



PIPELINE TALENT TENDER SUPPORT SERVICE

LOVE THE TENDER; YOU'LL LOVE IT – TRUE!

We don't just write tenders; we provide fundraising and tender strategy, advice on scoping, financials and milestones and tender drafting in our unique Indigenous consulting service.

We want to help Australian Indigenous and non-Indigenous companies to get better results from their tenders – and help Australian governments to achieve improved outcomes through their procurement.

Pipeline Talent is a 100% Indigenous owned company that is registered with Supply Nation.

WWW.PIPELINETALENT.COM.AU



HELPING ORGANISATIONS DEVELOP RESPOND TO TENDERS

Winning a tender can be exactly the step your organisation needs to become sustainable and to grow. But with thousands of tenders to choose from, how do you find tenders - and how do you write a tender with a good chance of success?

Pipeline Talent is proud to offer a new tender support service to Indigenous businesses, drawing on our extensive experience not only with writing and winning tenders, but also working in business.



WE CAN

- Search for tenders on a weekly or monthly basis, sending relevant tenders to your inbox
- Consult on how to respond to tender opportunities
- Write part or whole tender documents to your specifications
- Develop expression of interest documentation
- Develop templates for future tender responses
- Identify the best way to tell your story and shape your elevator pitch
- Assess your internal capabilities in responding to tenders
- Prepare budgets and costings for your tender
- Advise on measurements and milestones
- Prepare business plans to achieve tender outcomes
- Financial systems set up and/or health check, including HR and Payroll compliance checks
- Conversion to cloud based computing (including Xero, Microsoft Office)
- Book-keeping services
- Financial Systems training (Xero, MYOB, Excel)
- Business Template design including general business documents and internal monthly statements
- Small Business Database design
- Financial process development - ensure you are complaint all year round
- Audit preparation
- Data Analysis
- Soft IT systems design, specialising in electronic filing and file naming conventions / version control
- Identify areas for process improvement, design and implement improvements (resulting in cost/time savings)



Our approach to tender writing allows us to understand and showcase your organisation so that it stands out. We of course can never guarantee a tender result – but with our experience and skill set,

We are confident we can make most tender responses better. Pipeline Talent has the experience and expertise in the preparation and have the practice hands-on experience in winning grants and tenders.

PROCESS

Pipeline Talent is an Indigenous-owned and run organisation committed to providing training and support so that Indigenous people can be appointed to senior corporate and government roles on merit, and have support and resources that will position them to thrive. We are a Supply Nation accredited company with experience working with a broad range of organisations, from one-person start-ups to billion-dollar multinationals.

With offices in Canberra and Melbourne, we are positioned to serve organisations across Australia.



RACHELLE
TOWART



TIM
WINKLER



ABOUT US

Few people have had a greater impact on developing the capabilities and aspirations of Aboriginal and Torres Strait Islander leaders than Rachelle Towart.

As an Indigenous woman with a powerful personal story of the effectiveness of leadership development, Rachelle has elevated awareness of the importance of Indigenous leadership and governance capacity to the national stage.

After building friends and experience in a range of public service roles, Rachelle uncovered her natural capabilities for leadership and development through the support of mentors a strong network of extended family.

Moving to the Australian Indigenous Leadership Centre in 2004, Rachelle was appointed CEO in 2007 and transformed the organisation, tripling revenue and more than doubling enrolments while putting Indigenous leadership firmly on the national agenda.

Renowned for her warmth, vision and ability to build support for ideas, Rachelle thrives working at the intersection of two worlds, working with Indigenous communities and leading Australian organisations to achieve tangible outcomes. Equally at home in boardrooms and remote traditional communities, Rachelle is invited to speak at hundreds of events each year and is a strong advocate for Indigenous leadership and governance.

Tim has built his career around retailing ideas.

He has played a lead role in planning, coordinating, managing and delivering marketing and communication strategies for a range of government and non-government organisations over the past 15 years.

He has served as Director of Marketing and Monash University, Director of Media and Communications at the Australian National University, as a Media Advisor with the Victorian Government and as a journalist with a range of newspapers, including The Age.

Tim founded a specialist marketing, strategy and business development consultancy in 2010, forming a close working relationship with Rachelle.

He has worked as a weed counter's assistant, house painter, lawn mower, kitchen hand, hotel night manager, garbage collector and double-glazed window promoter in a varied career. He has since won a range of awards in marketing and communications fields and is regularly invited to speak on marketing and innovation.

Tim is also Director of a specialist Shepparton-based consultancy, Twig Marketing.

CONTACT US

Rachelle Towart
CEO
Pipeline Talent
Ph: 0431 772 377
PO Box 118
Jerrabomberra NSW 2619

