

# Mullins Advisory Pty Ltd

## Who Are We?

Mullins Advisory Pty Ltd (MAPL) is a boutique consulting and advisory business. MAPL is a trusted advisory service to businesses looking to....

1. Improve the management and delivery of their Information and Communications Technology (ICT) services (and the related business processes);
2. Corporatise their business operations in response to business improvement needs, rapid business growth, increasing their business value or positioning their business for sale.

We bring to our clients contemporary wisdom in business and ICT management gained from 20 years of business management experience.

## What Do We Do?

We help our clients improve their businesses.

ICT Strategy Services	Corporatisation Services
IT planning and budgeting	Value stream mapping
IT strategy development	Process and process control reviews
Implementation of IT best practices for efficiency, customer service, control and effective management reporting	Leveraging of IT products and services to enhance communication, collaboration, quality, productivity and reduce costs.
IT management services (including mentoring of internal IT staff)	Development of procedures and other systemisation strategies
Application mapping to define the application portfolio and the interconnections between them	Procurement support including vendor management

Both service streams are underpinned by risk management, quality management, service delivery governance and the experienced gained from 25 years of business management experience.

## Typical Clients

Our typical clients.....

1. Are SME's, often managed by its owner(s)
2. Are in a variety of industries (from professional services, construction, membership services, education institutions, import and distribution). The services are applicable across industries.
3. Are looking to increase the value of their business.
4. Are looking to access contemporary management methods and techniques
5. Are looking for trustworthy, pragmatic advice and an additional "pair of hands" to implement the advice.

## Typical Services

ICT Strategy Services	Corporatisation Services
We provide a <u>virtual IT management service</u> including best practice advice for IT development, support and maintenance	<u>Building profitability</u> by understanding product and service cost drivers (through value stream mapping)
<u>Systems requirements assessments</u> (business requirements planning, vendor and system selection criteria), then develop the business cases for ICT investments	<u>Implementing structured agreements</u> (commercial arrangements) with suppliers and clients
<u>Systems and ICT service sourcing projects</u> (upgrades, replacements, transitions to cloud services)	Expanding businesses engage Mullins Advisory to <u>assess acquisition targets</u> and to oversee integration projects to on-board the purchased business
Establish and maintain <u>ICT Steering Committee</u> structures and processes	Transition clients from supplying their client's <u>products and services</u> into providing client <u>solutions</u>
<u>ICT application and service implementation projects</u> (planning, vendor management and project management)	Assist client to <u>increase business value</u> and find prospective business buyers (exit planning)
<u>ICT vendor management</u> (contract reviews, service reporting)	Development of a professional corporate identity
Development of ICT application and service maps	Establish <u>risk management and governance policies and procedures</u>
Mentoring of IT staff.	Preparing the <u>business for sale</u> at its maximum value
We plan for <u>disaster recovery and business continuity</u> .	Preparing the business for the acquisition of competitors or businesses in related industries

## Contact Details

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