



About SPP

We are a general management consulting firm focussed on ensuring our clients and partner organisations gain the benefit of a structured, tailored, and evidence-based approach to solving complex business problems.

Established in 2005, SPP has delivered successful outcomes for a broad range of commercial and government sector clients.

Functional Areas

- Strategy
- New Ventures
- Major Projects
- Growth
- Cost Down

Industry Areas

- Government
- Infrastructure, Property & Capital Works
- Financial Services
- Not for Profit
- Telco

Example Publications

- Developed thinking on value-drivers for large scale asset improvement
- Developing training in commercial due diligence for sale of large scale assets

Overview

Phil is the founding Partner of SPP and Government Practice Lead. For over 20 years Phil has supported government on a range of assignments, including policy, IT strategy, digital transformation, capital investment decisions, and service delivery improvement.

Phil has a particular focus on finding agile ways for Government to respond to the needs of citizens, businesses, and broader stakeholder groups.

After years of experience working with Boston Consulting Group, Coffey International and AT&Kearney, Phil has an established and effective approach to facilitating investment planning and management workshops.

Experience

Phil brings many years of facilitating experience, during which he has facilitated discussions with project teams and leadership groups on a broad range of strategic issues. He has worked across the Victorian State government to support investment management activities for a number of departments and agencies. Recent examples of Investment Logic Mapping (ILM) workshops Phil has facilitated include:

- a major Victorian Research Laboratory
- a large scale hospital research facility
- a new program in food innovation
- an office accommodation strategy for a large central agency.

Facilitation Approach

Phil's approach to facilitation is grounded in client needs. Going into any facilitation process Phil will bring a strong understanding of the broader strategic objectives of the department or agency, and during the process he will ensure the broader project team has strong input into the problems, strategic interventions and benefits of the proposed investment.

Phil is known for his ability to draw out and clarify opaque issues, and manage a range of diverse stakeholder perspectives within a time constrained workshop environment. One of Phil's strengths as a facilitator is his ability to ensure minimal time is spent 'wordsmithing' issues, which can be common distraction in workshops. He will ensure the essence of an argument or issue is captured and played-back quickly, without holding up the workshop process.

Phil believes it is important that teams devote sufficient time to discuss both the direct benefits of a proposed investment, as well as the broader strategic implications (be they economic, environmental or social). Above all Phil avoids being 'solution-led' in his approach, instead he will guide teams to draw-out key issues while bringing a strong broad-based commercial view to the discussion.

Previous Employers | **AT&Kearney** (was formerly BDP) – Project Leader | **Boston Consulting Group** – Consultant | **Coffey International** (formerly John Wertheimer and Co)– Project Manager | **Sharinga Networks** (US-based technology company) – VP of Strategy & Business Development | **Education** | **MBA** Melbourne Business School | **Bachelor of Construction Management** at RMIT, Top-of-class, Australian Institute of Building Medal Winner |

Phil's broader experience in government

Government policy and planning experience

- Designed opportunities to reduce red tape in the construction industry
- Developed an early stage plan to improve Victorian Government web presence
- Developed a farming services strategy for DPI
- Reviewed and designed a new health procurement catalogue for DHHS
- Supported the initial strategy for revamping digital service delivery for a Queensland regulatory agency
- Provided IT strategy support for a government department
- Developed an information management plan for a government department
- Reviewed an ongoing sustainability program for NSW Government
- Reviewed a system for managing research information for a State government department

Government Owned Entity

- Conducted an operational review for a retail network, including profitability, in-store processes, and supply chain

Government transformation experience

- Developed a transformation program for a major regulatory agency in Queensland
- Reviewed a service delivery model for a Victorian Government department

Government capital works experience

- Analysed the non-financial benefits of sustainability for a new public housing development
- Managed a capital investment program for Ballarat Health Services
- Developed an upgrade program for the Department of Primary Industry information centres
- Wrote a business case for State Treasury Department accommodation
- Developed a business case for reclamation of an inner urban contaminated site
- Reviewed opportunities to address site contamination issues across Victoria

Phil's other relevant experience

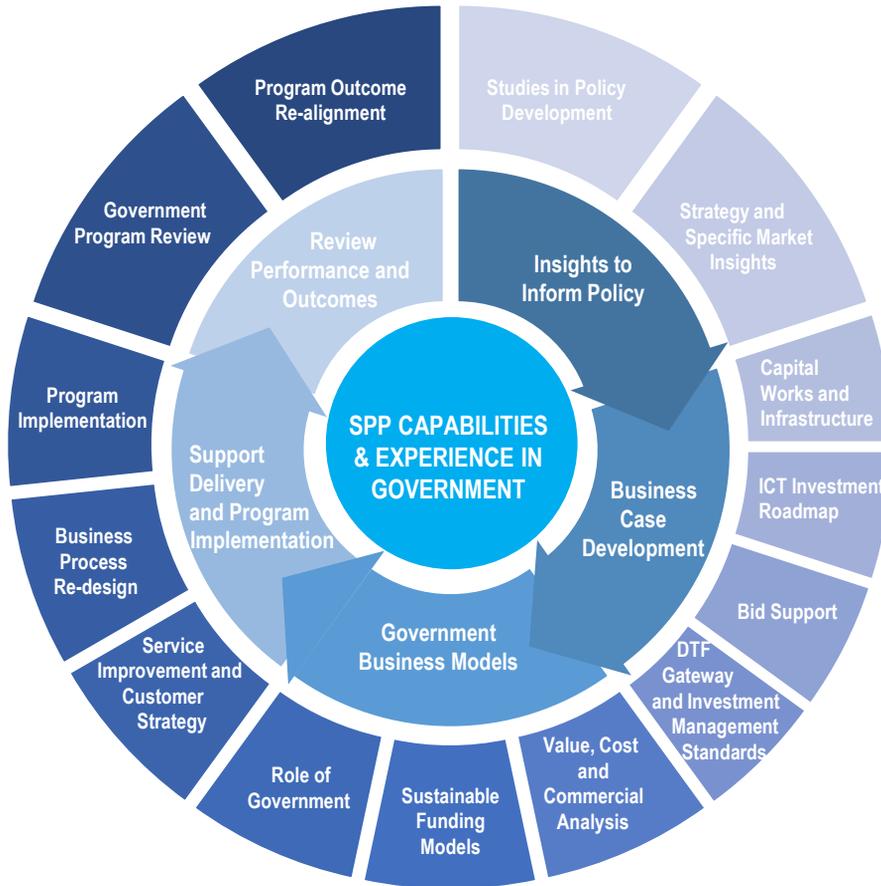
- **Health Department** – Strategy and business case for the National Procurement Catalogue
- **Health Network** – Business case for a range of new eHealth initiatives
- **Health Network/NFP** – Business case for a new acute and Research-based health facility in Melbourne
- **NFP** – Strategic plan and new service delivery design for a leading provider of Job Services
- **NFP** – Transformation program for a major Australia Aid Agency as well as ongoing strategic planning support
- **Major Bank:** Set-up of a central program office for a \$100m+ corporation-wide improvement program
- **Major Bank:** IT Strategy
- **Funds Manager/Family Office:** IT strategy
- **Insurance and Superannuation provider** : Review of strategic/business planning process.
- **Technology Vendor:** Led international business development efforts.

Investment Management Facilitation | Services & Fees

Phil is available to support the full 4-step investment management process recommended by the Department of Treasury and Finance (4 workshop package) or single workshops as needed. Phil also provides facilitation support as part of a broader set of support activities for clients.

Phil will be pleased to discuss your specific project needs.

Services	Cost (excl. GST)	
	Per Workshop	Package (4 workshops)
Problem Definition Workshop	\$2,000	\$7,000
Benefit Management Plan	\$2,000	
Strategic Response	\$2,000	
Solution Definition	\$2,000	



Our Government Practice

Government departments are key to driving growth, productivity and ensuring appropriate regulation of consumer and business activity. However, governments face significant pressure to better engage with their constituents, improve sharing and efficiency of their own resources, and show greater return from their investments.

The modern operating environment for Government departments and agencies has changed dramatically over the past decade. Many traditional approaches to policy implementation and service delivery no longer deliver desired outcomes, or take too long and cost much more than was originally anticipated.

There are a range of factors that SPP is aware of that are driving the need for change, including higher customer expectations, efficiency requirements, and a desire for faster policy implementation. These challenges cannot be ignored.

SPP works with State, Commonwealth and Local government to improve outcomes from both policy and program activities. We provide a focussed, structured, flexible approach that is tailored to the specific planning and implementation capability of our partners.

If you would like to engage a client-focussed facilitator to support your investment management activities, please call Phil for a discussion on +61 3 9669 6910.

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Insight
Influence
Impact

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