

A photograph of the Hazelwood industrial facility, featuring several tall, white chimneys and a large, tan-colored building with the word 'HAZELWOOD' written on its side. The scene is set against a clear blue sky, with some green foliage in the foreground.

# HAZELWOOD SUPPLY CHAIN TRANSITION PROGRAM

OUR SERVICE OVERVIEW

We're proud to be appointed to the panel of Business Specialists for the Hazelwood Supply Chain Transition Program and ready to support you with your next critical steps.



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*Out of adversity comes opportunity.*

*- Benjamin Franklin*

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Aerium is a Gippsland-based consultancy that offers professional services in areas of business strategy & transformation, business coaching, human resources, marketing, infrastructure planning and project management.

We have a thorough understanding of the brown coal industry, its associated supply chain and economic environment. We are locals with first-hand experience in transitioning from the power industry to new markets and opportunities, and have built a network of associates and experts to help create positive change for our clients.

## Our partners

Recognising the need for rapid transformation for Hazelwood Supply Chain businesses, we have formed a strong regional consortium comprising technical, engineering and commercial professionals – a team that understands how to turn technical know-how and innovation into commercial success.

We are proud to partner with the following local companies who are equally invested in Gippsland and focused on supporting our local businesses and community.



[www.in2projectmanagement.com.au](http://www.in2projectmanagement.com.au)

In2PM is a leading Project Management and Business Optimisation consultancy that specialises in building efficiency and internal capability into organisations using agile practices, lean thinking and visual management. Their value mapping processes and procurement/contract management optimisation capabilities help deliver greater quality at less expense, removing wastage and stemming revenue leakage.



[www.mcmillans.com.au](http://www.mcmillans.com.au)

McMillans is one of the best regional accounting and financial advisory firms in Australia with a mission of building client's financial strength with integrity and honesty. McMillans can provide the financial analysis, due-diligence, modelling, business structuring and advice needed to manage risk, transition and growth.

# How we can help

Whether it is finding new customers or markets for existing products or services, developing new products or services, reducing risk or building greater strength and value in your business, we can help you.

## Our service scope includes:

- Business audits and evaluations
- Business visioning, positioning and transition strategies
- Market/industry/competitor research and analysis
- Marketing, business development and sales strategies
- Brand, product and service development
- Intellectual property strategy development
- Business risk management strategies
- Value stream mapping and process optimisation using Lean and Six Sigma continuous improvement methodologies
- Forensic contract and procurement auditing, benchmarking, and negotiation
- Organisational design and development including capability assessment, re-training and Fair Work-compliant exit strategies
- Facilitation, mediation and conflict resolution
- Financial modelling, sensitivity analysis, budgeting and cash flow forecasting
- Determination of capital requirements and capital raising strategies.
- Business and corporate structuring
- Mergers & acquisitions, and business sales

## Our approach



### Evaluation

(1 - 2 weeks)

We'll evaluate your current and desired future state in all aspects of your business to help determine the optimal transition path and priority focus areas required in developing the Transition Plan.

### Transition planning

(3 - 6 weeks)

This exercise will critically analyse and validate your market position, competitiveness and opportunities, and outline key costed strategies and actions to making a successful transition.

### Transition services

(as required)

We will provide and/or procure the very best advice, services and expertise to deliver key actions identified in the Transition Plan under agreed terms, budgets and timeframes.

### Merger advisory services

(as required)

If determined as a viable option, we can initiate business matching and conduct due-diligence, evaluation, planning and integration support.

We hold a strong belief that Gippslanders have the intellectual capacity, resilience and skills to take on any challenge and succeed.

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Please fill out this brief confidential on-line survey to enable us to assess your immediate needs and determine how we can best help you in your transition:



[www.surveymonkey.com/r/HSCTP-AERIUM](https://www.surveymonkey.com/r/HSCTP-AERIUM)

## Want to know more?

Contact Aerium's HSCTP Leader Ryan Leslie on 0438 333 361 or [rleslie@aerium.com.au](mailto:rleslie@aerium.com.au) for more information

**[aerium.com.au](https://aerium.com.au)**