



Assisting
Businesses
Grow.

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Australis College
Enterprise Solutions

Foreword from the Managing Director

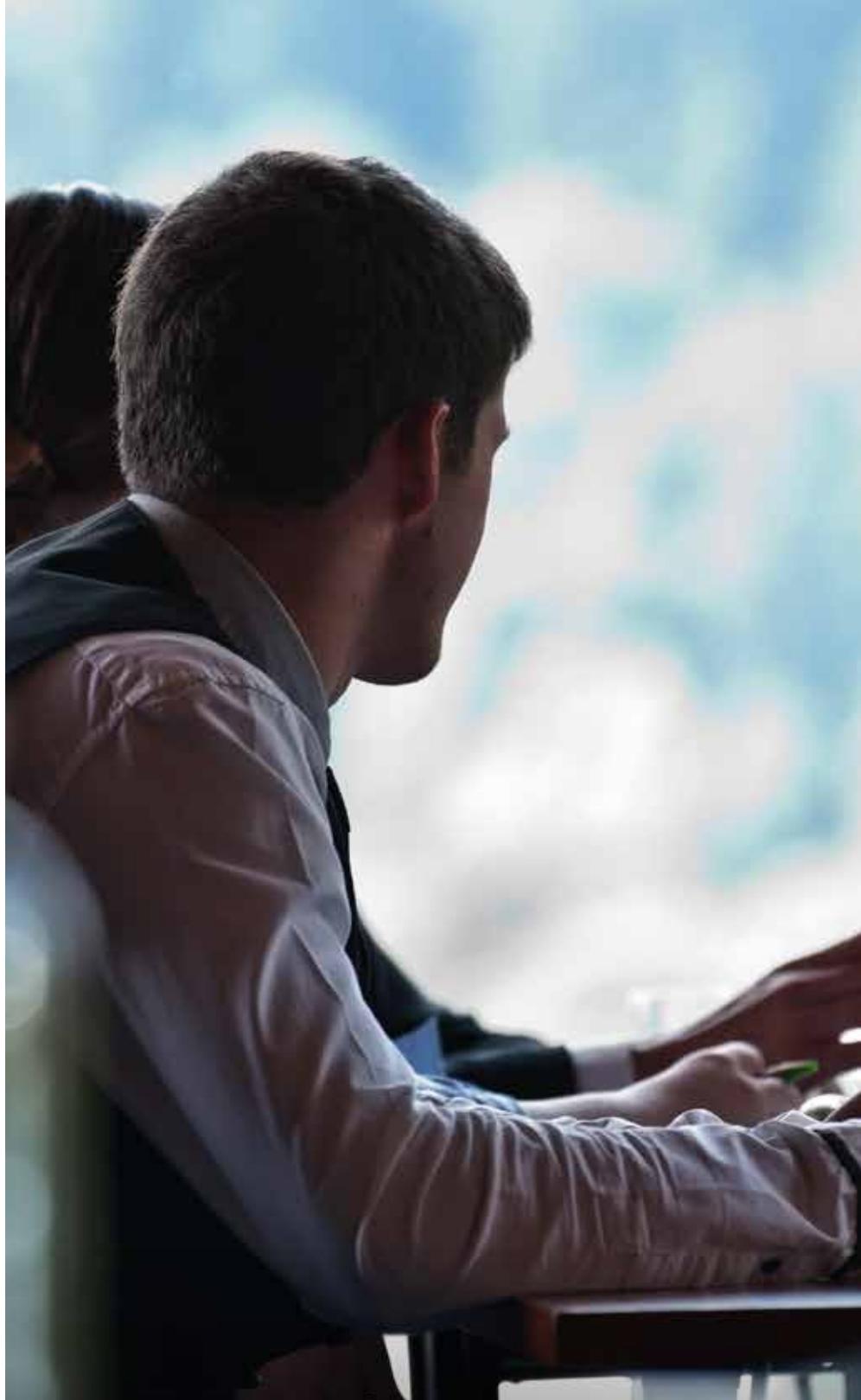


Australis has established a reputation for providing integrated and customised corporate training solutions for organisations nationwide. Through a 15 year history in the financial services industry, we have long been regarded as a leader in the provision of training services and solutions to this market with endorsement of our programs through peak industry bodies including the FBAA and MFAA.

Our established credibility as a trusted education provider, together with an extended range of accredited qualifications and professional development options, enables us to offer customised training services to our enterprise partners. The quality of our training and commitment to industry has been recognised through multiple awards, including AMA's Best Industry Service Award (2010) with nominations yearly (2009-2013), and the 53rd Fastest Growing Company in Australia on the BRW Fast 100 (2012).

Through our consultative approach to skills and professional development, backed up by significant executive and education experience, Australis Enterprise Solutions can guide your organisation towards the delivery of exceptional business performance through investment in your key asset – **your people**.

Andrew Hetherington



Our vision

To be a trusted partner in your business, developing your workforce to be more efficient, effective and productive – propelling your business towards enhanced performance and bottom line profitability.



Our programs and services

Australis Enterprise Solutions offers services highly relevant to businesses seeking to enhance market presence and competitive advantage through improved workforce capability, knowledge and skills.

We offer specific programs proven to add value to business. Based on industry input and feedback, our courses are industry current and deliver an intensive experience with immediately usable outcomes.

Through experience, we also recognise the importance of a consultative approach to first understand your business. This allows us to draw on extensive learning content and techniques to create an integrated learning development solution unique to you.

These approaches provide the following enterprise solutions:

- Self guided learning
- Development and delivery customised training projects
- Continuous professional development | Short courses
- Nationally recognised and accredited qualifications
- Workforce integration planning | Upskilling
- Gap training | Skill sets

Our approaches

a) Intensive Courses

We offer specifically designed courses that provide real value-add outcomes to business. These intensive courses are a product of Australis's resources, materials, and connections including.

- **Broad suite of training material and learning activities** – our content is internally developed offering us a flexible base of quality learning materials which may be customised to suit
- **Contemporary and engaging learning delivery** – offering flexible, engaging content, access to additional education materials for a positive and lasting learning experience
- **Industry engagement** – strong industry networks, affiliation with peak bodies and associations
- **Learning partnerships** – our "sum of the parts" philosophy supports partnering, enabling us to access specific expertise and content and offer a customised quality training solution
- **Strong Learning Management Systems and Platforms** – for flexible training delivery and compliance/progress tracking.

b) Consultative

01. Engagement

We engage key stakeholders from our business and yours, right from the start. We work as partners. This consultation is effective, results focused and jargon free, enabling us to understand your business environment, operational challenges and direction, and assess your staff capability and development.

03. Implementation

We provide access for your team to commence learning. We work with you as a partner, agreeing the scope of requirements, timeframes, and delivery method to maximise learning outcomes and minimise business disruption. On commencement, participants are briefed and provided system access, program schedules, resources and learning materials, and personal study guide.

02. Recommendation

This information enables us to identify specific training needs and frames recommended options for the professional development of your workforce. This may be as simple as understanding available programs and accredited qualifications, or it may involve a customised training program tailored specifically to your business.

04. Evaluation

Progress towards your goals is monitored through ongoing communication with management, as well as through our cloud-based dynamic progress-tracking software platform. Our consultants evaluate the impact of the development process on your organisation, giving ongoing advice and continuous professional development options.

Our people

Andrew Hetherington Managing Director

Andrew Hetherington is the co-founder and Managing Director of Australis College (formerly Intellitrain Pty Ltd). Andrew previously worked in ANZ Treasury before joining Westpac in 1999 as a financial planner, then in 2002 established Astute Wealth Management (financial planning) followed by Astute Finance & Leasing (mortgage broking).

Byron Gray Executive General Manager

Byron has 20 years of experience in sales, marketing and business development across various industry sectors, including building his own software and website development company for which Byron was nominated for the Ernst & Young 2002 Young Entrepreneur of the Year, as well as the Deloitte Touche Tohmatsu's Rising Star Award in 2001 and 2002.

Greg Hungerford Enterprise Solutions Manager

Greg has over twenty four (24) years experience in operational and management roles in the financial services industry. Notably, he has held senior management positions in both boutique and large corporate organisations. His knowledge, skills and desire around business success are the foundation stones of the Enterprise Solutions philosophy, programs and services.

Carlos Hofmann Business Development Manager

Carlos has over 12 years experience in sales across a number of industries, 5 of which have been in Education. Carlos has successfully led and managed Sales teams and Agent partnerships for Australis College. Working with businesses as a BDM Carlos has extensive knowledge of the Training sector and various funding options that businesses can access to build team skill sets.



Our goal is assisting you to **improve your business performance through enhanced staff capability** – evidenced by **healthy financial results** and **enriched client satisfaction.**

Contact one of our business consultants today!

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