

NHFIC Professional Advisory Services (Panel Member) page 1

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Business status	<input type="checkbox"/> Individual consultant <input checked="" type="checkbox"/> Consultancy firm <input type="checkbox"/> Association/group of individual consultants

Summary

Societel Consulting has a proven track record of adding value in the Human Services sector, in NSW and Nationally; working with NGOs, Government (State and Federal) and semi-government bodies.

Our skills and experience range across a number of key areas that are relevant to CHOs, including deep and proven knowledge of the NSW Sector.

Societel's staff and skills offering is second to none in terms of our people and experience. Our people are specifically selected based on their passion for people, policy and making a real difference on the ground.

This comes across in our commitment to work, high quality deliverables and a proven history of delivering for clients, including the Community Housing sector, repeatedly and beyond the normal constraints of scope and flexibility that some consulting firms place on clients.

Sector knowledge

Our knowledge of the contemporary Sector and issues facing CHOs is comprehensive.

Our combination of experience and level of insight is unique, having worked extensively in the most relevant policy and strategy areas of Government as well as the Sector itself, the regulator and related NGOs from other sectors. This has given us the experience in similar sectors and the way they interrelate with Government and regulators as well as deep and specific knowledge of CHOs.

Our recent work with the NSW Registrar involved a comprehensive review of all the strategic, financial and anecdotal factors effecting the sector and the way all of those elements as well as the broader political and economic factors work together.

Additional to the above, a number of our recent projects have given us specific understanding of the CHOs' operating environment:

- Financial analysis of the Millers Point project
- Value for Money indicators project for CHIA NSW
- Program review and outcome audit for the Federal department of Social Services
- Review into vulnerability services in NSW for NSW Department of Premier and Cabinet
- Program review, documentation and evaluation strategy for a specific program in the Aboriginal Housing Office, NSW

Skills	Offered?	Demonstrated qualifications, consultancy skills and consulting track record
Finance	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Finance and financial skill is a core competency at Societel. We have worked on some of the most challenging financial and finance modelling exercises in NSW Government, including: <ul style="list-style-type: none">• Report into the viability of the Sector for the Registrar of Community Housing

		<ul style="list-style-type: none"> • Design and develop a full cost model for the Out of Home Care Sector in NSW, for NSW Treasury • Millers Point divestment, business case analysis • Design and project manage NSW Lifetime Cost of Vulnerability work stream for Their Futures Matter reform • Safe Home For Life financing and funding model including business case development, all financial modelling and benefits estimation as well as designing and implementing budget and financial management systems • Financial audit of the CDEP Program for Federal Department of Employment Education Training and Youth Affairs • Advisory position on the Board of the FACS Out of Home Care re-contracting • Financial modelling and project management to demonstrate the impact of the National Health reforms to the NSW Government for moving to activity based funding, decentralising NSW health, private patients in public hospitals, the commonwealth takeover of primary and over 65 care, and the user cost of capital model under a federally funded capital program for a \$16.4bn commonwealth proposal <p>Additionally, a number of our key staff have very highly regarded experience in top tier Financial institutions and associated qualifications:</p> <ul style="list-style-type: none"> • Campbell McArthur (Partner) is a Chartered Accountant and qualified auditor with career experience as a Financial Controller and interim CFO, as well as having worked in the finance functions of Disney, Virgin Entertainment and Dassault. • Niv Sivapalan (Partner) is a qualified economist and financial modeller with career experience in complex financial analysis for the Federal Government (DFAT, PM&C, Health) and NSW (Treasury, FACS and DPC) • Farah Irani (Senior Manager) is a qualified financial analyst and health economist with experience in global NGOs including vulnerable shelter and housing models and micro-economy financing and pricing of shelter for vulnerable people • Emily Miller is a development and property economist with a number of years of experience in urban and housing planning including several years with Deloitte Access Economics as a senior economist
Business planning	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<p>Societel's experience in corporate strategy, business planning and business change is significant.</p> <p>Both partners have worked in large corporates (listed and multinational) companies and as a firm we have run a number of engagements on business planning, business change, re-structure and corporate strategy. Some of these include:</p> <ul style="list-style-type: none"> • Advisor and program manage the Tune review into Human Services in NSW • Advisory member of the ePlanning steering committee for NSW Planning, with specific responsibility for ensuring whole-of-government strategy is integrated into the work plan • Re-structure of the TfNSW strategic projects division • Assistance to a number of NGOs (undisclosed) in preparation for the NDIS implementation in NSW including strategic and acquisition analysis for their Boards • Advisor to the Water Resources Group (ASX listing code WRG) • M&A Advisory for the ISOFT takeover for CVC Asia Pacific

