

Testimonials

Industry	Title	Corporation related to
Retail (Food)	CEO	Coles
Logistics (Transport)	CEO	US Company
Health Care	Group CEO	United Kingdom
Travel	CEO	Jetset Ltd
Information Technology	CEO	CNA Pty Ltd
R&D (Transportation Security)	CEO & President	SteelSafe Truck Immobilizer International
Charity Organisation	CEO	<i>Secondbite</i>
Professional Body	CEO	Strategic Management Institute
Logistics (Warehousing & Transport)	Group General Manager	Coles-Myer Ltd
Export / Import	General Manager	Australian Fine Foods
Travel (Wholesale)	General Manager	Jetset Holidays
Retail (General Merchandise)	Financial Controller	Kmart Ltd
Human Resources	Human Resource Controller	Kmart Ltd
Academic Body	Director	Edinburgh Business School / Head of School (MBA)
Federal Government	Director	DAS (Canberra)
Regulatory Body	COO	DFSV (Victoria)
IT / HR / Finance / Property	Line Managers / SMEs	Various companies

Ian McLeod

CEO (Coles and Liquorland)

Winner of the “Golden Spaces” award – for a person that has really made a difference to Coles

“Laurence built and supported a new Credits Payment infrastructure for the Ops training team.

The program cuts down the weekly credits process from 7 hours of painstaking data analysis to just 45 minutes!!

And has also improved accuracy for stores”

Keith L. Harring (USA)

President (K.L.Harring Transportation LLC – USA Pennsylvania)

“Laurence, I never said I was a writer so here you go my good friend. If I was sitting in front the anyone who was seeking your services I without doubt would tell them they only need ask you one question and that would be “when can you start” because I am certain that every dollar spent with you would return many more. The number of people who are less talented in this world than they believe themselves to be is many and you are not one of those people which you and I already know. I wish you the best as surely will come your way. Take care, stay well and if I can help in any way please let me know.

I had the good fortune to have worked very closely with Laurence Gartner for several years on the SteelSafe Truck Immobilizer Project. Laurence was instrumental in propelling the development of this product for the cargo security and road transport sector. He is highly intelligent, self-confident, innovative and creative, and follows projects with an undaunted passion. Laurence’s dedication to work, organization, and the tireless attention to detail in the pursuit of perfection are attributes that have lead him to numerous successes. Laurence is truly a unique individual who would be a great asset to any business.”

Scott Sunderman (United Kingdom)

Group Chief Executive Officer at Healix International (England)

“I have known and worked with Laurence for over 20 years. Laurence is an enormously valuable source of business counsel and advice, as well as an extremely safe pair of hands in terms of implementation and delivery. Laurence is uniquely skilled; he has very deep mastery of (and qualification in) a broad range of business disciplines including: Finance, Technology, Strategy and Project Management; and his experience spans from strategy formulation and planning through to execution. As a consequence, he has the rare ability to take a truly multi-disciplined view of a business issue. His approach combines energy and enthusiasm with a very sharp attention to detail. I have no hesitating recommending Laurence.”

Testimonials

Andrew Potter (Pre 2007)

Group General Manager (Supply Chain Coles - Group Ltd) – Reporting to CEO Coles-Myer Ltd

“In recognition for your outstanding contribution to transforming the Coles Group Supply Chain
“Thank you so much for your amazing analytical capability and helping us improve our diversity”

Peter Lacaze (Pre 2007)

CEO (Jetset Ltd)

Declared *Laurence Gartner* as a strategic partner in *Jetset’s Recovery Strategy* alongside corporate partners *Telstra, Mojo* and *Concorde* identified as being instrumental and key to:

“Reduce Jetset’s cost structure to establish a solid foundation for future profits and growth” and in the

“Use of technology and market innovation to create a clear difference between Jetset and opposition travel retailers”

This is unprecedented as there has never been one individual was called out a strategic partner in any *Recover Strategy*

Calvin A. Robinson

**Senior Director Finance & HR Services, Shared Services, Commerce & Works Directorate
ACT Government**

“I have worked with and known Laurence for the past 20 years.

His technical prowess and strategic thinking capability would be an asset to any organisation

I know Laurence has been a strategic business partner to many CEO’s and senior executives including myself. Laurence worked for me in the dairy industry where he developed a costing model that enabled the Authority to meet its funding needs whilst maintaining equity and balance amongst its constituents. During that time Laurence also redesigned the Authority’s licensing system using a rapid application development methodology

He is a colleague held in high esteem and a colleague with the utmost integrity. His dedication and commitment to any challenge will always see him in good stead.

His willingness to share his knowledge, coupled with his ability to develop others that have worked for him and with him, is truly valued.”

Lawrence Morgan

CEO (Emeritus) CNA Australia

“Laurence Gartner has been an advisor to CEOs for the last 15 years and I have had the good fortune to witness several success stories across a range of industries.

Notably Laurence was a trusted strategic advisor to Jetset Tours Pty Ltd (Jetset), advising on key projects to provide market innovation, reduce costs and establish a solid foundation for future profits.

My (ex) company, CNA Australia as a strategic partner to Jetset worked alongside Laurence to deliver several ITC projects that strengthened both the wholesale and retail business functions of this iconic brand. The use of technology and market innovation created a clear difference between Jetset and its opposition.

Laurence is also instrumental in propelling the development of a unique product for the cargo security and road transport sector. Steelsafe International has benefitted from Laurence’s advisory network and management skills and has grown steadily from a fledgling operation to a business that deals with multinationals in several continents.

Established iconic brands, entrepreneurs and small businesses routinely benefit from Laurence’s patented technique Algomatics that operates across functional areas and disciplines in many industries. Algomatics rapidly engineers savings, and reduces time spent on process re-engineering and process improvement outcomes.

Drawing on many years of advisory and forensic and profiling Laurence now focuses on speedy and adaptive solutions supported by BI tools, without the inherent overheads of installation, implementation and ongoing consulting maintenance.”

Testimonials

Barry John Bryar

CEO and President (SteelSafe Truck Immobilizer International Pty Ltd)

“Laurence has taken our company from a small backyard operation to a company with international acclaim. Laurence’s original devised strategy encompassing a unique 3-way-win-win-win partnership model including Finance, Insurance and Fleet Operators has catapulted us onto the international scene.

His advisory network and management skills enabled the business to grow and now deal with multinationals in several continents. Who would have thought, that a company with such humble beginnings would be dealing with CEOs around the world discussing potential markets and deals.

Unique to our approach in growing our company has been the sophisticated operational and financial models demonstrating our market potential.

His efforts have resulted in us getting plenty of media attention: Cable, TV, Radio, Newspaper, and Internet. We have had significant media exposure in the US as well as plenty of media attention here in Australia – Channel 7, The Herald Sun, Radio Stations and various Trade articles.

As an entrepreneur, he has also supported me with my Patent (technically and legally). He has also supported my efforts to make a contribution to our community via this company.

He has not only been a CEO for my company, but also a friend supporting me in very challenging circumstances. With his help our company has now a very bright future to look forward to.”

Dr Graeme Hyman PhD, MSc, BA, Dip G.S. MAPS

Senior Lecturer (Retired), Psychology, Monash University

I have worked with Laurence for the past 5 years and have found him to be an incredibly intelligent, talented person who not only has amazing skills in the IT area but also a very good general knowledge of many other subject areas. Not only is Laurence a talented individual, but he is a very personable and a hard working individual.

Most recently, Laurence has enabled our School in the Faculty of Medicine and Health Science to significantly reduce the amount of administration time spent by our Administration Office and by our Lecturers in the analysis of our Exam results. A task that used to take our office hours to prepare and sometimes days of turnaround now can be accomplished in minutes. The turnaround in having to recalibrate statistics has vanished down to seconds.

In addition to this product, Laurence has designed and built an Exam Generator. We are currently in the process of reviewing this product. We anticipate a significant improvement in Exam generation quality and a significant reduction in Exam preparation time. Unlike other Exam providers, this product truly provides a way of mixing exam questions between publishers, external sources, internal sources - we are no longer bound by third party providers.

I have certainly enjoyed working with Laurence and look forward to many more projects in which we can work together.

Professor Keith G Lumsden (Pre 2014)

Director – Edinburgh Business School

“We are indebted to you for the energy which you expended in identifying errors in the texts and raising issues of academic concerns... ..they have been sent to the authors concerned who have appreciated them greatly... I would like to take the opportunity to congratulate you on passing all subjects at a very high level of attainment to attain the MBA degree...”

Testimonials

Elaine Montegriffo **CEO (SecondBite)**

Laurence has helped streamline our way of reporting our efforts in collecting fresh food for people in need, and in performing these innovative changes has reduced report generation time by several days each month to just a few hours.

This has led to wholesale change in how we can interact with Coles senior management, their Regional Managers and Store Management teams, and is leading to an even stronger bond between Coles and SecondBite.

This has enabled us to focus on what we do best - help the 1,100 community food programs across the Australia in metro, regional and remote areas, provide fresh nutritious food to people in need.

So, if you wish to help support our important work Australia-wide, please contact us on 1800 263 283 or via our website: www.secondbite.org

Ian Hewitt **Director Gotravelinstyle** **Board Member and Treasurer SKAL International – International Association of Travel & Tourism Professionals**

"I have known *Laurence Gartner* for over 20 years and during this time we have worked on a number of innovative ideas and projects delivering significant productivity improvements to large back office processes as well as large reduction in costs to the business. *Laurence* is a front line Consultant and Manager able to link senior management and staff to reveal what is actually happening as versus what management think is happening. He does this through detailed analyses of raw data and the development of models to drive change and performance.

I have worked with *Laurence* both as a colleague and Consultant at Coles Myer, Kmart and Jetset where he has supported significant finance back office systems for me including Stock control, Funds Management ,Accounts Payments, Payroll, Airline Revenue and Wholesale business operations. I have also led and participated in a number of Projects with Laurence which have always delivered objectives on time and within budget."

Top Qualities: Great Results, High Integrity, Creative"

Dr Paul Hunter **Chief Executive (Strategic Management Institute)**

"Laurence is a founding member of the SMI and we are grateful to him for his support for our organisation which has included a significant contribution towards the growth of our membership base and in the general awareness of our services.

Laurence has also contributed to our service offering, having worked with us to develop the SMI's Strategy Simulation tool. This is a sophisticated piece of software that reflects the financial impact of strategic decision making on company performance.

It enables senior executives to simulate competitive activities in an industry through the running of a company and in assessing the value of the strategy underpinning it.

Laurence is a highly capable business analyst. He has been instrumental in developing a powerful and cost effective method of delivering performance improvements in organisations, through the deployment of Algomatics. This is an innovative algorithmic tool that he personally developed and has now patented. Algomatics is compiled from a combination of algorithms and mathematical equations which have led to the delivery of major productivity improvements though the simplification, integration and automation of business processes.

Laurence commands respect from his colleagues and is passionate about his work. He operates within clear boundaries that include a dedication to his job, high values, strong ethics and extreme loyalty."

Testimonials

Rishi Ramanah

General Manager | Australian Fine Foods

"Working with Mr Laurence Gartner has been an incredible experience one can gain. His commitment to excellence and professionalism are an inspiration to those who have worked with him. His strategic thinking capability would be an asset to any business. Laurence has a tremendous work ethic, a positive attitude and great passion for what he does and not to forget very patient.

His approach combines energy and enthusiasm with a very sharp attention to detail. He operates with clear boundaries that include a dedication to his job, high values and extreme loyalty. He is a genuine thought leader in every project he is involved with. With his help our company has now a very bright future to look forward too.

I would not hesitate to recommend or work with Laurence again in the future.

Alan Haidar

Channel Quality Lead | Channel and Sales Operations | Telstra

Laurence was engaged to develop and lead the Channel Quality forensic capability. Drawing on his expansive experience, Laurence speedily developed a core suite of algorithmic- based solutions. Conceptually, the adaptive solutions profiled the sales and service outcomes Telstra's retail frontline (20,000 staff). This resulted in questioning and understanding optimal points of performance and isolate associated drivers. Consequently, we were able to link senior management to the underlying in's and out's of the frontline and reveal what was really happening. This then drove increased strategic engagement across the business and provide critical intelligence into decisions.

Laurence's astute observations, and ability to link seemingly disparate influences across business, also contributed to wider business discussions.

Personally, Laurence's interpersonal attributes are numerous; quickly becoming a loved member of the team. 'Only Laurence could' was regularly heard across our pod. The attribute I can unequivocally speak to now is TRUST. Laurence is genuine trusted advisor and mentor (both a colleague and friend), any interaction with him leaves you with an innate sense of comfort. This is an invaluable in an increasingly complex and erratic environment.

All I can say to conclude this is Thank You with the utmost sincerity.

Genevieve Wood

Head of Marketing & Communications, OpenMarkets

"Laurence built a fantastic program that has removed hours of manual work for our business. This program works with our PDF application forms templates which we need to co-brand for our 40+ business clients. Often our forms get updated which means we have to provide new versions to our clients each time. With Laurence's program, we can now make updates to our forms and, at the click of a button, it will automatically generate all the branded application forms for our clients. In addition it will archive older versions, creating sub-folders and stamp dates automatically.

I am extremely grateful for this program and highly recommend Laurence to anyone looking to replace redundant and tedious administration with smart, practical technology. He is quick to understand your problem and will go above and beyond to solve it"

Testimonials

Sarah O'Sullivan

Customer and Community Engagement Manager | Central Operations Coles Supermarkets

"Laurence has a tremendous work ethic, incredible passion for what he does, a positive attitude, and is viewed as a great resource by my team and charity partner. He has worked aggressively on developing reporting and a scorecard for our charity partner to create efficiencies and reduce cost in manual data collection"

Peter Halcomb (Pre 2014)

Controller Personnel Services

Kmart Australia

"Laurence put forward a number of significant initiatives both technical and operational. Many of these initiatives have subsequently been implemented in part or full, and provide competitive advantage to Kmart.

Laurence's strengths are his energy, integrity, technical expertise, broad knowledge base, intelligence etc.

I have not encountered an individual that possesses the immense intelligence and ability that Laurence displayed whilst with Kmart. This includes his dedication to his customer at all costs."

Ben Kelly

Customer Program Manager – Coles Supermarkets

"Laurence's contributions to several projects of mine have been invaluable. To use an automotive analogy, Laurence has provided the engines for the vehicles I built. And without his engines, my cars would not have gone anywhere.

Laurence is an incredible thinker; capable of instantly absorbing information, conceptualising possible solutions (because he'll never have only one) and then formulating a strategy for delivering the solution – all without the need for long and drawn out discussions. Once he knows the current and desired future states, he then assesses all the inputs and simply gets to work on building the "product".

His work ethic is beyond compare and what might take a team of people days or weeks to produce, Laurence will deliver in a fraction of the time. No challenge is too great and he seems to relish the opportunity to provide practical solutions that simplify processes and allow people to work more efficiently and productively."

Cynthia Speed

Training Delivery Manager | HR Operations Training

Laurence has recently assisted the Operations Training team with building and supporting a new Credits Payment infrastructure using MS Excel. With Laurence's credits program, the weekly credits process has been cut down from 7 hours of painstaking data analysis to 45 minutes.

The new process eliminates time consuming data entry, has improved accuracy and minimised investigative output. Not only has this assisted my role in Operations, but has relieved the efforts of the GL processing team, SDR and Finance Teams. I know for sure there is a fleet of stores grateful for accurate remuneration credits each Tuesday in their SDR reports.

Laurence is not only passionate about his work, demonstrated working smarter and working together to get things done, he genuinely takes pride in his work and has a care for helping his fellow colleagues. Laurence's help has been invaluable with the weekly training credits process, helping us constantly strive to work better systems for our support team and stores.

Testimonials

Beatriz Hosken

Assistant Accountant | Finance & Business Planning

Laurence has been a valuable help to the GL Processing department with the Weekly Training Credits process, by assisting in optimising the procedure to handle some larger files that were continually falling into error. Laurence was always willing to help at short notice and I was never afraid to ask for assistance, big or small, as he always demonstrated a care for helping his fellow colleagues.

Andrew Brown

Certified Toyota Institute (Nagoya & ASIA Pacific) – Toyota Business Practices

“Laurence has developed a framework and a suite of processes that he uses to consistently deliver great savings for clients ! The framework allows Laurence to quickly evaluate the client business processes, identify areas of waste then either remove them or improve them.

Through the application of standardised delivery processes Laurence has successfully delivered reliable outcomes very quickly.

Laurence creates custom built algorithms in order to ensure a super-fast, reliable and flexible outcome. Embedding these algorithms into Excel removes the need for clients to purchase any new software and ensures the solution is easy to maintain.

An experienced excel user is able to maintain and further adapt the solution should they wish to. Comprehensive error checking provides confidence that processes have been correctly followed.”

Andrew is a certified trainer in Toyota Business Practices (Problem Solving).

Certified by the Toyota Institute in Nagoya Japan, 2008

Re-certified for Toyota Institute in Bangkok Thailand, 2010

Venkat Thatikonda

Manager, Transport Accounts – Coles Financial Services and Property Entrepreneur

Former PeopleSoft HR/Payroll/Financials Practice Manager

“Working with Laurence is an incredible experience one can gain. He is the sort of person who buys into the problem and provides a simple and easy solution. He has helped in producing a high degree of financial data sensitive reports relating to supply chain finance. These involved the identification of discrepancies (especially) re data communication between the third party system and SAP. Not only does this process have a high degree of accuracy and transparency, but also the reports are produced for the business in the agreed time frames. I never missed a deadline and added value for the business.

It didn't stop there. He provided training, knowledge transfer and a full ownership transfer of the tools that he developed. What I can say is (based on my experience of almost three years) that we never got stuck in the middle of working on his tools as we are confident that we can fix the tools without any hassle in future if a situation arises.”

Master's Degree in Finance (Financial Administration) – Andhra University, India - Class of 1993

Post Graduate Diplomat in IT – NIIT (National Institute of Information Technology - Class of 1995

Sean Kelly

HR Manager – Strategy & Planning

Coles Group Supply Chain

“Laurence was the go to person for analytical work in the Coles Supply Chain finance department. I engaged Laurence to develop a model by which we could calculate the costs of including or excluding different terms and conditions from EBAs during the EBA negotiation process. This was beneficial to both management and to the union officials involved in the negotiations. During the negotiations, Laurence provided on-the-spot analysis of proposed changes to terms and conditions whilst discussions were in progress. The work highlighted which terms and conditions impacted the real labour costs of operating distribution centres and enabled a much more rational approach to negotiations.”

Sean is also a member of Mensa

B.Com, MBA, FCPA

Testimonials

Craig Crevola
Solution Architect
Ultra Software Pty Ltd

"I have had the pleasure of working with and knowing Laurence for over 12 years. He is an expert in the field of Finance, Data Analysis and Forensics having not only contributed to the academic world but also utilising his techniques to provide amazing business process improvement and financial streamlining to all organisations he has worked with. His technical problem solving skills are second to none and he applies himself with rigour to all tasks regardless of the size or opportunity. Laurence's commitment to excellence and professionalism are an inspiration to those who have had the pleasure and privilege to work alongside of him. He has a willingness to share knowledge and is a genuine thought leader in every project he is involved with. I would not hesitate to recommend or work with Laurence again in the future."

Darren Veerapa
Author | Ex-Finance Director | PhD Student

"Laurence is an achiever of unparalleled calibre who shows outstanding leadership and skill even in times of crisis. With a genuine interest in people, he does so with true regard for all stakeholders involved and with ease"

Krishna Bhalerao
Director BASE Consultants Pty Ltd.

"I have known Laurence for over 25 years and out of which nearly 10 years as a colleague. Anyone who is associated with Laurence is immediately impressed by his Professionalism, Dedication and Commitment to achieve more than promised or expected.

Over the years he has acquired a valuable business insight working closely with the C-level executives in variety of industries, complimented by his excellent academic achievement and technical knowledge he has established himself as a very effective strategist.

Recently he has been validating current strategies with his self-developed analytical tools. However his real value add is in recommending new / alternative strategies.

Laurence will be a real asset to any C-level executive of a large organisation as a strategist not only validating strategies but formulating and executing them."

B. Sc. (Hons)
M.I.S. (Monash)

Con Lambros
HR Manager, M2Group

"Laurence has an innate ability to articulate business analytics and metrics in a manner that addresses the ROI linked to people based change. His approach is to look at 'the risk of not proceeding', when it comes to people based change and/or investment. Laurence is an individual who is able to interpret complex information and interpret this to the needs of the reader or end user. My personal experience with Laurence is that his underlying strength in all that he does is his natural propensity to positively engage with whatever audience or stakeholder he is working with"

Testimonials

Eugene Loh, B. Mgmt, CPA, ACMA
Analyst Bond Accounting – Coles

“Laurence has built a ‘product’ that combines and integrates many processes into a few steps within Coles Bond Accounting Department. He used advanced MS Excel skills and engineering techniques to develop them. The product shortens the processing time from 4 hours to 30 minutes. It cuts down the unnecessary manual entries and hence eliminates human errors. The times ‘saved’ from preparing the reports are converted into high quality and in depth analysis of the reports. Excellent contribution from Laurence!”

Simone Wright
Financial Accountant – TIC Marketing Solutions

“Laurence has developed a product which has enabled what was a tedious process into now an efficient and simple process. Not only has Laurence’s software saved time and money for the organisation – he has also developed extra modifications to enable a long-term resolution, rather than a quick-fix solution. Thanks for your help Laurence!”

Testimonials – Canberra Federal Government

Tom Breen

**Director Internal Audit – Commonwealth Department of Administrative Services and Local Govt
Memo to the Assistant Director General**

“The system that Mr. Gartner has produced is a credit to his ability and ingenuity, and exemplifies the officers EDP skills.... It can be seen from Attachment I that the system does have a national application and could readily be adapted for use in each State, with the additional benefit of Central Office gaining access to performance data from all State audit groups”

Kai Lee

Internal Audit Manager– Commonwealth Department of Administrative Services and Local Govt

“Mr Gartner is highly intelligent, his technical skills and abilities (ie judgement, perception, analytical and conceptual capabilities) can be rated as excellent.....He communicates effectively and works well with both his colleagues and auditees. Mr Gartner is a ‘solid worker’ capable of producing results with minimum supervision...He is capable of designing and implementing an on-line, nation-wide Department of Administrative Services audit information systems on the Department of Special Minister Of State computer with minimum assistance from either the DAS Systems’s branch or the DOSMOS ADP branch...”