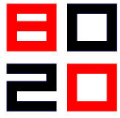


MANAGEMENT CONSULTING pty ltd



ABOUT US

80:20 Management Consulting was founded in 2008 with the aim of building Quality, Safety and Environmental Management Systems that are truly effective and tailored to each individual business.

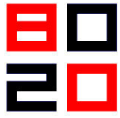
With more than 25 years combined experience in Management Systems we understand the challenges that are faced by small, medium and large enterprises. The Directors of 80:20 Management Consulting have developed and maintained systems in both Australia and Overseas for an extremely diverse range of business types such as:

- Comdain Infrastructure & Comdain Gas.
- Grollo Tourism and Leisure
- Department of Treasury and Finance
- Toyota Car Manufacturing Australia (Altona Plant)
- CSR Sugar
- Johns Lyng Group Commercial Construction; and
- Sands Venetian Casino Macau

Whilst working with these businesses, we were:

- Recipients of a Toyota Supplier Award; and
- The only privately owned contractor invited to tender for Hong Kong Disneyland

We have also worked with many small privately owned businesses to help build their systems and assist with the certification process. Our belief is that having a certified management system should be accessible to all businesses, not just big budget operations.



OUR SERVICES

MANAGEMENT SYSTEMS DEVELOPMENT AND IMPLEMENTATION

80:20 Management Consulting's core focus is on Quality, Safety and Environmental Management Systems and Business Improvement Consulting. Our specialty is in building and maintaining effective systems that meet ISO requirements but more importantly compliment and improve your business.

Our model is fairly simple and focuses on developing easy to understand processes that clearly identify responsibilities and outputs. After writing and auditing thousands of procedures we know what works and what doesn't.

Our Safety and Environmental Systems ensure that you understand the risks in your business as well as your regulatory obligations and help set improvement targets. With experience in many high risk work places we know what to look for when assessing your safety risks and environmental impacts.

QUALITY, SAFETY & ENVIRONMENTAL TRAINING

We believe that all employees should be involved in Management Systems in order for them to be effective. 80:20 are able to train your employees to manage the system for themselves, conduct risk assessments and hazard assessments, audit processes and develop corrective actions.

Training can be conducted on a one to one basis or in groups.

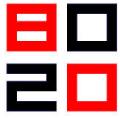
PROCEDURES / PROCESS OPTIMISATION

Not all businesses want to be certified to an ISO standard, some just want effective procedures in place that they can review periodically. We can assist you by working with your staff to document the work that they do and look for potential areas of improvement. Our goal is not to tell you how to run your business but instead gather the knowledge of your team and put it on paper.

With documented systems you can ensure that if an integral member of your team leaves, you have all the information you need to appoint and train a replacement. Detailed systems also make it easier to redistribute work when employees take annual leave or are unavailable.

INTERNAL SYSTEMS AND COMPLIANCE AUDITS

Ongoing audits are the backbone of an effective system. We can provide impartial and thorough internal audits of your systems to ensure compliance with ISO requirements and also ensure that processes are being followed. We can also perform compliance audits to ensure that you are meeting your environmental and safety regulatory requirements and the requirements of your customers.



OTHER SERVICES

MANAGEMENT PLANS

Many of our clients do not want to go down the certification path, but are interested in implementing a range of Management Plans to suit their business.

We are able to document all of your Management Systems (ie. HR/IR, Emergency Response, Procurement etc) into Management Plans that are tailored to your specifications.

TENDER ASSISTANCE

Most large tenders these days have a significant component dedicated to Quality, Safety, Environmental Systems and Risk. By ensuring you can answer all areas properly it will assist your bid by adding valuable weight to our proposal score.

We have worked with many businesses to ensure that their proposal is the best it can be and finished, reviewed and submitted by the due date. We can also complete whole proposals and have a high success rate for winning bids, just give us your bid price and we can do the rest.

SUPPLIER ASSESSMENTS

Depending on your business type, suppliers can be a high risk area. We can act as a third party to assess your suppliers and ensure that their licenses, insurances, certifications, procedures and products meet your requirements.

SAFETY TRAINING

By conducting basic safety induction training with your employees, you can demonstrate that you have given them the tools and information to ensure safe working conditions.

We can conduct toolbox meetings and with your staff to ensure that your obligations for staff consultation are met and all staff are given a chance to contribute to their own safety

COMPLIANCE WITH LEGAL REQUIREMENTS

As a business owner or manager it is critical to know what you are legally required to do to ensure the safety of your employees. It can be quite difficult to find the information



ABOUT THE DIRECTORS

ADRIAN TAYLOR

Adrian began working with ISO Systems over 12 years ago with Transfield Services.

His experience in a Facility Services Environment, and study of the Chinese language, led to the position of Quality Assurance Manager for the cleaning contract at the prestigious Sands Venetian Casino in Macau, the first of many Las Vegas owned Casinos to be built in the area.

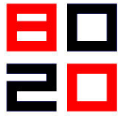
Once effective systems had been put in place, Adrian returned to Australia to assume the role of Quality Assurance Manager for Kirwan Cleaning, a division of the Kirwan Group (more than 850 employees). During this time Adrian worked closely with Toyota Australia to develop a KPI reporting system that eventually led to a Toyota Supplier Award (one of the highest accolades a Toyota Supplier can achieve).

After the purchase of the Kirwan Group by ISS Facility Services, Adrian took over the role of National Quality and Environmental Manager for the Hygiene Services and Grounds Maintenance Divisions. This position involved implementing the new ISS Quality Management System and creating a new Environmental Management System to be rolled out to 22 branches and over 1000 employees. All in all this process took less than 9 months from commencement to successful ISO certification. As well as successful certification, Adrian also created an online document management system to remedy document control issues, and developed the ISSGreen Program which reduced Petrol, Water, Paper and Electricity Consumption by more than 10 percent in one year.

In June of 2008 Adrian partnered with Sheldon Kirwan to create 80:20 Management Consulting to bring the success achieved in the past to other businesses.

Since starting 80:20 Management Consulting Adrian has helped many businesses achieve certification, document processes, internally audit and continually improve their systems.

Adrian has also assisted with successful tenders worth a combined total of more than \$45 million by preparing Safety and Environmental Management Frameworks, Quality Plans, HR Plans, Company Policies and attending workshops and presentations with customers.



ABOUT THE DIRECTORS

SHELDON KIRWAN

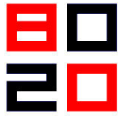
Sheldon Kirwan first became involved with Quality Management systems in the late 90's, when he was owner of Kirwan Cleaning. By focusing on excellent customer service he gained a very positive reputation within the industry.

Sheldon saw the value in Quality Management Systems early into his time with the business and became the first ISO9001 certified cleaning company in Australia. His focus on quality translated into much greater service delivery and earned the company three Toyota Australia Presidents Supplier awards in 11 years. The presidents supplier award is the most prestigious award a supplier to Toyota can achieve and is awarded based on exemplary scores in customer service, cost reductions and improvement initiatives.

In 2004 Sheldon was awarded a contract in Macau to clean the largest American casino ever built, The Sands Venetian. Sheldon was tasked with employing, training and deploying 350 unskilled workers that didn't speak any English. Over the course of the contract, training videos were created in 3 different languages to assist with basic training.

In 2005 Kirwan Global was the only private owned cleaning contractor in the world to be asked to tender for Hong Kong Disneyland. Disney is the most prestigious contract in the world and Kirwan Global played a big part in helping Disney develop the contract and specifications. Although Kirwan Global didn't win the contract, it was a great honour to get to see the back of house operations of Disney World Florida and examine their systems.

By Partnering with Adrian Taylor and combining their skills 80:20 Management Consulting is the perfect partnership to help you create a successful business.



CONTACT US

ADRIAN TAYLOR

Managing Director and Principal Consultant

0403 523 352

adrian@8020mc.com.au

SHELDON KIRWAN

Director and Business Advisor

0407 063 215

sheldon@8020mc.com.au

POSTAL ADDRESS

PO Box 307
Yarraville
VIC 3013

WEB ADDRESS

www.8020mc.com.au