

IPS delivers **innovative and focussed consulting services** that inspire people and provide purpose for our clients. We passionately embrace opportunities to create meaningful pathways for Indigenous communities and businesses.



*“As a relatively young business, we’re extremely proud of what we’ve achieved in facing challenges as an Indigenous business, building a strong brand and forcing open the doors to opportunity.*

*Working with Government and Corporates, IPS is passionate about a shared desire to build the capacity of Indigenous businesses, communities and people.”*

— KRISTAL KINSELA-CHRISTIE  
**MANAGING DIRECTOR**

**OUR SERVICES**

**ORGANISATIONAL DEVELOPMENT AND LEADERSHIP**

IPS is passionate about helping individuals and organisations realise their potential. We work with government, corporate and business clients to deliver leadership and management development programs, coaching, training, undertake capability reviews, and change management processes.

**RESEARCH**

IPS utilise qualitative and quantitative methodologies, specialising in mixed methods to deliver focused research and evaluation. We have extensive experience across a range of research types including analytical, empirical, exploratory and historical research. We conduct case studies, short term and longitudinal research.

**BUSINESS CAPABILITY**

IPS specialises in assisting businesses to develop their capability and capacity for growth. We offer financial management and reviews, procurement support, workshop delivery and design, strategy development and execution, business plans, governance training and consulting.

**COMMUNICATIONS AND MARKETING**

Our creative team specialise in marketing, branding and communications. We build websites, manage social media, and create professional, compelling marketing materials including capability statements, brochures, reports, infographics, and communications strategies.

**OUR DIRECTORS**

 **KRISTAL KINSELA-CHRISTIE**  
**MANAGING DIRECTOR**

Kristal is a proud Aboriginal woman, a descendant of both the Jawoyn and Wiradjuri nations. Kristal has more than 14 years’ experience in education and training, organisational and workforce development and supplier diversity. Kristal is passionate about creating lasting pathways for Indigenous businesses and individuals. A sought after business leader, she is often called upon to provide insights to Government and Private Enterprise. Kristal is a multiple award winner and NSW Aboriginal Woman of the Year, recognised for her outstanding contribution in working with Indigenous communities, businesses, leaders and women across Australia.

 **KATINA LAW**  
**COMMERCIAL & FINANCE DIRECTOR**

Derby raised, from Worora and Walmajarri families, Katina Law is an executive with over 25 years’ international experience in financial and general management roles. Katina is currently a Director of IPS, Chair of ASX listed Ardea Resources and a Non-Executive Director of Gumala Enterprises Pty Ltd and headspace National Youth Mental Health Foundation Ltd.

 **DAMIEN CHALK**  
**BUSINESS DEVELOPMENT DIRECTOR**

Damien is a passionate and driven professional, with extensive experience in organisational development and leadership projects for governments and Tier 1 companies across Australia. A business strategist and human resources expert, Damien has an extensive track record of changing organisations, teams and individuals for the better. Damien’s strategic expertise has played a pivotal role in successfully guiding dozens of organisations, hundreds of projects and thousands of careers.

# OUR PROJECTS



## BUSINESS ADVISORY PROVIDER FOR PEEL AND SOUTH WEST REGIONS

IPS has been contracted by the WA Government to provide advisory services to small businesses in the South West and Peel. Our team of specialist advisors provide a range of business coaching and advice around business planning, financial guidance, procurement, staffing, business development and marketing. Our services are delivered through innovative channels including mobile advisory sessions, workshops and industry walkabouts. The service delivery has an average Net Promoter Score (NPS) rating of over 80.



## CONSUMER SURVEY OF ONLINE COPYRIGHT INFRINGEMENT

IPS was engaged to conduct the fourth wave of a longitudinal study involving consumer surveys on online copyright infringement in Australia. IPS coordinated the fourth-year data collection in line with previous years to ensure comparative analysis. The quantitative data was collected via online and CATI platforms, and analysed to produce a comprehensive report. The report will be used to inform the Australian Government's broad reform agenda to reduce online copyright infringement.



## COMMUNICATIONS STRATEGY AND MEDIA ENGAGEMENT

Forest Industries Federation of WA engaged our communications team to deliver a comprehensive communications strategy to support the industry's key messaging and engagement strategies. The strategy involved extensive stakeholder engagement and analysis, a critical communications plan, development of a key messaging infographic and media engagement processes and development. The strategy has played a significant role in changing the way the industry delivers its key messaging.



## OPERATIONS AND STRUCTURE REVIEW DESIGN, DEVELOPMENT AND DELIVERY OF LEADERSHIP PROGRAM

IPS was engaged to identify opportunities for improvement at Marra Worra Worra, Aboriginal Corporation in WA's Kimberley region. IPS undertook a governance, systems and process audit, a review of the operational management plan and a review of HR processes. IPS implemented a tailored leadership program and a review of organisational delivery structure. The IPS review ensured ownership by the people who would be working within any revised framework.



## MANAGER DEVELOPMENT PROGRAM

IPS is the current supplier of the ATO's Manager Development Program, a program to deliver quality leadership and management training while recognising the continuing journey of the ATO in cultural transformation. Our methodology outlines the delivery of consistent, scalable and flawless quality facilitation of the Program, supported by proven project management and coordination systems and an experienced and dedicated delivery team.



## RESEARCH INTO THE BARRIERS FACING INDIGENOUS BUSINESSES ENTERING THE DEFENCE INDUSTRY

IPS was engaged to undertake research into the barriers facing businesses entering the defence industry. IPS completed a review of existing initiatives for aspiring Indigenous business, facilitated and hosted two pilot "New to Defence" events in Adelaide and Darwin, and interviewed stakeholders. IPS submitted an Evaluation Report for the pilot program with associated recommendations, key themes and analysis of results.



## DESIGN, DEVELOPMENT AND DELIVERY OF PROCUREMENT WORKSHOPS

IPS was awarded a contract to design, develop and deliver a series of Procurement Workshops Australia wide for IBA. The focus of the workshop was to develop practical skills for use in responding to tenders. The program was well received with 95% of participants rating the program excellent or good. IBA has recently contracted IPS to deliver another seven workshops around Australia.

## GET IN TOUCH WITH IPS



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IPS HAS TEAM MEMBERS COVERING NSW, QLD, SA, VIC, WA AND TAS.



SUPPLY NATION CERTIFIED SUPPLIER OF THE YEAR 2018

# OUR VALUED CLIENTS

