



Mike Stoke BSc (Eng), MAICD

Mike has had a long business consulting career, originally with a major consultancy and latterly with his own strategy consulting business.

During recent years, Mike has worked with many owners of SMEs, assisting them raise equity or exit. He also acted as an Independent Director for some of these companies.

Mike is married, has three children and lives in Brisbane.

Expertise:

Mike is a qualified Company Director. As an independent Director, he brings:

- ❑ A clear understanding of the role and responsibilities of Directors
- ❑ An excellent grasp of strategy, a very good understanding of the business environment, clear thinking, and a focus on value creation
- ❑ Extensive experience gained from helping owners improve their SMEs in many sectors and in a wide variety of circumstances
- ❑ A high awareness of the impact of emerging technologies.

His expertise in identifying and valuing future growth opportunities, and developing strategies and action plans to realise that value, has led to a significant enhancement in value for many clients.

Work Activities:

Mike has assisted his clients improve their business performance and value. He has:

- ❑ developed strategies to optimise the value of intellectual property
- ❑ valued existing businesses and advised shareholders on strategies to optimise value
- ❑ audited and evaluated the effectiveness of innovation in organisations and in entire sectors
- ❑ evaluated proposed business ventures; developed strategies to mitigate risk and maximise returns
- ❑ specified information needs at Board and senior management levels in organisations
- ❑ advised on the strategic use of the internet
- ❑ evaluated organisation performance

Industry Experience (as a consultant):

Central government: Information and business strategies, performance-based reporting, work management procedures, review of work processes, information management, development of fee structures, cost/benefit analyses, project management, valuation of intellectual property, review of research effectiveness, performance reviews, institutional restructuring

Local government: Information and business strategies, business planning, restructuring along business unit lines, service level agreements

Research Providers: Strategy development, revision of business processes, valuation, impact assessment and related research

Utilities (gas, power): Performance-based reporting, information and business strategies, strategic management, business modelling and demand forecasting, performance improvement, institutional restructuring

Primary Sector: Strategy development, business modelling, valuation, capital raising, performance management, review of research effectiveness

Manufacturing: Performance improvement, production control, performance reporting, information strategies, business valuation

Retail and Distribution: Information and business strategies, business valuation, performance improvement, outsourcing

Banking and Insurance: Performance improvement, reviews of communications, outsourcing, service level agreements, internet strategies, performance reporting

IT / Telecommunications: Cost/benefit analyses, audits, strategy development, business and venture valuation, information memoranda, process redesign, workflow automation specification and pilot development.

Tourism: Business and internet strategy, venture evaluation.

Health: Strategy development, capital raising.