



Strategic Support

Supporting you in developing, planning or reviewing your organisational, business unit or functional strategy.

STRATEGIC SUPPORT OUR SERVICES



Supporting you in developing, planning or reviewing your organisational, business unit, or functional strategy.

We provide a range of services which can be drawn down individually, or combined to provide a holistic one-stop-shop solution for our clients. Our deep experience and understanding of how all of these elements combine to deliver sustainable outcomes is what truly differentiates GSA Management Consulting from its competitors.

STRATEGY DEVELOPMENT

We bring insights from comparative organisations across Australia and the globe regarding business models, customer sentiment, innovation and cost efficiency to identify opportunities to inform our clients strategies.

We recognise that the process of developing strategy can be as important as the actual content of the strategy, and therefore our support focuses heavily on bringing the organisation on the journey.

STRATEGIC PLANNING

We work with our clients to build on the strategy development process to complete strategic planning. This typically includes working through the allocation of resources to support the execution of the strategy and establishing mechanisms to control and monitor execution throughout the organisation. This activity is often tied into a broader organisational performance management framework.

As with Strategy Development, we recognise the importance of providing clear line of sight across the spectrum from the contribution of individuals through to the overall organisational strategy. As such, the support we provide often includes a central focus of organisational engagement to build awareness and commitment to the strategy and to ensure the strategic view and tactical landscape are aligned.

STRATEGIC REVIEW

We are often commissioned by clients to complete Strategic Reviews. Unlike our other two core strategic services, the strategic review tends to provide an independent and impartial view. This is us taking an objective look at how things stand.

Such reviews would consider the appropriateness of the current strategy as well as analysing the effectiveness with which the strategy is being executed and whether the desired outcomes are being achieved.

Typically these projects include a range of recommendations which would be tested and validated with the Executive Leadership Team, and supported by an implementation plan for those recommendations which are accepted.



STRATEGIC SUPPORT OUR CLIENTS AND EXPERIENCE



Strategically reviewed and implemented commercial strategies within CASG

CLIENTS

Our team members have experience delivering strategic projects across a range of clients and sectors.



Completed an independent strategic review of a State Police Service



Developed and implemented strategy for optimised capability management and sustainment practices for multiple Product Schedules across Air Force and Army



Supported a professional services firm in developing regional strategies and providing alignment to the organisational global strategy

OUR HANDS ON EXPERIENCE

SOME OF OUR TEAM MEMBERS



Neil Greenfield

Director +61 468 534 026 neil.greenfield@gsamc.com.au



Neil is a co-founder and Director of GSA Management Consulting with over 25 years experience, working in industry and in consulting and spanning both the public and private sector, in Australia and internationally. Neil's passion is in driving improved outcomes in the public sector from strategy to execution. Neil has worked extensively across the Australian public sector, most recently leading the strategic review of the Queensland Police Service - the "Greenfield Review", which has been used by the Commissioner to help shape the future direction of the Service. Neil has an exceptional ability to present complex concepts in a manner that makes it relevant to each stakeholder group, and thus build engagement and commitment from the organisation.

Heath Smith

Director +61 403 659 993 heath.smith@gsamc.com.au



Heath has conducted strategic reviews at the highest levels of Government Departments right through to Business Unit strategy development and execution. Heath takes a straight forward approach to defining the current state, the desired state and the pathways to reaching strategic objectives. Heath works shoulder to shoulder with you to co-design your strategy and remains with you through implementation. Heath's strategic support is founded in decades of experience in consulting, engineering, operations, capability management and transformational change. Combining technical expertise with an engaging, genuine and cooperative style, Heath builds capability within your organisation so that success endures after his engagements are delivered.

Mark Brooks

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Mark has extensive experience in strategy development, strategic planning and the essential team leadership and change management necessary to ensure successful execution. He cultivates enduring relationships throughout an organisation and has received C-suite level accolades for proven successes in support of Defence and Defence Industry strategic programs. Mark's passion for leading teams in high-pressure settings is anchored in his experiences as a Senior Officer and fighter pilot in the U.S. Navy. Since moving to Australia Mark has delivered exceptional strategic and operational results for a range of clients including as a Program Manager, Big 4 Management Consultant and now Senior Associate at GSA.

James Brown

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James is a capability management expert with deep experience in military aviation, strategy, training and operations. He has a history of delivering strategic outcomes in complex environments, most recently as Senior Advisor to the Afghan Ministry of Defence on Air Matters. He has served as Director of the Army Battlefield Aviation Program, Commandant Army Aviation Training Centre and Director Army Aviation Capability Management. James is a graduate of the Australian Institute of Company Directors and a Member of the order of Australia.

**Ready to partner with a team
dedicated to delivering sustainable
results?**

CONTACT US TODAY

