



NESA INDUSTRY PARTNERS



nesa
national employment services association

**Creating a
Competitive Edge**

WELCOME

As the peak body for the Australian employment services sector, NESA is continually exploring how we can support our members in their daily delivery of contracted services.

As your peak sector association, we recognise the challenges, margins, and overall satisfaction of assisting job seekers into sustainable employment.

It is in this context that NESA is proud to offer **NESA Industry Partners** to our members. Our national network of industry professionals enables members to access services which will complement the delivery of contracted employment services across all key programme areas.

NESA is committed to developing a resource pool of suppliers that gives our members immediate access to cost competitive, customised and responsive services.



INDUSTRY PARTNER PROGRAMME

The employment services sector is characterised by success through constant change and innovation.

With around 3,500 sites in operation across Australia and an estimated 35,000 staff delivering services to a caseload of around 1 million people, employment services providers require a wide range of services and products. The employment services sector has matured to become a highly competitive and driven market where organisations are continually innovating and enhancing their delivery.

NESA has developed a national list of suppliers that we actively engage on behalf of our members so we can continue to extend our national offering of services.

NESA is committed to developing relationships that will support our members in their daily operational and business approach to services that can be directly marketed to job seekers. Our intent is to save our members time in research and to put forward a series of high quality practical services and products that will complement their business.

PROFESSIONAL RELATIONSHIPS

NESA maintains and constantly updates a range of professional relationships representing a national portfolio of suppliers.

As new Industry Partners are secured, NESA announces these relationships through our newsletter. Industry partners have regular opportunities to contribute to these newsletters themselves.

<https://nesaltd.wufoo.com/forms/subscribe-now-hear-what-we-have-to-say/>

In addition NESA has a designated Industry Partner Profile page on our website.

nesa.com.au/industry-partners/



RECRUITMENT
INDUSTRIAL
RELATIONS



INDUSTRY
CONSULTANTS
PROFESSIONAL
DEVELOPMENT



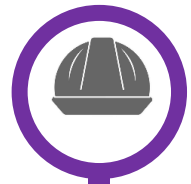
BUSINESS
INTELLIGENCE
TOOLS



SUPER
INSURANCE



SPECIALIST
ABORIGINAL
CONSULTANCY
CULTURAL
AWARENESS
TRAINING



WH&S
POLICE
CHECKS



MARKETING
UNIFORMS

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SUNSUPER

Superannuation

**MARSH ADVANTAGE
INSURANCE**

MARSH

Insurance



BOUNCE

Professional Development



THE CLARITI GROUP

Business Advisory and
Training Services



ACROSS CULTURE

Mentoring and
Professional Development



BETTERLINK

Business Consultancy and
Training Services



PERFORMANCE REPORTING SOLUTIONS

Professional Development

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PURE INSIGHTS
Allied Health Counselling



CORPORATE CULCHA
Aboriginal Cultural Awareness and
Professional Development



THINK LEARN SUCCEED
Professional Development



MAGUIRE CONSULTING
Industrial Relations



INDIGENOUS CONSULTING GROUP
Aboriginal Economic and
Community Development



ETRAINU
E-Learning and Training

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SUNSUPER

CATEGORY: SUPERANNUATION

Sunsuper has been taking care of its members' super savings since 1987. Today, as one of Australia's largest and fastest-growing super funds, it is the Fund's size, scale, expertise and experience that ensures your super obligations and employees' retirement are in the best possible hands.

In May 2018, Kinetic Super merged with Sunsuper to become one of Australia's biggest superannuation brands with more than \$55billion in funds under management and 1.3 million members.

In addition, with more than 850 staff based in offices across the nation, the company helps more than 95,000 businesses manage their super obligations, while at the same time providing a range of services to help businesses support their people's financial wellbeing and enhance their employee value proposition.

As a profit-for-members fund, Sunsuper's purpose is to "inspire and empower Australians to fulfil their retirement dreams" and it is this drive that motivates the business to deliver industry-leading products and customer service, as well as solid, long-term returns and low fees.

Sunsuper is well-positioned to continue Kinetic Super's legacy as the pre-eminent superannuation provider to Australia's recruitment and employment services sector.

Sunsuper was the first super fund to ever win Money magazine's Best Super Fund Manager 2018, and Connexus Financial, Chant West, Super Review and SuperRatings' Super Fund of the Year awards in a single year. It also currently holds Money magazine's Best Pension Fund Manager 2018 and SuperRatings' Pension Fund of the Year 2018. Plus, in great news for employers, Sunsuper has also held Chant West's Corporate Solutions Fund of the Year for the past two years.

For information about how Sunsuper can help you easily and efficiently manage your super obligations, as well as help your people reach their retirement of their dreams, visit:

WEBSITE

sunsuper.com.au

PHONE

13 11 84

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MARSH ADVANTAGE INSURANCE

MARSH

CATEGORY: INSURANCE

At Marsh Advantage Insurance, we have a team working hard to bring tailored insurance solutions to NESA Members. In fact, we have put together a combined liability policy, which is designed for companies and individuals within the employment services sector. The combined liability package automatically includes the following policies:

- ▶ Broadform Public and Products Liability
- ▶ Professional Indemnity
- ▶ Directors and Officers Liability
- ▶ Fidelity representation costs at enquiries
- ▶ Statutory fines and penalties
- ▶ Employment Practices Liability
- ▶ Personal Accident
- ▶ Industrial Special Risks (Property)
- ▶ Motor vehicles
- ▶ Industrial Special Risks (Property)

To find out more about how you could benefit from this combined liability insurance package, contact Jodi Sharman at Marsh Advantage Insurance today.

WEBSITE

marshadvantage.com.au

PHONE

03 9603 2715 | 0414 648 890

EMAIL

Jodi.sharman@marshadvantage.com

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PURE INSIGHTS

CATEGORY: ALLIED HEALTH COUNSELLING

Pure Insights empower people to soar. We are an international counselling service that supports long term unemployed jobseekers in partnership with employment providers in Australia and the UK. Last year we supported thousands of individuals to; commence sustainable employment; transfer into a more appropriate re-classification; seek longer term support; cope with their specific mental health barriers and even simply fully engage with their provider. Our qualified practitioners view work as part of the solution for every jobseeker and are committed to delivering the best service possible, ensuring that every one of our interactions count. We build genuine connections with jobseekers and local teams, treating everyone with equality, respect, trust and care. Our provider partners value the quality of our support; the access to case notes within 24 hours; the personal debrief at the end of our appointments and the responsiveness to needs of their local caseload.

OUR SERVICES INCLUDE:

Ready to Launch

A 121-counselling service that addresses mental health symptoms

Ready to Launch in Australia

A workshop that builds resilience and market-awareness for refugees

Post-Placement Support

Tailored on-the-job support, typically for the critical first weeks in work

Ready to Launch+

Extended 121 drug/alcohol support that can meet mutual obligations*

Reassessments

Supporting documents; Upstream; DSP referral; Psychometric Assessments

Online Counselling

Quality, employment-focused counselling for remote, regional areas

To find out more about how Pure Insights could support your organisation, please contact our Managing Director, James Weait.

WEBSITE

pureinsights.com.au

PHONE

1300 796 640 | 0403 138 212

EMAIL

james.weait@pureinsights.com.au

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CORPORATE CULCHA

CATEGORY: ABORIGINAL CULTURAL AWARENESS AND PROFESSIONAL DEVELOPMENT

Corporate Culcha is a Supply Nation Certified Indigenous-owned and operated business and since it commenced operations in 2008, has grown from a business focused on Indigenous workforce development to now providing a broader range of services and products to assist companies, government and organisations to successfully engage with and work with Indigenous Australia in urban, regional, rural and remote locations.

At Corporate Culcha we work collaboratively with organisations to establish quality projects and programmes which are culturally appropriate and complement an organisation's business objectives. Corporate Culcha works nationally with many of the country's top companies, state and federal government departments, educational institutions, organisations and industry.

- ▶ Corporate Culcha products and services include:
- ▶ Cultural awareness and competency
- ▶ eLearning
- ▶ Indigenous employment strategies
- ▶ Research and evaluation
- ▶ Business development and coaching
- ▶ Accredited and non-accredited training
- ▶ Mentoring training
- ▶ Indigenous land management training
- ▶ Reconciliation Action Plans

To discuss how Corporate Culcha can support your organisation please call 1300 CULCHA or dial our CEO, Paul Dodd directly on 0424 531 789.

WEBSITE

corporateculcha.com.au

PHONE

1300 CULCHA (1300 285 242) | 0424 531789

EMAIL

info@corporateculcha.com.au

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BOUNCE AUSTRALIA

CATEGORY: PROFESSIONAL DEVELOPMENT

For close to a decade Bounce has been delivering programmes throughout Australia working with a multitude of clients, including jobactive, DES and Community Development Programme providers. Known as the soft skills experts who can engage the disengaged, we have expanded our expertise into training trainers, consultants, recruiters and managers the skill set that has achieved 86% consistent engagement in the Bounce courses. With a strong focus on leadership training and frontline management, we will bring the power of Emotional Intelligence (EQ) into the experiential content of the training delivered.

Bounce provides a well-defined yet non-traditional dynamic approach to motivating people into making real and lasting changes in their lives or the lives of others. Going beyond standard training, Bounce evaluates values, beliefs and motivations of an organisation and individuals, providing insight and direction towards 'a life more positive' by teaching effective communication techniques and positive self-awareness, resulting in greater gains personally and professionally.

To find out more about Bounce Australia and our unique professional development offerings, contact Kelly Mason, General Manager today.

WEBSITE

bounceaustralia.com

PHONE

03 5461 1254 | 0419 326 694

EMAIL

kelly@bounceaustralia.com

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CLARITI GROUP

CATEGORY: BUSINESS ADVISORY AND TRAINING SERVICES

NESA Industry Partner, The Clariti Group is a leading business advisory and training company working both domestically and internationally. The Clariti Group focuses on building profitable, sustainable organisations through innovation and diversification of products and services. Our national team has extensive experience working in the Employment Services and Education sectors supporting organisations both for and not-for-profit. The Clariti Group mission is simple; "we make business happen". We don't use a cookie cutter approach but instead create cost effective solutions and focused support that's invaluable to our clients. Clariti works alongside you to build a highly productive team and company.

WE WORK WITH ORGANISATIONS TO:

- ▶ Develop Leadership Programs to increase productivity amongst managers and your teams;
- ▶ Offer workplace coaching and behavioral change;
- ▶ Provide organisational development to grow your organisation from the inside;
- ▶ Design diversity management policy and plans, we then work with you to put these into place
- ▶ Formulate marketing management plans and systems to support the development of your company brand, meaning you don't have to have a full time team of marketers

The Clariti Group has worked with NESA and its members for a number of years on key projects from business process design to strategic planning, organisational and leadership development. We have a range of carefully developed programs or can customise our services such as leadership training programs, workplace coaching and diversity programs for all levels of staff from the Board across to front line staff in order to make running your business simpler. Life is tough so our team looks to simplify and get you and the business to where you want it to be without having to hire teams of people we can work on a project basis therefore reducing costs to the organisation.

We offer a completely free of charge catch up to discuss your business and how your teams could benefit by working with them. Our team has industry experience spanning decades and are able to design no nonsense solutions for companies and individuals within the employment services sector. We even buy the coffee!

Contact Ana who is the NESA members dedicated specialist today to make the first step to making life and business easier!

WEBSITE

claritigroup.com

PHONE

+61 2 8091 3457 | +61 3 9016 3457 | 0488 759 835

EMAIL

Ana@ClaritiGroup.com

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THINK LEARN SUCCEED

PROFESSIONAL DEVELOPMENT

We create vibrant training and coaching programs for highly successful people - like you and your team.

Do you want to think, talk and behave in ways which build success? We can help. We've worked with thousands of talented people like you. Ambitious. Creative. Yearning to get even better results. We understand how that feels. And we can get you zooming towards success by mastering three key skill sets.

Solution focussed thinking
High impact communication
Indigenous employment strategies

Whether you need a workshop for an entire team or one-to-one coaching, we can deliver it. If you're organising training for a team or business unit, explore our corporate training workshops. Or if you're a 'solo learner' check out our coaching programs and public workshops. We're looking forward to working with you.

WEBSITE	thinklearnsucceed.com.au
PHONE	+ 61 433 126 841
EMAIL	admin@thinklearnsucceed.com.au

MEET OUR INDUSTRY PARTNERS



Employee Relations
Business Management
Communications Advice

MAGUIRE CONSULTING

CATEGORY: INDUSTRIAL RELATIONS

Employee Relations Online

Developed in partnership with Paul Maguire of Maguire Consulting and covering every aspect of employment regulation; Employee Relations Online Employment, Education & Community Services provides the best employee relations advice available, with information, management tools and guides tailored exclusively to the industry.

The Employee Relations Online subscriptions service covers all employees' relations issues including:

- ▶ Industry pay rates
- ▶ Awards conditions
- ▶ Leave and Holidays
- ▶ Workplace Agreements
- ▶ Termination of employment
- ▶ Employee tax and superannuation
- ▶ Health and Safety

WEBSITE

tour.employeerelationsonline.com.au
(take the tour and sign up online)

PHONE

1300 021 800

EMAIL

info@employeerelationsonline.com.au

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ACROSS CULTURE

CATEGORY: MENTORING AND PROFESSIONAL DEVELOPMENT

Across Culture is a certified Supply Nation Supplier and is the 2015 Supply Nation Up and Coming Supplier of the year. Across Cultures business is built around working with organisations to foster a diverse, vibrant and motivated workforce through building cultural capability.

THREE PILLARS SUPPORT THIS APPROACH:

- ▶ Cultural Knowledge: Moving beyond culture awareness towards cultural competency
- ▶ Learning and Development: The application of knowledge in a meaningful way
- ▶ Organisation Learning and Change: Embedding the knowledge in organisations

Our team is made up of experienced Vocational and Tertiary Educators and developers of competency based training courses and materials.

WE ARE MENTOR SPECIALISTS AND ARE THE COURSE COPYRIGHT OWNERS AND DEVELOPERS OF TWO ACCREDITED COURSES:

- ▶ 10571NAT Certificate IV in Workplace Mentoring

Our approach is consultative and our programs are tailored to the specific learning styles and needs of the people and businesses investing in them.

OUR TRAINING METHODOLOGY IS BASED ON THE PRINCIPLE OF ADULT LEARNING WHERE PEOPLE ARE:

- ▶ Internally motivated
- ▶ Bring life experience
- ▶ Are goal orientated
- ▶ Need relevance, practicality and respect

OUR PRODUCTS AND PROFESSIONAL DEVELOPMENT OFFERINGS INCLUDE AND ARE NOT LIMITED TO:

- ▶ Provide leadership in the supervision of Indigenous Employees
- ▶ Building successful workplace mentoring programs as a mean to retaining staff
- ▶ Governance training – Taking the fear out of Governing your organisation
- ▶ Moving from being culturally aware to becoming culturally competent
- ▶ Aboriginal Cultural Awareness
- ▶ Cross Culture Awareness
- ▶ 10571NAT Certificate IV in Workplace Mentoring – full qualification or clusters of units or single units (RTO 2441)

WEBSITE

acrossculture.org

PHONE

0429 909 173

EMAIL

info@acrossculture.org

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BETTERLINK

CATEGORY: BUSINESS CONSULTANCY AND TRAINING SERVICES

Betterlink Business Consultancy and Training Services Group is a consultancy business and an Australian registered training organisation (Provider #51769) delivering:

- ▶ Nationally Recognised Training across Leadership & Management, Employment Services, Career Development, Human Resources and Community Services areas of study.
- ▶ Professional Development Workshops tailored to organisational or individual requirements.
- ▶ Business Services Consulting including organisational and workforce planning and review.
- ▶ Tender Preparation Services across all key employment programme areas – jobactive, DES & CDP.

Our executive team has extensive employment services industry experience which underpins all aspects of our delivery design and approach. Our services provide exceptional value, assist to instigate positive change, performance improvement and are efficient in the transfer of knowledge. We pride ourselves on customising our services to meet both business and staff development needs.

As an RTO we offer a range of quality training solutions, including:

- ▶ Nationally recognised courses to achieve full qualifications.
- ▶ Skill set competencies from nationally recognised training packages leading to a Statement of Attainment.
- ▶ Short non-accredited programs tailored to meet your specific needs.

Training is available across a number of pathways including online learning, interactive workshops and through our Assisted Recognition Model that guides and supports individuals to achieve nationally recognised qualifications through a blend of coaching, mentoring, competency recognition and gap training.

To discuss how Betterlink Business Consultancy and Training Services Group can support your organisation please contact Rebecca Herbertson.

WEBSITE

betterlinkgroup.edu.au

PHONE

+61 8 9353 3089 | 0431 830 882

EMAIL

rebecca.herbertson@betterlinkgroup.com.au

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INDIGENOUS CONSULTING GROUP

CATEGORY: ABORIGINAL ECONOMIC AND COMMUNITY DEVELOPMENT

Indigenous Consulting Group (ICG) is a specialist economic and community development consultancy firm working with, and for, Indigenous (Aboriginal and Torres-strait Islander) Australians. We specialise in effective community engagement that gets real results. We really engage, and we really engage the right people, at the right level, to inform the right design principles, with real community ownership and engagement.

We have a depth of experience that helps us engage in valuable third-party arrangements with Aboriginal Organisations. To achieve outstanding results where there are contrasting values, it is vital to consider capacity, resilience, educational wellbeing, cultural requirements and community barriers, and to identify real, rather than perceived needs of all stakeholders. We help negotiate and design a way forward.

We build a strong, collaborative relationship with our clients and their stakeholders. We are ethical, transparent and accountable in our approach and are supported by a strong Indigenous network.

INDIGENOUS CONSULTING GROUP'S CORE PRODUCTS AND SERVICES

Supporting Partnerships with Aboriginal Organisations

Assistance with third party arrangements including initial development, roles and responsibilities, structure, advisory groups, transparency, expectations, exit and succession arrangements.

Supporting Partnerships with Aboriginal Organisations

Assistance with third party arrangements including initial development, roles and responsibilities, structure, advisory groups, transparency, expectations, exit and succession arrangements.

Community Engagement

Real community engagement built on trust and respect and an understanding of pathways, government and industry criteria and unspoken agendas of stakeholders.

Business and Joint Venture Development

Real business mentoring, advice and pathway support, taking into account the bigger picture, personal values, family and capacity barriers.

Community Negotiation, Mediation and Transformation

Facilitation of community meetings and forums.

Community-wide Transformational Planning (CWTP) App Development

Indigenous related App design and development including Indigenous-specific Apps for community, local government, mining and resources sector and Aboriginal businesses.

Tailored Workshops and Facilitation

Our workshops include specialisation in Enterprise, Community Engagement, Learning through Doing, Activity Design, Tourism.

WEBSITE

icgaustralia.com.au/icg/

PHONE

1300 953 662

EMAIL

office@icgaustralia.com.au

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ETRAINU

CATEGORY: E-LEARNING AND TRAINING

With more than a decade of industry experience in delivering innovative eLearning solutions and quality online training, etrainu create learning experiences that mean more to people. We strongly value our customers, which highly reflects in the quality of our training.

As a Registered Training Provider, we offer accredited and non-accredited compliance courses, as well as custom eLearning solutions for a wide range of clients. These include the high access compliance courses for employment services providers around White Card (Construction); and Responsible Service of Alcohol, Responsible Service of Gaming, Food Safety and Food Safety Supervisor (Hospitality).

As NESA Industry Partners, we have developed a number of online training courses for employees and members, promoting a unique approach to e-learning instructional content, life-like visual elements and ground-breaking interactive design.

etrainu offer an extensive range of customised courses for NESA members to boost professional development and support improved employment opportunities. Our proprietary Learning Management System (LMS) provides excellent transparent reporting to make managing students, allocating training expenditure and viewing reporting simple and transparent.

BENEFITS OF ETRAINU

- ▶ e-learning Content Development – Award winning course content with high quality, outcome focused & visual design
- ▶ Compliance Training – Specialists in online (RSA/RSG/Food Safety/White Card) with FREE quality helpdesk course support and FREE system access and set up for NESA members purchasing courses
- ▶ Learning Management System – Multi-tier corporate structure; bulk distribution of training for staff; extensive reporting capabilities; easy to use.
- ▶ We're an RTO – We understand quality

We're an RTO – We To discuss how etrainu can support your organisation please call Paul Hoon on 0418 282 496.quality

WEBSITE

nesa.com.au/etrainu/

PHONE

+617 3117 2531 | 0418 282 496

EMAIL

paul@etrainu.com

#weR4jobs

NATIONAL EMPLOYMENT SERVICES ASSOCIATION LTD

ACN 079 065 428 | ABN 69 079 065 428

MATT CLARKE

Deputy CEO

PHONE +61 2 9119 3090
EMAIL nesa@nesa.com.au
WEBSITE nesa.com.au

MELBOURNE OFFICE

Level 8, 20-22 Albert Road
South Melbourne VIC 3205 Australia

PHONE +61 3 9624 2300

EMAIL nesa@nesa.com.au
WEBSITE nesa.com.au

SYDNEY OFFICE

Level 1, 33-35 Belmont Street
Sutherland NSW 2232 Australia

PHONE +61 2 9119 3090