

Capabilities



Phalanx
CONSULTING GROUP

Delivering Tangible Results

ABOUT US

Phalanx Consulting Group is one of Victoria's fastest growing business consultancies. Dynamic, insightful and client focused, our purpose is to deliver tangible results for every client in order to maximise their business performance.

We review all businesses objectively and thoroughly to provide accurate diagnosis and relevant recommendations. Phalanx's proven methods are hands on, supporting clients through to successful implementation.

The fundamental core of Phalanx Consulting is captured in our stated mission:

"Phalanx Consulting exists to develop long term, collaborative and rewarding relationships with clients by:

- ▶ *Recognising their potential;*
- ▶ *Being aligned to their vision, goals and objectives; and*
- ▶ *Implementing robust management strategies and processes,*
that deliver measurable returns and sustainable outcomes to clients."

Led by Managing Director Michael Dietrich since commencing operation in 1997, Phalanx brings together a united team of consultants with significant depth of expertise to support clients contending with challenges that may be encountered as their organisations evolve.



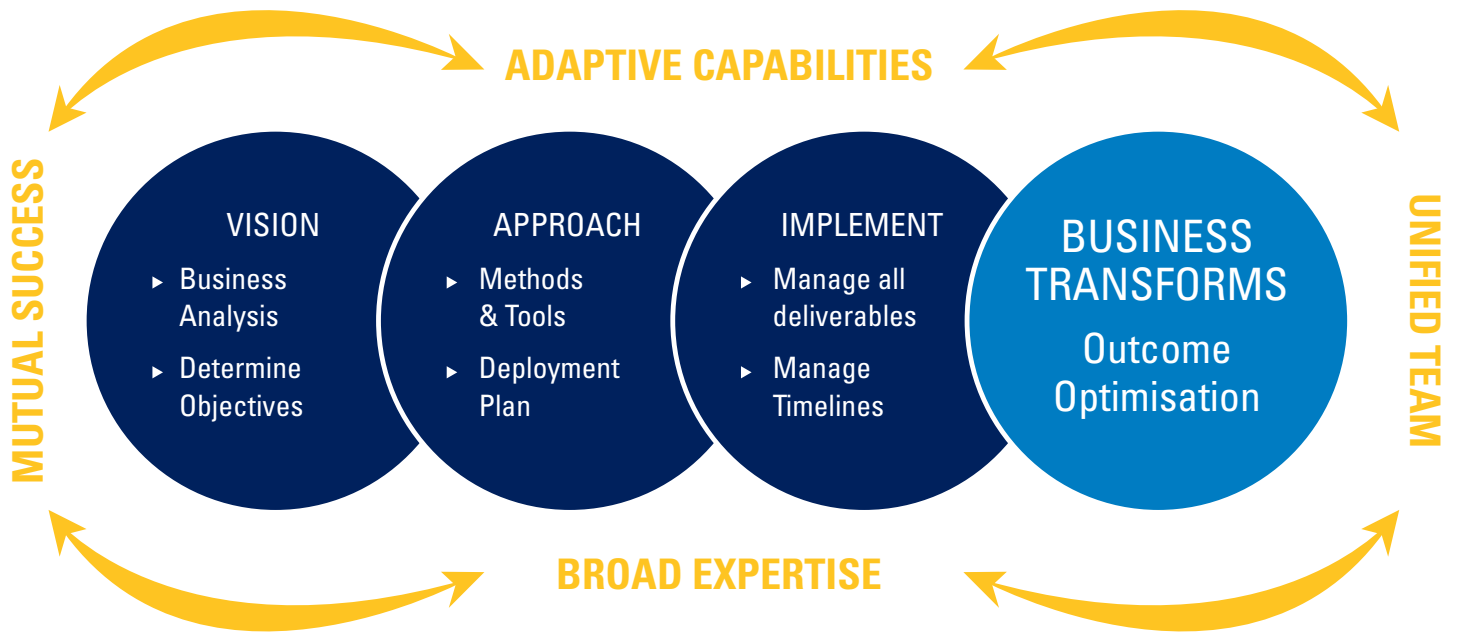
OUR AREA OF EXPERTISE

Phalanx Consulting Group offers management and specialty services across a broad range of industries. Our dedicated team of consultants draw on a wealth of professional experience including roles from automotive, manufacturing, finance, government, retail, hospitality, print and allied services, medical and pharmaceutical sectors. *Refer below for an outline of our core consulting services.*

Strategic Planning & Business Development	Gain clarity on the businesses direction by reviewing the environment to identify issues and opportunities. Organisations create their new future by utilising strategic planning.
LEAN Management	Create a team culture committed to continuously improving all systems and processes throughout the entire business to eliminate waste. Originating from the manufacturing industry, LEAN is increasingly adapted to suit any business including service, financial and health.
Organisational Development	Successful organisational change can be difficult. Organisational Development is a strategic management improvement program designed to develop organisations and its people transition to new technologies, markets and challenges.
People Management & Talent Development	Build and maintain the highest levels of organisation and team effectiveness. Retain key staff through training and mentoring programs, while aligning succession planning with the overall business strategy.
Sales & Marketing	From the implementation of a brand identity to profit maximising pricing structures, to the selection of optimal distribution channels and the functions they should perform.



HOW WE WORK



OUR BUSINESS IMPROVEMENT TOOL KIT

Accurate issue identification and diagnosis are the starting point for all Phalanx client relationships. From the initial contact meeting, organisations undergo a complementary 'Phalanx Business Profiler' and 'Stakeholder Survey' review to provide them with clear insight and feedback into the areas of their business that require improvement, benchmarked against our survey pool.

Business diagnostic and health check consulting services are available on a tiered scale, depending on business size, organisational development and people management needs. *Refer below.*

Phalanx Business Profiler	<ul style="list-style-type: none"> ▶ Overview of current status ▶ Top-down view ▶ Web based survey delivery 	<ul style="list-style-type: none"> ▶ High-level analysis tool ▶ Outcomes used for service need and project planning purposes ▶ Complementary service
Stakeholder Survey	<ul style="list-style-type: none"> ▶ External key stakeholder view ▶ Qualitative feedback and assessment 	<ul style="list-style-type: none"> ▶ Outcomes used for service need and project planning ▶ Complementary and fee for service platforms
Harrison Assessment Solutions™	<ul style="list-style-type: none"> ▶ Strategic workforce planning and pre-employment tool ▶ Web based delivery and assessment system 	<ul style="list-style-type: none"> ▶ Functional analysis for employee development and succession planning ▶ Facilitate informed change management ▶ Fee for service
Organisational Effectiveness Profiling™	<ul style="list-style-type: none"> ▶ 360 degree view of organisation ▶ Web based survey delivery ▶ Systematic view to deliver change across strategy, process & culture at all levels 	<ul style="list-style-type: none"> ▶ Suitable for medium-large businesses ▶ Fee for service

BENEFIT FROM GRANT FUNDING

Numerous federal and state Government grants are available to assist organisations grow and implement development strategies across their business.

Phalanx Consulting Group is able to explain the various grant schemes that are available and the relevant eligibility criteria for each. We also assist clients through each stage of the application process to ensure the maximum benefit is accessed. *Refer below for just some of the grants available.*

- ▶ Enterprise Connect Manufacturing Network
- ▶ Enterprise Connect Defence Industry and Innovation Centre
- ▶ Grow Your Business Program
- ▶ Skills for Growth: the Workforce Development Program
- ▶ Commercialisation Australia
- ▶ First Step Exporter
- ▶ Export Market Development Grant
- ▶ Workplace English Language and Literacy (WELL) Program
- ▶ Tourism Grants
- ▶ Environmental & Sustainability Schemes
- ▶ Plus many more

Contact us today to discuss your organisations' needs and benefit from our complementary Business Profiler review.

Telephone 1300 731 245



