

3 Ps in Profit Pty Ltd

We are passionate about growing your business, together.



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Our Vision:

Enabling more Australian small & medium businesses to succeed & thrive through **genuine partnerships** that deliver performance improvement & growth.

Our Mission:

Improving & growing Australian small & medium businesses by focusing on the three fundamental elements that drive performance; **planning & alignment, processes & systems, and people.**

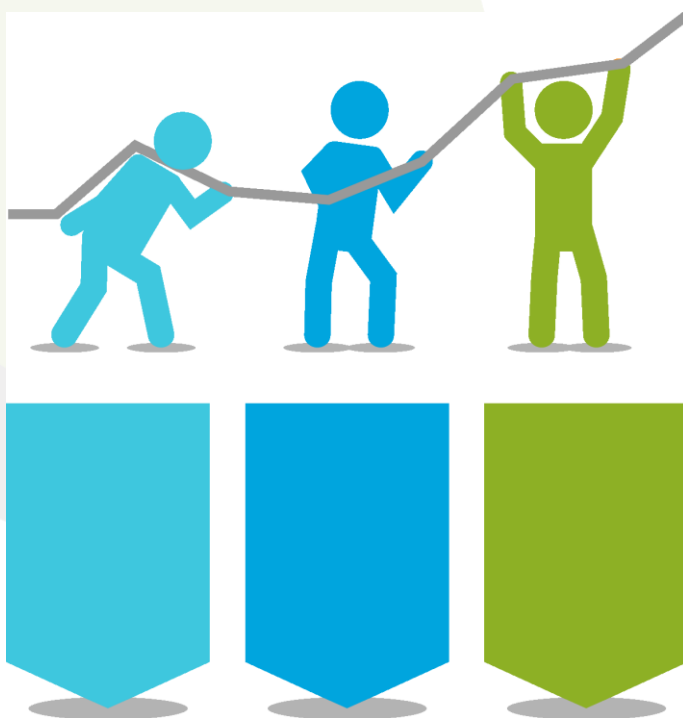
Our Values:

"Growing your Business, Together" - Genuine partnerships. Working together from the start.

"The Priority 3" - What are the three ideas that will significantly improve performance? That's what we'll deliver. No distractions.

"Practicality Over Process" - No pointless process. A fit for purpose approach that delivers results rapidly.

"No Day is Wasted" - 100% effort. Every day.



What We Do

We are passionate about growing your business, together.

We specialize in providing direct business consulting & coaching services to small and medium businesses and partnering with performance improvement organisations to support, and/or lead client engagements.

Why Clients Call Us

We all want to improve & grow our business but it is a complicated & challenging process.

Some of the common challenges our clients call us about are:

- *"Our performance is highly variable. Sometimes we perform well, sometimes we don't...how do we become more consistent"?*
- *"Our performance is stuck – but how do we get to the next level?"*
- *"We don't really understand our potential...what levels of performance are we capable of achieving?"*
- *"We don't have clear goals & a plan to achieve them. It feels like we're working on a million different things but not the things that really matter".*
- *"We've got a heap of potential ideas on how to improve but we're not sure which ones will really turn the dial on performance".*
- *"We start a lot of work but nothing ever seems to get finished".*

The logo consists of a blue rectangular box with the text 'Growing your business, together.' in white, sans-serif font. To the right of the text is a stylized graphic of a green circle with a black arrow pointing upwards and to the right, partially overlapping the circle.

Growing your
business, together.

Our Approach – The 3 Ps

We address these challenges by focusing on the three fundamental elements of a business that drive performance; *planning & alignment, processes & systems, and people.*

Planning & Alignment:

Planning & alignment practices are the foundation for achieving & sustaining performance improvement & growth.

We partner with our clients to define current performance, set achievable performance goals, develop a business plan, and implement a toolkit that ensures all members of the organization are working on the right things.

Processes & Systems:

All businesses operate using a variety of processes & systems that produce the final product or service. Making your critical processes & systems efficient and effective drives performance improvement and growth.

We partner with our clients to identify high impact processes and systems. We develop the priority 3 improvement ideas & deliver them rapidly without distraction.

People:

Business processes are conducted by people. To undertake these processes efficiently & effectively they must have the right skills.

We focus on building and transferring business improvement skills within your organisation. Your people are equipped with the skills & tools to drive improvements in the business themselves.

A Practical Approach to Deliver Proven Results

We are committed to your success. By using this practical approach, we guarantee that your business will be *more cohesive*, generate *more revenue*, be *more cost effective*, will have *more satisfied customers*, and will be set up to *succeed for the long term*.

Do you have a very specific problem that you want resolved, or a unique project that you want delivered? Whatever the challenge we can help! We are happy to tailor our approach to suit your specific needs.

Our Track Record

Using this practical approach, we have helped our clients achieve exceptional results.

“I worked with Scott to deliver a contractor cost reduction program. Scott brought a really structured approach that helped us identify our large cost reduction opportunities (\$6m). His focus, energy and drive enabled us to deliver the targeted projects. We achieved excellent results & significant savings for the company. I’d recommend Scott to businesses that are looking to reduce their operating costs”.

- *Mining Client, 16th March 2016*

“I have been fortunate enough to have had worked with Scott on two occasions. I drew on Scott’s management consulting services to support in a complex bid. Scott is a smart, diligent and positive guy that brings a unique and independent view. He takes a **methodical and considered approach** that allows him too successfully engage across the breadth of an organisation. I am pleased to recommend Scott and his business services”.

- *Mining Services Client, 31st August 2015*

“We had a great business concept but we didn’t fully understand how profitable the business could be. Scott modelled our business and determined the volume of clients we needed to achieve our current and future financial goals. He also found opportunities for us to cut our costs & increase our revenue by **70%!** I’d recommend Scott to anyone that is looking to build or improve their business!”

- *Pet Grooming Client, 21st August 2015*

“Scott worked with me to identify the key activities that really drove client conversion rates, the reasons why they were currently lower than target, and to develop ideas to improve performance. The improvements we made led to a significant increase in conversation rates (+**30%**). I gained a better understanding of how my business operates and the areas I need to continually focus on in order to perform well”

- *Mortgage Broking Client, 7th April 2015*

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Let's Get Started

We are based in Perth & operate Australia wide. We are available to clients by appointment 7 days a week. Please contact us to discuss how we can help you improve & grow your business.

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Planning • People • Processes

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