

Case In Point: Energy Industry to Benefit as University College London open their doors



Putting Adelaide firmly on the world education map, one of the top five ranked universities in the world, University College London (UCL) officially opened its school of energy and resources this year, although it had started teaching executive courses last year. The Adelaide campus, located in the refurbished Torrens Building, offers a unique, internationally recognised qualification for those wanting to pursue careers in the energy and resource industry.



In partnership with the Government of South Australia and the Australian energy company, Santos, the two-year masters of science in energy and resources policy and practice will ensure graduates are at the forefront of the industry.

PKF assisted with UCL's initial set-up, helping with MYOB, payroll and accounts payables and we also helped identify other areas of increasing revenue and assisting in cash flow. More recently, PKF's Organisation Development division has been involved to help with UCL's strategic direction for the next three years.

The project has seen several divisions of PKF working together and covering a number of areas ranging from auditing, accounts and back office services to strategic planning and employing overseas workers.

We began this project with a review of the overarching agreement between UCL London and the SA Government regarding the establishment of the facility as well as early planning documents. Then we met with staff and other interested stakeholders to find out exactly what their roles were and the contribution they made to the organisation.

At the same time, we examined the extensive research UCL had undertaken to determine the understanding of its brand and comparisons of offerings with its competitors.

When this preliminary work was completed, workshops were held with staff so they could not only contribute to the shaping of the strategic plan but also develop a common perspective of UCL's development for the future.

Other areas we assisted in included overseas employment aspects such as the personal level of tax for expats, appropriate work visas, living away from home and relocation allowances together with options for salary.

The team continued to give quality spot check audits and reports back to the UK throughout the entire period.

"Once the plan was prepared, we ran a pilot for a month, to not only make sure the plan was suitable, but it also allowed for further fine tuning and refinement. The pilot also gave us time to determine the resource and operational implications for its actioning," says Matthew Laming, Associate Director PKF. "The past year has been hard work for all involved and we are proud to have contributed to providing Adelaide with a valuable and prestigious educational establishment."



"It has been a very exciting time and we are really pleased with the results," says Kym Teh, COO, UCL School of Energy and Resources. "The plan was well received by the two major stakeholders, UCL London and the SA Government and all student places are filled."

On the Agenda



Are you a Cricket Fan?

There is a fantastic opportunity for a girl or boy aged between 8 and 15 years old (and their guardian) to become the Tigers 13th Man for a day, **all they need to do is draw an A4 poster by the 6th October with the words 'PKF & Tasmanian Tigers'!**

The '13th Man' will be one of the first on Adelaide Oval for the season and our past two winners have had a fantastic time.

Please forward the competition details to family and friends to give them the opportunity to win this great prize.

The 13th Man on Sunday the 17th October will have the opportunity to:

- > Meet all the PKF Tasmanian players
- > Involvement in the pre-game activities
- > Access to the viewing room*
- > Cap and shirt
- > Taking drinks out to the players
- > Collecting balls
- > Photo with the team and a signed poster



Return entries to PKF 13th Man, Level 2, 139 Frome St, Adelaide, 5000
Please contact Anna Clarke, 7421 1400 or anna.clarke@pkf.com.au for more details

State Budget Bulletin

Henry Veronese, Enterprise Advisory Director was invited to attend the State Budget Interest Group Lock-up session & was privy to the Budget that was handed down to Parliament by the Treasurer, the Hon Kevin Foley MP. Keep an eye out for Henry's State Budget Bulletin coming to you shortly.



right size. right people. right answers.®

On the horizon



Management Consulting Team Expands

We are delighted to announce Peter Khoury has chosen to join us as a Partner of our Management Consulting division. Peter is a well respected finance executive within the South Australian business community having served two terms as State President of CPA Australia in 2004 and 2005.

"I joined the team because I like the personal approach PKF continues to give its clients, something which often gets lost in larger firms," says Peter who has over 20 years in the industry. "PKF is now one of the largest Management Consulting practices in South Australia but its clients are still treated as individuals and we recognise each business has different circumstances, needs and expectations".

Performance management is just one of Peter's areas of expertise which also includes:

- > Organisation and strategic reviews
- > Business process reviews
- > Business and finance transformation
- > CFO Services
- > Project and change management

Peter brings with him a wealth of experience, having worked with businesses of all sizes and from a wide range of industries. These vary from defence, manufacturing, health and government services to IT, utilities and hospitality & leisure.

He has an extensive track record in assisting clients develop and implement effective and lasting solutions. Simple changes, such as streamlining processes, lifting the focus from detail to strategic management and implementing better forecasting tools, can often easily be incorporated to provide support and so help a company better manage itself.

"I really enjoy helping both SMEs and larger companies alike manage their business better and helping them to incorporate tools and systems into their business which increase their overall performance," Peter adds.

"Many SMEs don't realise the benefits of using PKF's services," he explains. "Today's SME business owner has to wear many different caps. They often don't have the time to focus on long term strategies because they are concentrating on the day to day running of the business. This is where PKF's "CFO Services" offering is an ideal solution for SME's.

"Bringing in outside help not only frees up the owner's time, but a fresh pair of experienced eyes can often find a workable solution not previously considered," Peter concludes.

Peter's appointment also contributes to PKF's growing skills in business and financial modelling and we now offer additional services in SAP Business Objects Enterprise Performance Management (EPM) solutions, which includes Budgeting, Planning and Consolidation (BPC).

To find out more about PKF's Management Consulting Services, please contact Peter Khoury, peter.khoury@pkf.com.au.



At Your Fingertips

PKF would like to welcome our new Directors, Associates and Managers:

The Bottom Line

Success is not final, failure is not fatal: it is the courage to continue that counts"
Winston Churchill

Enterprise Advisory



George Yatzis
Director



Pauline Chan
Associate Director



Michael Higgs
Manager

Management Consulting



Wayne Mutton
Senior Manager