



**Indigenous  
Management  
Group**

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**Developing sustainable Aboriginal businesses  
today to support our communities of tomorrow**

# Capability Statement



**Indigenous  
Management  
Group**



**We acknowledge Aboriginal Peoples as the Traditional Owners of Australia.**

**We respect the significance of the Traditional Owners connection to Country, Language, Family and Community and we pay our respects to the multiple, adaptive, and diverse Aboriginal cultures that exist throughout Australia. Indigenous Management Group respects all past, present, and future Elders.**

# About Us

The IMG team specialises in developing and growing sustainable Aboriginal businesses.

We offer personal, ongoing support to new and existing Aboriginal businesses with contract acquisition, strategy development, goal setting and tracking. Our focus is on creating Aboriginal businesses today that will support our communities of tomorrow.

We also facilitate opportunities for Aboriginal businesses by assisting entities who want to engage them, including:

- Government
- Corporations
- NGOs
- Companies

*We 'teach'. We don't 'tell'.*

Businesses we work with become sustainable. Everything they learn on their journey flows into community and benefits future generations.



**Our mission** is to elevate the Aboriginal business sector, creating financial independence and wealth for people and communities. To do this, we empower Aboriginal businesses, working closely to teach business skills and facilitate First Nations participation in all industries—including where we have traditionally been excluded.

**Our vision** is for successful and resilient Aboriginal businesses with leaders who continuously push the boundaries of performance.

We only employ culturally responsive and passionate people who strive for change in Aboriginal business, to drive the improvement of outcomes for Aboriginal participation in government and industry. We aspire for a world where Traditional Owners profit from the economic advantages of Country, where Aboriginal people have equal opportunity to reach their potential as leaders in the Australian economy.

**Our approach** is to learn our clients' challenges and aspirations and work with them to identify and maximise local business opportunities.

We are advocates and advisors led by the communities we service. It's our job and passion to walk with our clients through their individual business journey, together building the foundations of a sustainable economic future.

# What We Do

Our team of professionals walk with Aboriginal business owners through the complex world of starting and running a business. We use empowering, place-based and community-led approaches to grow their capability.

IMG's core work is a balance of:

## BUSINESS DEVELOPMENT

At the centre of our services, we guide businesses through idea development, planning and implementation, and provide management support. Guidance is tailored, based on the clients' needs and experience.

We help with everything a business needs to start and grow:

- Management and Governance
- Marketing
- Operations
- Finance
- Strategy and Planning

## CORPORATE SERVICES

The procurement process can be complex and overwhelming for suppliers. We aim to simplify the process by being the voice that connects you with the people.

We develop Aboriginal Participation Strategies from the ground up, including organisational culture, community engagement, business engagement, employment and retention, and training and development.

We also assist on an advisory basis for project specific requirements including coordination, community engagement, aboriginal business management and facilitation with Native Title holders.

- Aboriginal Participation Strategies
- Project Specific Participation Plans
- Aboriginal Business Management
- Community Engagement

## Our core values underpin everything we do

- Performance** We strive to always work to the best of our abilities, to achieve performance that speaks for itself. We are outcomes focused and help make things happen.
- Integrity** We stay true to our values and carry ourselves with integrity. We value honest and open dialogue with our clients who uphold the same beliefs as ourselves.
- Trust** We understand that the best work is done through trusting relationships and endeavour to let our work allow us to have your trust.
- Community** We understand the importance of family and community and their role in business. We look for opportunities to give back and develop relationships with the communities where we operate.
- Simplicity** We value not making business more complex than it needs to be, providing the tools and structures to make effective strategic decisions promptly.

## Our Services

### MANAGEMENT AND GOVERNANCE

- Accounting
- Financial Management
- Bookkeeping
- Business Continuity

### STRATEGY AND PLANNING

- Business Plans
- Financial Forecasts
- Growth Strategy
- Tax Planning

### OPERATIONS

- Project Management
- Management Systems
- Tendering
- Prequalification

### MARKETING

- Marketing Strategy
- Capability Statement
- Website Design & Development
- Social Media Management
- Search Engine Optimisation

### FINANCE

- Asset Finance
- Cashflow Finance
- Grants Assistance
- Financial Planning

### ABORIGINAL PARTICIPATION

- Strategy and Planning
- Project Coordination
- Community Engagement

# Our Network

IMG is a company with a proven track record of professionalism and excellence. Our memberships and affiliations show our commitment to quality partnerships that advance the Aboriginal business community.



Registered Supplier



Full Member

Australian Institute of  
Company Directors

Affiliate Member



Full Member



ABDWA Registered

To support Aboriginal Banking, we have a harmonious relationship with the Commonwealth Bank of Australia.



CommonwealthBank

We've provided our services to leading Australian entities to further the growth and development of the Aboriginal community in WA.



WirraHub  
WA Indigenous Business  
and Employment Hub



Small Business  
Development Corporation  
Business Local



mainroads  
WESTERN AUSTRALIA

# Our Team

IMG is a firm of professionals with engineering, accounting, finance, management and marketing qualifications. Although our professions make us business specialists, our shared passion for Aboriginal participation drives the way we work.

We work closely together to provide a holistic service for businesses. We also value our diverse clients and work to their needs. We aren't just in boardrooms—we're out on Country with our clients, wherever our work takes us.

## Our CEO - Judd Harris

Wongutha man, IMG Director

Judd founded IMG in 2017 to contribute towards economic development outcomes through Aboriginal business. He now serves a range of clients in multiple industries and has a focus on strategy, systems, and operations, with experience in:

- Stakeholder engagement and negotiations
- Management systems and processes improvements
- Procurement support services
- Contract management
- Industry negotiations
- Advocacy

Completing his undergraduate in chemical engineering from Curtin University, Judd worked in the industry for some time before attaining an engineering and sustainable development masters at the University of Cambridge. His focus is to deliver best practice in Aboriginal business development and promote Aboriginal participation in the economy. He is adaptive and responsive to the needs of the business community.

### HIGHLIGHTS OF PAST PROJECTS

- **Downer Mining JV Mine Project** – \$20M of contracts awarded to local Aboriginal businesses in the Goldfields
- **Small Business Development Corporation (SBDC)** – established IMG as a Business Local provider for the Perth metropolitan area
- **Berndt Museum Competition** – winner of architecture competition in collaboration with UWA team in developing a design that acknowledged Aboriginal culture and history
- **Main Roads WA** – established program for Aboriginal business to develop management systems and gain ISO certification





# Indigenous Management Group

## Contact Us

We invite you to get in touch for all your Indigenous business and participation needs today:

### **Indigenous Management Group Pty Ltd**

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Indigenous Management Group is a privately-owned organisation based on the land of Whadjuk people in Perth, Western Australia.