



ORBIT LAUNCH for NFPs

Once your NFP is running at maximum efficiency, how do you take it to the next level?

ORBITLAUNCH

Finding savings is the easy part.

How do you use the extra revenue to grow your NFP?

These are challenging times for both NFPs and for-profit organisations.

Many organisations are under stress caused by the ongoing expectation to deliver more with less: shrinking margins and flat revenues coupled with rising costs and an increase in competition.

More recently, navigating a world pandemic has necessitated more agile thinking in all organisations.

For NFPs, donor fatigue and the economic slowdown are very real – but the opportunities that innovation and out-of-the-box thinking can bring are real too.

ORBIT LAUNCH is designed to propel your organisation to the next level by:

- Achieving breakthroughs in cost reduction previously thought impossible
- Freeing-up extra revenues to invest in new growth initiatives
- Empowering your people to identify the opportunities that matter to your organisation
- Implementing innovative strategies to start setting and reaching higher targets



Savings + Innovation + Implementation = Growth

How does ORBIT LAUNCH work?

With ORBIT LAUNCH, you not only reduce costs in your NFP. You create new revenue streams too.



DISCOVERY

We sit down with your team for a preliminary review to analyse current operations and **DISCOVER** where improvements can be made.



DEFINE

We **DEFINE** major areas of expense that can be reduced, areas where the organisation is under-performing, and potential areas of growth.



DESIGN

We **DESIGN** a plan for potential cost-savings together with a workable timeline for implementation.



DEVELOP

Once the cost-savings are realised, we **DEVELOP** strategies to exploit the potential growth initiatives we have identified.

Could you use \$1 MILLION to grow your organisation?

Do you have multiple sites and over 1000 employees?

If so, expecting a \$1 million turnaround in cost savings is not out of the question.

However, smaller NFPs can also make significant savings that free up resources for growth.

It's the next stage – realising this growth - that many NFPs struggle with.

With more than 40 years' experience working with community-based organisations, we are used to designing unique solutions that help you invest revenues in sustainable growth initiatives.

We will connect your team with the right professionals to facilitate diversification and innovation in a collaborative environment.

That's when you start seeing real growth.

Your partner in growth

Hi, I'm Matt Brannelly

As an economist and strategic adviser, helping NFP Boards and Executives build sustainable, efficient and growing organisations with diverse revenue streams is what I love doing.

In the past few decades, I have helped countless organisations grow by applying innovative and out-of-the-box thinking to their key challenges.

I have also developed a deep understanding of most of the challenges and goals of Australian NFPs.

With a powerful network of specialist providers to call on to deliver solutions and a strong track record of delivering results, I can help guide your team towards the organisation's long-term vision with fresh perspectives.

Matt Brannelly
Orbit Strategic Adviser



Real value. Real results.

In delivering value, the first thing to recognise is that many NFPs operate on very tight margins.

So, cost savings are nearly always the place to start. Our Efficiency Breakthrough Program helps identify potential savings in technology, energy, and accounting.

Sample results for other clients include:

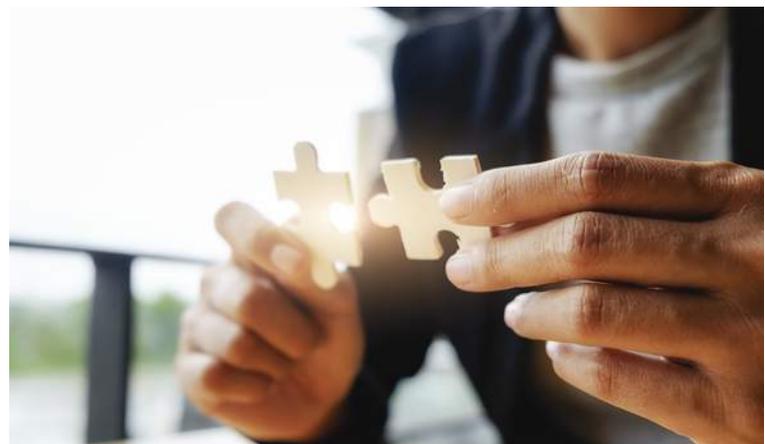
- **Carers QLD** reduced telecommunications expenses by **\$150K per year**
- **Micah Projects** reduced Telstra costs by **\$180,000 per year**
- **Football Brisbane** reduced electricity costs by **\$20,000 per year**
- **Micah Projects** reduced energy costs by **\$10,000 per year**
- **St Josephs Nudgee College** reduced electricity costs by **\$80K per year**
- **National Seniors** reduced Telstra costs by **\$72K per year**



Once these efficiencies and savings are realised, launching up to the next level requires innovative and strategic thinking.

This is guided by our experience in helping organisations work towards their visions.

We will mentor your people so that they are well equipped to take advantage of the growth opportunities identified.



Testimonials.

“Real solutions”

“I’ve been thrilled by the positive impact on our bottom line. With the help of these experts, we will have saved more in a year than we would normally bring in from fundraising over the same period!”

In my experience, Matt Brannelly has been instrumental in bringing together a group of specialists to identify efficiency opportunities and deliver real solutions.”



Deb Cottrell (CEO), Carers Queensland

“Nothing short of phenomenal”

“For NFPs, the work that Matt Brannelly and Orbit do is nothing short of phenomenal. They found efficiencies in our organisation that enabled us to reduce our total overall costs by \$200,000 every single year. With the help of this professional network, we were able to find efficiencies where we otherwise wouldn’t think of looking.”

Raj Gohain (CFO), Micah Projects

“A new paradigm”

“Given the increasing pace of change being forced on NFPs... there is an urgent need for a new paradigm in accessing solutions to commercial challenges and the embracing of change management.”



Jim Toohey (Chairman), Carers Queensland

Launch into a growth phase with us.

Orbit Launch encompasses a four-step process where we work closely alongside your leadership team to uncover and deliver growth opportunities.

Step 1

DISCOVERY Meeting

We sit down with your leaders to analyse the present situation and to discover the best opportunities to save money, make money, and make your people more productive (90 minutes).

Step 2

Executive Facilitation Forum (DEFINE)

We help you define the top three growth opportunities for your business currently and start to consider how to implement these initiatives (3 hours).

Step 3

Blueprint Planning Session (DESIGN)

Here we design a 90-day strategy for your business with your key stakeholders, mapping out the path to bring the growth opportunities to life (1-day workshop).

Step 4

Training Workshop (DEVELOP)

We mentor and develop your people so they are well-equipped for the opportunities ahead of them and can move ahead with confidence (2 x 12-hour workshops).



Get Started.

To arrange your **DISCOVERY** meeting, email Matt Brannelly at matt.brannelly@orbitstrategies.com.au or call **0419222344**



www.orbithub.org



MattBrannelly



Matt Brannelly



**PO BOX 598, Clayfield,
Brisbane, Qld 4030**

