



Navigator

Stronger organisations.
Better outcomes.

SERVICE CATALOGUE

Navigator Limited

**Commercial Advisors for the
Māori Innovation Fund**

Navigator Limited was established in 2013 to assist Iwi and Māori collectives to transition safely and efficiently to commercial sustainability. The company is led by a group of people with demonstrated commitment and significant experience across Iwi and Māori organisations, small to medium sized enterprises, corporate entities, not-for-profit organisations and international aid organisations.

This leadership group is supported by a team of trusted advisors who bring a multi-disciplinary approach to commercial advisory and organisational strengthening services. This group has been selected based on their demonstrated commitment, experience and history of getting the job done in favour of whānau.

Service offer overview

Navigator Limited founders have developed a clearly defined methodology, toolkit and multi-disciplinary team to assist Iwi and Māori entities to translate strategy into operations. Specifically, it is designed to enable Iwi and Māori entities to transition to viable, 'fit for purpose' entities rapidly and cost effectively. This programme is the key driver for the Navigator Limited Kaupapa. It acknowledges the value of an intermediary with appropriate experience and commitment, to act as an enabler for a short period through transition phases in the evolution of Iwi and Māori organisations. Specifically, Navigator brings the following capability and experience:

A multi-disciplinary team with extensive experience in:

- establishment, development, capacity and capability building of Iwi and Māori organisations (from start-up through to large scale)
- direct leadership in Iwi development
- enabling Iwi and Māori organisations through to commercial viability and sustainability
- strategic planning and direction
- commercial modelling and business planning
- investment planning and advice
- risk management strategy
- commercial negotiation

Specific Māori business development experience:

- facilitation services in the Māori collective business environment
- capability development of Iwi and Māori organisations
- Māori collective structure and operating models
- development of products and markets
- development of business cases for market

Tools to put to work for you:

- Navigator's tailored tools and methodology for diagnosis/needs assessment of Iwi and Māori organisations and initiatives

Knowledge of, networks with, and pathways to:

- government assistance programmes that support business and research and development

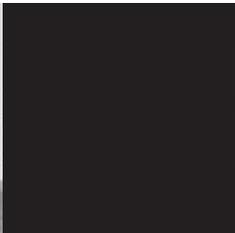
Members

Members of the advisory team and their skills and experience offering as follows:



JEREMY GARDINER

Iwi organisation structuring and leadership, whenua based and other commercial developments, governance and management training and development, path to market experience



ANTOINE COFFIN

Iwi organisation leadership, Governance, commercialisation of lands, environmental management



ANTOINE COFFIN

Iwi organisation leadership, Governance, commercialisation of lands, environmental management



SHAUN COFFEY

Strategic planning and direction, Commercial modelling and business planning, Stakeholder management, Knowledge of government



SIMON ROWELL

Structuring, partnership and commercialisation of technologies, Intellectual property due diligence and strategy, Licences, distribution and collaboration agreements, commercial negotiation, creation and management of start-ups: legal orientation



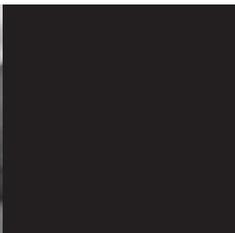
NICK ALEXANDER

Knowledge of government programmes, Māori collective structure and operating models, Māori collective transition management, capability development



TANIA BUL

Marketing, communication, governance and facilitation



ANTONY THORPE

Chartered accountant, development of 'fit for purpose' accounting systems



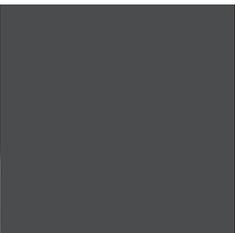
AGNES NAERA

Partnership and alliance formation, resource development, research and data analysis, public relations, good governance



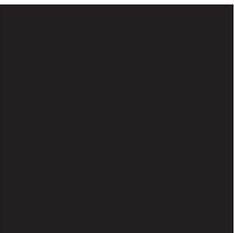
MIKE MARR

Acquisition, commercial entity establishment, property development, good governance, investment management



SONYA HAGGIE

Corporate reputation and brand management for corporate entities, not for profits and Māori organisations, strategic communications for Iwi and Māori entities



FIONA CRAM

Māori research and engagement



PETER FA-AFIU

Strategic communications, stakeholder management, strategic planning



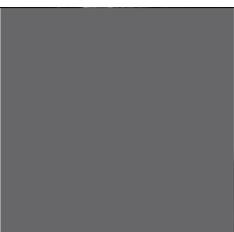
AMAN MEHTA

Programme and project management, social housing development



SHELLEY KATAE

Commercialisation of initiatives, business case and plan development, financial and operational leadership)



STEPHANIE JOHNSON

Human resource capability development, health and safety).

A detailed outline of skills and experience of advisors available upon request.

The major benefits of working with Navigator limited are as follows:

Added value

Traditional consultants derive their value from knowing more, being better informed, and hoarding information. Under the Navigator model advisors take a different approach. We draw out the full potential of our partner organisations and leave our knowledge behind within the organisations.

Partnership alignment

We identify and mediate partnerships which assist Iwi and Māori organisations to deliver on the needs of your people faster and in a way which does not deplete your putea or undermine tino rangatiratanga. We have the credibility and connections to bring parties to the table, the skills necessary to align these parties around common purpose and the experience necessary to translate this commitment into operations.

Cost-effectiveness

Our agile operating model means that we have very limited expense in our own organisational infrastructure. As a result the partner organisation pays only for the direct costs of the advice and not for our overheads.

Speed

We complete the job quickly, meaning the partner organisation can get on with the job of delivering on the needs of their people much faster. We can do this because we have the experience to make a rapid assessment of context and need and then the team necessary to deliver on all the key aspects of your need in a coordinated way. This in turn saves the partner money.

The Navigator team has a body of work currently includes support roles with Whānau based NGOs, Māori land trusts, Hapū, Iwi and Iwi collective entities. References across virtually all of the entities we are working with are available upon request.

Pricing

Our approach to pricing and delivery is designed to keep the costs to partner/client organisations as low as possible. Wherever possible we charge for outputs and outcomes; within fixed price contracts, versus hourly rate contracts.

We bring a demonstrated commitment to keeping peripheral costs as low as possible and working to your budget.

Please don't hesitate to contact us should you have an interest in utilising our services. We can come and see you, wherever you are in New Zealand; establish your specific needs and provide you with an estimate of costs.

Nick Alexander

Managing Partner

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