



# Orbit NFP Switch

We help NFPs reduce operational costs  
so you can increase funding to your Mission

Are you open to a new way of thinking?



*Are you  
sure you're  
getting the  
best deal?*

## The current state of the Australian not-for-profit sector

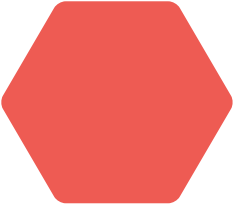
All across Australia, NFPs are experiencing a perfect storm.

Profit margins are tightening, competition is increasing, and the NDIS brought a myriad of unexpected threats with it. You're facing the shadow of for-profit businesses, the change from block funding to individual service delivery, donor fatigue, growing consumer demands — not to mention the economic slowdown, continual growth in demand for services and the growth in compliance obligations.

It's like getting water from a stone.

Many NFPs operate on extremely tight margins. As a leader, you're busy focusing on running the organisation, putting out fires, and navigating the way forward. You understand you need to reduce costs, but you don't have the time to do so.

If NFPs are to flourish, you need to create more efficient ways of operating. You need to identify where you're overspending, and where you're underperforming.



*Smart NFPs are looking for ways to effectively reduce their costs, without interfering with their day-to-day operations.*


## The skills network for every NFP

“ 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,  
Executive General Manager, Bolton Clarke  
Chairman Carers Queensland

NFP Hub exists to connect you with industry experts, to enable you to tap-in to a network of people who can help you identify areas of potential costs savings.

We work with you to create innovative opportunities to reduce your costs and maximise efficiencies. This is an opportunity to identify areas of cost savings that we can implement quickly, with minimal disruption to your operations, allowing you to redirect expenditure towards supporting your mission.



*Your  
expenses  
are not set in  
stone*

## Take back control and beat suppliers at their own game with Orbit NFP Switch

“ I am passionate about helping NFP Boards and Executives build sustainable, efficient and growing organisations with diverse revenue streams.

I specialise in helping NFP organisations become more efficient and transparent and have a network of specialist solution providers to support any organisation mission and vision.

As an economist and strategic adviser, my services and strategies generate proven results (savings or new revenue streams) where the benefits are guaranteed to exceed your investment.”

Matt Brannelly  
Orbit Strategic Adviser



*Orbit NFP Switch provides smart cost-saving solutions for NFPs who want to reduce their spending — permanently*

Orbit NFP Switch is here to assist with the burden of cost-reduction.

We connect you with a team of expert advisers, who focus on your major expenses and develop strategies that enable you to achieve sustainable and significant costs savings across the whole of your organisation.

*Orbit NFP advisory hub experts work in the following fields:*



“ For NFPs, the work that Matt Brannelly and Orbit NFP Hub 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

## We deliver significant cost-saving strategies for your organisation

We’re experts in project management, and our Performance Efficiency Review clarifies your existing circumstances, identifies your pain points, seeks out cost-saving solutions — and then we coordinate the delivery of your strategy for you.

Our end-to-end project management enables NFPs like yours to conduct a thorough Performance Review that reduces your operating costs across the board. Our results speak for themselves.



**NFP telecommunications expenses reduced from \$30K to \$10K per month**



**NFP accounting division costs reduced from \$70K to \$50K per annum**



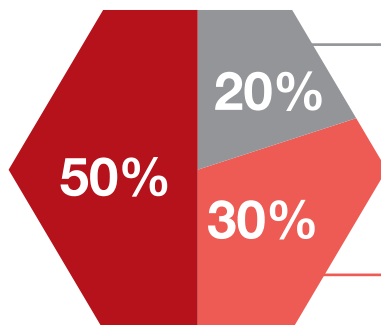
**NFP copier costs reduced from \$50K to \$20K per month**



**NFP energy costs reduced by \$240K per annum**

## How Orbit NFP Switch helps you reduce your costs

Reduction Possible



- Telco bill audit and validation (Same carrier)
- Copiers and printers.

- Insurance – Risk management
- Data breaches – Cyber security policy
- Risk management
- Centralised facility management and building services

- Energy Savings – electricity contract auditing with technology eg. LED, solar
- ICT procurement and management
- Procurement strategy linking with Corporate Community Investment
- Property management
- Financial systems – bookkeeping, accounting, audit, board reports

## What we achieve for NFPs like yours

The Orbit NFP Switch Performance Efficiency Review puts holistic strategies in place that enable your organisation to achieve sustainable cost reductions.

**We've helped the following clients take back control over their cost centres.**

MICAH PROJECTS 

Reduced their energy costs by \$10k per annum.  
Slashed their Telstra costs from \$30k to \$15k per month. Saved \$180k pa.

  
CarersQLD

Reduced their Telstra costs from \$28k to \$15k per month. Saved \$150 k pa.

## National Seniors

ST JOSEPH'S  
NUDGENE  
COLLEGE

Reduced their Telstra costs from \$12k to \$6k per month. Saved \$72k pa.

Reduced their electricity costs from \$600k to \$520k per annum. Saved \$80 k pa

FOOTBALL  
BRISBANE

Reduced their electricity from \$37k to \$17k per annum. Saved \$20 k pa.

“ I've been thrilled by the positive impact on our bottom line, as a result of shifting focus from raising revenue to reducing hidden expenses, with the expertise of Matt Brannelly. 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!

**NFPs new income stream could be as simple as finding genuine efficiencies. The challenge is finding the right person/people with the expertise to achieve this.**

**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

## Case studies: making a difference

*A strategic partnership and an integrated approach delivers long-term savings for your organisation.*



### TELECOMMUNICATIONS

**Reedify reduces telecoms costs by 40%**

**Background:** National Seniors Australia had an annualised telecommunication cost of \$180,000 across three different service providers.

**The Results:** Total annualised savings will be over \$40,000 in the first year (representing an overall cost reduction of 22%). 2019 projections will show an overall savings of \$72,000, representing a 40% overall savings outcome.



### ENERGY

**Wise Up Energy saves NFP \$240K on energy costs**

**Background:** A large NFP organisation, with 75 sites across Queensland.

**The Challenge:** Reduce escalating energy costs, which was a growing concern for the NFP, with contracts managed by individual site managers.

**The Solution:** Reviewed retailer electricity contracts and all billing components, including retailer pricing, network codes, tariffs, broker charges and environmental levies. Negotiated offers for contestable energy, metering contracts, offers for small tariff discounts, and other strategies and initiatives.

**The Results:** Wise Up Energy saved the client \$240,000 over a 12-month period.



### IT SERVICE

**365 Solutions Group saves NFP client one FTE position each year on membership processing**

**Background:** A volunteer-staffed membership-based NFP organisation spent the equivalent of one full-time employees hours (2,000 hours per year) adding and renewing memberships.

**The Results:** 365 Solutions Group automated their process and integrated MYOB with the SharePoint list of members to reduce the workload to a few hours per month for the membership team, saving the equivalent of one full-time employee every year, which for commercial entities represents a minimum of \$60,000 per annum in wages.



### COPIERS

**Cymax saves client \$21K per month on photocopier costs**

**Background:** A publicly listed entity with more than 200 staff used seven different suppliers, with a spend in excess of \$50,000 per month.

**The Results:** Cymax supplied 18 new devices under one contract, and all existing desktop printers were disposed of, saving more in toner costs. The new arrangement saves the client just over \$21,000 per month.



## Take back control with Orbit NFP Switch

Gain advantage of industry insight, beat suppliers at their own game, and protect your bottom line.  
We help you get “water from the stone.”

Contact Orbit NFP Hub today to arrange a Performance Efficiency Review to determine how and where your expenses can be repurposed towards your mission.



# ORBIT SWITCH



[www.orbithub.org](http://www.orbithub.org)



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