



Orbit Re-Launch for NFPs

Save and survive in the post-pandemic world.
Grow and thrive in the new economy.

 **ORBIT HUB**

Survival of the fittest: How do you ensure survival now so that you thrive in the new environment?

These are challenging times for NFPs.

Even before the COVID-19 outbreak, many organisations were under stress from the ongoing expectation to deliver more with less: shrinking margins, flat revenues, donor fatigue, rising costs, and increasing competition.

The pandemic has been the final load for many sinking ships. Revenues are dropping off and some are struggling to stay afloat.

The problem is that it's hard to turn a big ship around.

The survivors in the current environment will be the organisations able to respond with flexibility and new ways of thinking. They will also be best positioned to thrive in the new economy that unravels in the months (and years) ahead.

The urgent steps needed to achieve this first require the type of agile thinking and new business strategies that I can provide for you.



“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 (Executive General Manager),
Bolton Clarke Chairman Carers Queensland



Introducing ORBIT RE-LAUNCH

ORBIT RE-LAUNCH is designed in two phases:

PHASE 1: SURVIVE

Save costs with the ORBIT SWITCH EFFICIENCY PROGRAM

- Achieve breakthroughs in cost reduction previously thought impossible
- Free-up revenues to effectively re-launch after COVID-19

STEP 1 - DISCOVERY

We sit down with your team for a preliminary one-hour review to analyse current operations and start considering where major savings can be made.

All we require is to understand key cost centres and identify and collect key documents.

STEP 2 - DEFINE

We consider the key areas of expense that can be reduced most immediately and devise a plan to execute these savings ASAP.

You sit back and we do all the analysis and provide our recommendations.

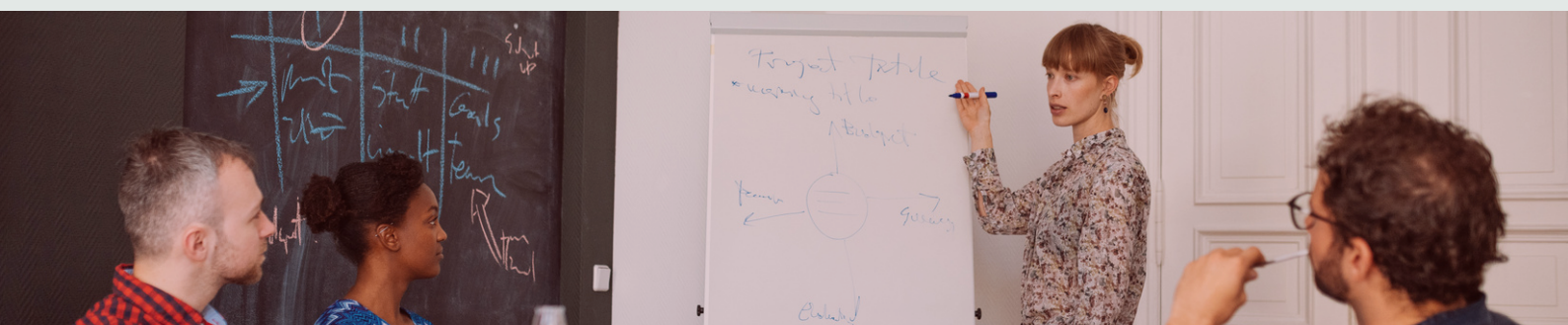


“Nothing short of phenomenal”



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



PHASE 2: THRIVE

Adapt for growth in the 'new economy' with the ORBIT BREAKTHROUGH PROGRAM

- Empower your people to identify new opportunities in the post-pandemic landscape
- Implement innovative business and leadership strategies to start setting and reaching higher targets

STEP 3 - DESIGN

We design a 90-day strategy with key stakeholders in your business, identifying growth opportunities and mapping out the path to bring them to life.

- **Executive Facilitation Forum**

We help you define the top three growth opportunities for your organisation currently and start to DESIGN how to implement these initiatives.

- **Blueprint Planning Session**

We DESIGN a 90-day strategy for your business with your key stakeholders, mapping out the path to bring the growth opportunities to life.

STEP 4 - DELIVER

We empower your people to exploit the opportunities we have helped you identify – and keep them accountable.

- **Monthly accountability sessions**

We keep your team focused and re-calibrating as necessary so that they can DELIVER real-world results.

- **Weekly team check-ins**

We mentor and develop your people so they are well-equipped for the opportunities ahead of them and can move ahead with confidence.



*Program pricing available on page 6 of this brochure

Real solutions. Real results.

“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**



Our Orbit Switch program identifies potential savings in telcos, energy, property services, equipment, and a range of head office costs.

Sample results for past 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 Joseph’s Nudgee College** reduced electricity costs by **\$80K per year**
- **National Seniors** reduced Telstra costs by **\$72K per year**

I am also currently working on the following projects:

A large hospital group

- \$2 million p.a. estimated savings on Telstra contract just by reducing billing errors
- \$1 million p.a. estimated electricity savings

An aged care facility

- \$1.2 million p.a. savings on Telstra contract by correcting billing errors and taking efficiency measures

Think about how much revenue such savings could free up for your organisation.

“**Matthew has the ability to think outside the box, innovate, and leverage his networks and reputation to get things done and produce tangible results. He worked with us in exploring a different approach to structuring philanthropic giving to meet donor and organisational needs”**

Nigel Harris
Chief Executive Officer
Mater Foundation

Let's plan for growth – not just survival

Hi, I'm Matt Brannelly!

As an economist and strategic adviser working closely with NFP Boards and Executives over the past few decades, I've had considerable exposure to the challenges you face.

It's fair to say that the present situation is one of the most serious we've ever encountered.

On the one hand, it's heartbreaking to see so many organisations that do such good work struggle.

On the other, I feel privileged to be able to help.

Over the years, I've seen NFPs emerge from the other side of challenge after challenge and crisis after crisis with measures that we've put in place together.

The starting place is usually introducing efficiencies and cost-savings; then we use out-of-the-box thinking to consider sustainable growth solutions.

I have assembled a powerful network of specialist providers for you to connect with and deliver the solutions we devise.

With a strong track record of delivering results, I can help guide your team through troubled waters and towards the organisation's longer-term vision with fresh perspectives.

CONTACT ME NOW FOR HELP
0419 222 344



How do you get started?

ORBIT RE-LAUNCH is designed as a four-week program to:

- **Help you reduce costs to ensure your survival over the coming weeks and months**
- **Identify new revenue streams that help you re-gain market position, grow, and thrive in the new landscape**

While NFPs will gain the most by completing the full ORBIT RE-LAUNCH Program, I am currently offering a phase by phase, modular approach.

This means that the cost-saving advice, tools and strategies are affordable for all NFPS right NOW, at this critical time when survival is the name of the game.

PHASE	STEP	PROGRAM	DELIVERY	PRICING
SURVIVE	DISCOVERY	Orbit Switch Efficiency Program	Meeting	\$597 +GST \$297 +GST
	DEFINE	Orbit Switch Efficiency Program	Meetings	\$1990 + GST
THRIVE	DESIGN	Orbit Breakthrough Program	Executive Facilitation Forum (3 hours)	\$987 + GST
		Orbit Breakthrough Program	Blueprint Planning Session (3 Hours)	\$987 + GST
	DELIVER	Orbit Breakthrough Program	Monthly accountability sessions (2 Hours x 3 months)	\$1680 + GST
		Orbit Breakthrough Program	Weekly team check-ins (30 mins per week)	\$500 + GST/ month/team member

Navigate the program one step at a time, at your own pace, depending on your cashflow.

My savings guarantee to you

Poor buying practices and wastage in the deals with telecommunications, energy, property services and consumable suppliers usually mean that we can quickly make huge savings for NFPs.

In the post-pandemic world, this has become essential.

For larger organisations, savings of \$1 million per year and upwards are possible.

For others, we always find savings.

In fact, I guarantee it...

IF, AFTER IMPLEMENTING THE SOLUTIONS WE RECOMMEND, YOUR ORGANISATION DOES NOT MAKE SAVINGS WORTH FIVE TIMES YOUR INVESTMENT, I WILL REFUND MY FEE.*

*This guarantee is provided on the understanding that the client will allow adequate time for savings to be realised and provide the opportunity to make right should the expected results not eventuate.



GET STARTED with my special post-pandemic rate

The DISCOVERY session (Step 1) is usually \$597+GST.

I am making it available at just \$297+GST to help NFPs make savings and navigate these troubled times.

I insist on personally managing each project, so I can only help a limited number of NFPs at one time.

To avoid missing out or having to wait, please contact me today to book your DISCOVERY session.

Get started by emailing matt.brannelly@orbitstrategies.com.au or call 0419 222344*



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