unlock innovative solutions that leverage the opportunities being driven by the growth of Asia Pacific and the pace of technological change.

Service Activity:
- Business Process and Systems Improvements
- Business Transformation

Contact:
- Mr William Taing
- Director
- Email: info@beanstalkagtech.com
- Phone: +61 404 459 018
- Mobile: +61 404 459 018
- Website: www.beanstalkagtech.com

International Market:
China, India, Indonesia, Japan, Singapore, Taiwan, Vietnam

**Capacity International**

Profile Summary:
Capacity International wants to collaborate with you to make your social enterprise grow. Why? Because the more your business capacity develops the greater the social impact you can make as a sustainable organisation.

Our Services and Advice, drawn from our deep knowledge base, cover a range of business acumen programs including financial management, procurement and project design and implementation – the what. The how includes utilizing our delivery skills and experience such as systems thinking, participatory approaches and road-testing possible solutions. We then work with you to implement, to make sure it happens, and to leave you with enhanced skills – mentoring and coaching you along the way.

Capacity international’s approach to capacity development is collaborative, relationship based and tailored to your requirements. To further enhance what we can offer you we collaborate with different people and organisations to provide different insights and knowledge to support your growth.

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

Contact:
- Mr David Shires
- Director
- Email: david@capacityinternational.com
- Phone: +61 404 393 5110
- Mobile: +61 404 393 5110
- Website: capacityinternational.com

International Market:

**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 visitors to live in a more sustainable way. CERES is 95% self-funded through our social enterprises and we employ 150 people.

CERES can offer practical experiences and insights into many aspects of social enterprise design and operations.

We can offer 1-day introductory workshops, short skills training programs, and individual advisory and mentoring services.

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

Contact:
- Ms Cinnamon Evans
- Chief Executive Officer
- Email: cinnamon@ceres.org.au
- Phone: +61 3 9880 0200
- Mobile: +61 4111 88 141
- Website: www.ceres.org.au

International Market:

**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.

Deloitte offer 1-day introductory workshops, short skills training programs, and individual advisory and mentoring services.

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

Contact:
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- Phone: +61 4537 733 636
- Mobile: +61 4537 733 636
- Website: www.deloitte.com.au

International Market:

**Dinner For Two or More Pty Ltd**

Profile Summary:
GYB Regional is a Regional Business Consultancy specializing in Strategic Planning, Market Development, Export Marketing (IDP EMGO Consultant). Chris has worked with many of the most entrepreneurial businesses throughout the region as a highly respected business consultant over the last 16 Years and has deliver many RGV programs including but not limited to My Business My People, Grow Your Business, Business Continuity and Business Intelligence Programs. GYB 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

Contact:
- Mr Christopher Green
- Job Title: Managing Director
- Email: cgreen@gybregional.com.au
- Phone: +61 3 8400 4220
- Mobile: +61 5437 733 636
- Website: www.gybregional.com.au

International Market:

**Ellis Jones**

Profile Summary:
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.

Service Activity:
- Business Process and Systems Improvements
- Business Transformation

Contact:
- Ms Lid Dubisky
- Job Title: Office Manager
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- Phone: +61 3 8400 4220
- Mobile: +61 4185 19493
- Website: www.ellisjones.com.au

International Market:
Good Business Matters Pty Ltd

Profile Summary:
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 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, 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 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.

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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”) sector.
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.

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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 services.

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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.
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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.

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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 reposition your existing business to make a profit and create meaningful social benefit, we can help.
Our passion is supporting social ventures in rural, regional and remote communities and our specialty is working with clients to apply business and finance 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 business plans to grow viable and impactful social enterprises.

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Jump Leads

Profile Summary:
Make a Change assists individuals, organisations and communities create change with two main approaches:
1. Our Curriculum for Changemakers – a series of already developed products for training, development and change.
2. Provision of Professional Services in the areas of culture change, communications and engagement and business consulting for social enterprise and social change sectors.

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2. Provision of Professional Services in the areas of culture change, communications and engagement and business consulting for social enterprise and social change sectors.
La Trobe University
Profile Summary:
La Trobe University offers social enterprises its 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 real time 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
Business Transformation
Financial Management Planning
Industry Standards Implementation & Certification
Tender Guidance

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Website: www.latrobe.edu.au

International Market:
India,

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 SMS 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

Contact:
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Mobile: +61 412 850 678
Website: www.monash.edu

International Market:
Ghana, South Africa, China, Indonesia, Japan, Malaysia, United Kingdom, United Arab Emirates,

Pricewaterhouse Coopers - PwC (VIC)
Profile Summary:
PwC has a dedicated international trade practice across the Asia Pacific. We support 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 with firms around the region.

PwC has extensive knowledge and experience in innovating new ventures building our own platforms such as PwC’s Open Innovation Platform, Airtax and Nifty 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 building the 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

Contact:
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Mobile: +61 407055782
Website: www.pwc.com.au

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

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 personal, flexible and cost effective service. From business process and systems improvements through 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:
Ms Anna Lennan
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Mobile: +61 477 288 865
Website: www.socialchangecentral.com

International Market:

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 businesses.

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

Contact:
Katherine Kennedy
Job Title: Strategy Manager
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Phone: +61 3 8139 8447
Mobile: +61 407 142 889
Website: http://www.socialtraders.com.au/

International Market:

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 valuable for money.

Service Activity:
Business Process and Systems Improvements
Financial Management Planning

Contact:
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Job Title: Director - Consulting
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Mobile: +61 412 555 181
Website: socialventures.com.au

International Market:


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:
- Industry Standards Implementation and Certification
- Social Impact Measurement and Communications
- Human Resource Management
- Finding new sources of revenue, growth and scale

Complex relationship between these interdependent goals. This includes but is not limited to:

- Problems that you face – based on evidence and backed by world-leading research and practice.
- Then draw from the university’s wide range of business, social and environmental experts to build solutions for the difficult

Profile Summary:
Our broader team has expertise in using social impact measurement and strategy to transform intentions into impacts.

Our specialities are understanding and communicating impact, developing sustainable business models, improving tender

Service Activity:
- Industry Standards Implementation
- Social Impact Measurement
- Human Resource Management
- Finding new sources of revenue, growth and scale

The desired social impact at the core of the future strategy, leading to improved products, services and approaches.

Our approach is based on blending business advice with impact-led design thinking which puts

- Analysing your financial health or investment readiness and developing plans to get you there
- Testing a product or service with customers and other stakeholders
- Clarifying your mission & understanding how to measure outcomes
- Assessing and stress testing the business model and identifying priorities to achieve sustainability

Inception to investment. Our services include, but are not limited to:

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

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

Chiefs

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 lifecycles. 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.

Business Process and Systems
- Business Transformation
- Financial Management Planning
- Tender Guidance

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

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.

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

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

The Difference Incubator Ltd (TDi)
Profile Summary:
The Difference Incubator (TDi) we have a deep belief that you can do good and make money simultaneously. It’s from this starting point that we help drive you to greater clarity, equipping you with the insights you need to design, build and run a business that has a sustained positive impact.

Through tailored programs and consulting, we work alongside entrepreneurs, social enterprises and not-for-profits from inception to investment. Our services include, but are not limited to:

- Assessing and stress testing the business model and identifying priorities to achieve sustainability
- Clarifying your mission & understanding how to measure outcomes
- Testing a product or service with customers and other stakeholders
- Building an understanding of the market you are operating in, key competitors and barriers to market
- Working to improve your supply chain
- Analysing your financial health or investment readiness and developing plans to get you there

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

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

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 specialties are understanding and communicating impact, developing sustainable business models, improving tender readiness, identifying and accessing new markets, impact investment readiness, building impact-focused teams and building high-performing enterprises. We have also worked with social enterprises to capacity build in areas such as franchising, licensing, replication, mergers and business acquisition.

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.

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

University of Melbourne
Profile Summary:
The Asia-Pacific Social Impact Centre (APISIC) 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 resources
- Financial management planning and funding opportunities
- Social impact measurement and communications
- Industry standards implementation and certification
- Guidance on tenders

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