

## Value Proposition and Capability Statement

### Value Proposition

ACRE Consulting Group adds value by using our commercial experience and qualifications to give strategic advice – and demonstrably improve our clients’ business processes.

### Capability Statement

ACRE Consulting Group utilises its strengths by combining the significant commercial expertise of its Consultants and Associates, with an in-depth understanding of the Small to Medium Enterprise (SME) sector.

This sector includes both the for profit and not-for-profit sectors and whilst the social aims may differ the results that both sectors seek are the same – a continual improvement of business process, to ensure better results for their stakeholders.

Our three core capabilities are ***Experience, Expertise*** and ***Excellence***.

#### Experience

Our experience derives from the substantial and broad exposure gained in key business sectors - such as management, finance, manufacturing, engineering, construction and law. This experience has been successfully utilised in both the for-profit and not-for-profit sectors.

ACRE Consulting Group Consultants and Associates have international experience in a vast range of disciplines – from management and logistics to procurement and contract management.

In Australia, our experience includes senior levels in corporate management, finance, law, manufacturing and construction.

Many of our Consultants and Associates have used this experience to assist a wide range of not-for-profit organisations in both advisory and directorial positions.

Importantly, the multidisciplinary experience gained over many years, means that we successfully bring to the client the following components:

- A “hands – on” approach based on substantial business experience. We apply our knowledge of business processes to each individual project to quickly gain an appreciation of clients’ requirements.
- An extensive network of associate Consultants who can be called upon to use their specific technical competencies to assist in virtually any project or advisory role.

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- A mature, confidential and emphatic approach in dealing with clients' requirements.
- The application of commercial competencies from the for-profit sector to the not-for-profit sector

## Expertise

We bring both experience and qualifications to each client project in the form of specific expertise or competency. These include:

- Business and Strategic planning.

This expertise area focuses on capturing the clients' ideas on how they see their business in, say, 5 years' time and which strategies are appropriate for achieving their vision.

Furthermore, work is also invariably required on ensuring that the operational plan fits into the overall business or strategic plans.

- Asset and Risk Management

We have expertise in designing and managing capital expenditure projects from small amounts to over \$50m. This design and management component includes management, asset utilisation, risk management, governance and post-audit.

We also have extensive experience for developing short and long term asset management plans, procedures and policies for existing assets (such as plant or property).

ACRE Consulting Group can also design and implement Risk Management plans in many different organisational sectors and sizes.

- Facilitation, Training and Performance Assessment

These programs are developed in close consultation with the client as well as using the particular skills and expertise of our Consultants and Associates.

We have concentrated on developing our facilitation skills particularly in scoping and planning for business and strategic plans.

Our training competencies have been focussed on high demand sectors such as senior management and Board assessment, as well as performance management.

Our expertise in these sectors ensures that Performance Assessment and Management identifies the important sectors for a business to focus on, to ensure that the clients' business is geared to achieve their goals and achieve better than their market sector.

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- Grants and Submissions

We have assisted in a wide variety of grants and submission applications, using a methodological approach which ensures a standard, rigorous and disciplined approach to each submission.

We can also assist in identifying sectors where grants may be available and help with any subsequent submission.

ACRE Consulting Group believes in a consultative approach in the Grants and submissions sector, where we encourage clients to prepare as much of the submission themselves.

This allows ACRE Consultants to review and comment on a “work in progress” basis rather than trying to complete the proposal with minimal customer input.

At all times we try to minimise the cost to clients by advising them if there are easily available, low or no cost ways of preparing the submission themselves, using, for example, government, industry association or internet resources.

## **Excellence**

We believe that by concentrating on the small-medium enterprise sector (including not-for-profit) we can develop a reputation for excellence in a specific, defined area.

This ensures that our work is fully aligned with this sector and reinforces the quality control of our work, namely:

- All work is peer reviewed by a consultant. This means that no report or advice goes to the client without being thoroughly checked and challenged through this review process.
- At the same time, the peer review process is built into the agreed timetable with the client. This means that there are no delays and the quality of work is consistent.
- We undertake a detailed analysis of all potential work, prior to commencing in conjunction with the client. If the work does not fit our consulting profile, we will advise the client immediately
- Our pro-bono “Community Support Program” is conducted under the same excellence criteria as our commercial, paid work.
- Our research into topics allied to our target market sector, combined with our professional association memberships mean that we continually improve and update and refine our skills

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