



Success stories

Change drives opportunity

Forecast Global shifted 180 during COVID

Forecast Global

Forecast Global provides data solutions consulting services to organisations across Australia. Starting with the Entrepreneurs' Programme during lockdown they discovered consistent and efficient processes to drive them forward.

Change commitment

Forecast Global straddles both a B2B and B2B business. Their services enhance the operations of many organisations and their customers. They were responsible for the development of a data hub for a retirement village operator to enhance the resident experience; the development of a strategic planning model for a university to justify new facilities on campus to improve the learning experience of students; the

development of an energy optimisation tool for a mining company to enable investment in renewable generation and the decarbonisation of energy.

With a customer-first approach, they continually created bespoke solutions for their clients. During lockdown, they made a commitment to embarking on an internally focused approach to deliver more to their clients. They knew their processes need work but were lost at where to begin.

With the help of their Entrepreneurs' Programme growth facilitator, Matthew Trustrum, they have been able to improve their internal systems, develop team members, and enhance marketing and sales process. They have also been able to add a new location on the Gold Coast and employ two more full-time staff members.

Global connections

With the support of the program and their facilitator, Forecast Global applied and was accepted into the NSW Going

Global program which has opened connections to Singapore for future growth. With the help of the program they have also connected with another Entrepreneurs' Programme client who is now providing HR support and development.

Forecast looks bright

Forecast Global refined the service offering and added cloud engineering capability to create a comprehensive data solution offer. By getting their service and processes right, they have managed to grow through new opportunities and expand on their potential thanks to the program.

"Our involvement in the program has been instrumental in the development of the business to set us up for the future." - Greg Norman, founder.