



Capability Statement



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Company Overview

Since 2005, Stratus Consulting Group helps mid-sized Australian businesses streamline their operations by implementing powerful ERP solutions tailored to their unique needs. We specialise in consulting, solution design, and implementation across platforms like MYOB Acumatica, Epicor, Wiise, and HubSpot. With deep expertise in business systems and over 1,100 successful implementations, we deliver measurable outcomes across finance, supply chain, workforce, and ecommerce.



Mark Belkin
DIRECTOR OF GROWTH
STRATUS CONSULTING GROUP

"With over 20 years of experience, we've empowered 1,000+ Australian businesses, delivering efficient solutions and helping them achieve their goals, from medium-sized to established corporations"

Company Information

ABN:

85 633 685 908

Headcount:

60

Years operating:

20

Clients:

1100 mid-market businesses

Industry Focus

F&B, Construction, Manufacturing, Services, Distribution

Offices

VIC, NSW, WA, QLD

Mission

Our mission is to identify and deploy superior software solutions perfectly suited to our client's requirements and industry standards. With our expert consultancy, we ensure the delivery of premium quality services and ongoing support. We pride ourselves on providing innovative solutions, giving our clients a competitive edge and the confidence of having a professional, longstanding partner.

Our History

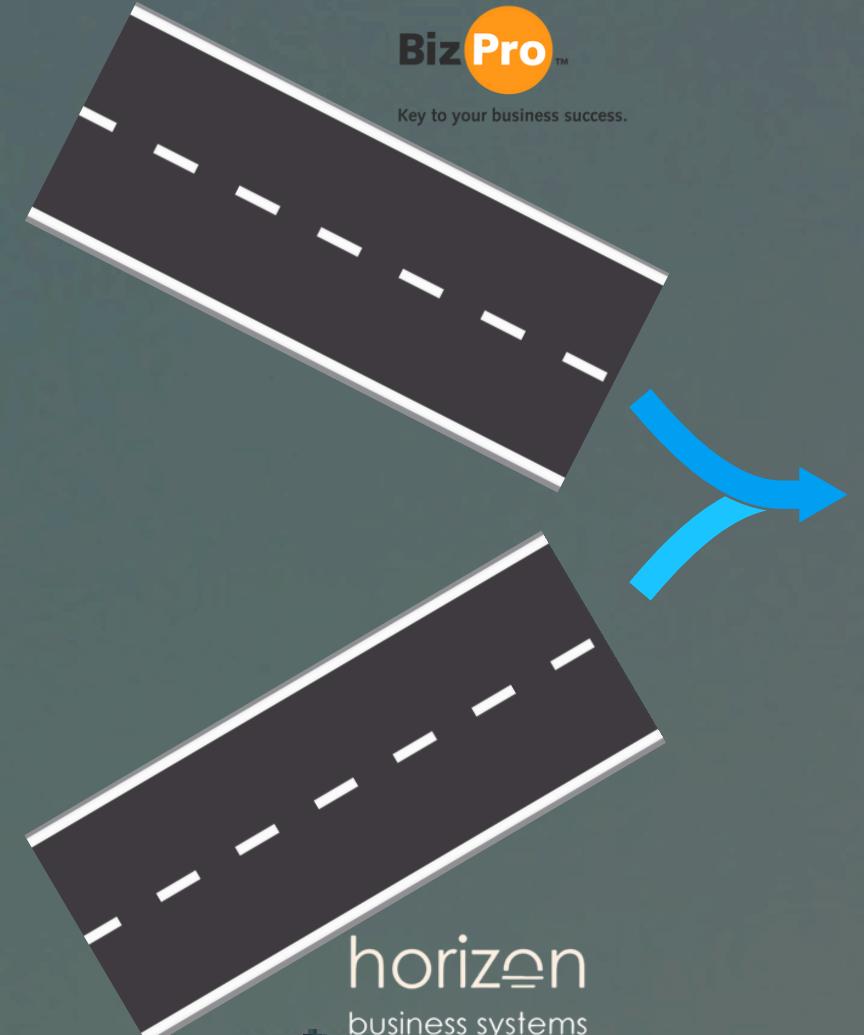
In 2005, Horizon Business Systems was established by Michael Pendred and Jonathan Goh in the ERP consulting market.

Simultaneously, in 2006 Mark Belkin and Dmitri Gasanov founded Bizpro Australia, specialising in point of sale system implementation.

Recognising the potential for greater market impact, Horizon Business Systems and Bizpro Australia combined their operations to form Stratus Consulting Group. This merger aimed to extend services across Australia, with new offices launched in NSW and QLD.

Since 2016, Stratus Consulting Group has expanded its services, implementing MYOB Acumatica in 350 businesses, MYOB Exo in 458, as well as Microsoft Business Central, Wiise, and Epicor. Our team has grown to 58 consultants, support staff, developers and business analysts.

BizPro
Key to your business success.



stratus
smart software solutions



Jonathan Goh

DIRECTOR OF CONSULTING
STRATUS CONSULTING GROUP

stratus
smart software solutions

"We have a robust approach to system implementation. To guide you through this we have a detailed project plan that clearly outlines tasks, milestones and responsibilities."

Proof Points

Go Lives/year

40

Average Go live timeline

4-6 Month

CSAT

6.1 / 7

Support Tickets

775 Opened / Mth
806 Closed / Mth

Client Retention % Training satisfaction score

102%

6.5/7

Values

Stratus Consulting Group values integrity and client satisfaction. We prioritise success through active collaboration and provide tailored solutions for over 1,000 businesses. Approachable and adaptable, we offer free demos and expert advice.

Executive Team



Mark Belkin

DIRECTOR OF GROWTH

With 25+ years in ERP/CRM across ANZ, At Stratus he picks the platforms we back, sets go-to-market, and joins discovery to map real workflows. Focus on distribution, food & beverage, and civil construction. Known for plain-English advice and a whiteboard-first style, he links ERP with HubSpot so sales, ops, and finance share one view and act faster.



Michael Pendred

MANAGING DIRECTOR

ERP and accounting systems veteran with 30+ years. Started with accounting packages, now leads Stratus from selection to go-live across MYOB Acumatica, Wiise, Epicor, and MYOB Exo. Works with wholesale, services, and light manufacturing. Focus: finance clarity, clean data, faster month-end, systems people use.



Jonathan Goh

DIRECTOR OF CONSULTING

Leads multi-state consulting teams and the PMO. Sets delivery standards, plans resourcing, and keeps projects on time and in scope. Deep across MYOB Acumatica, Wiise, Epicor, and MYOB Exo. Focus: clear governance, clean handovers, and outcomes clients can measure.



Dmitri Gasanov

DIRECTOR OF HR AND SUPPORT SERVICES

Builds and leads our diverse team. Sets high hiring standards, structured onboarding, and ongoing training across all states. Oversees the support desk, SLAs, and escalation so customers get fast, accurate help. Focus: low turnover, clear career paths, and reliable, measurable service.

Services

Contact us today to discuss your requirements and learn more about how Stratus can help you achieve and grow.

ERP Consulting & Implementation

Business Process Design & Integration

Custom Software Development

Staff training

System Optimisation & Customisation

System Lifecycle Maintenance

Change Management



Michael Pendred
MANAGING DIRECTOR
STRATUS CONSULTING GROUP

"If no existing solution can refine your business processes, we'll create one. Our team, from consultants to expert developers, specialises in developing custom solutions tailored to your needs."

Products

ERP

myob
Acumatica

EPICOR

wiise



Microsoft Dynamics 365
Business Central

Marketing and CRM

HubSpot



Dmitri Gasanov

DIRECTOR OF SYSTEMS
STRATUS CONSULTING GROUP

"Our team takes pride, ownership and a professional approach in all of our interactions to provide an exceptional client experience every single time"

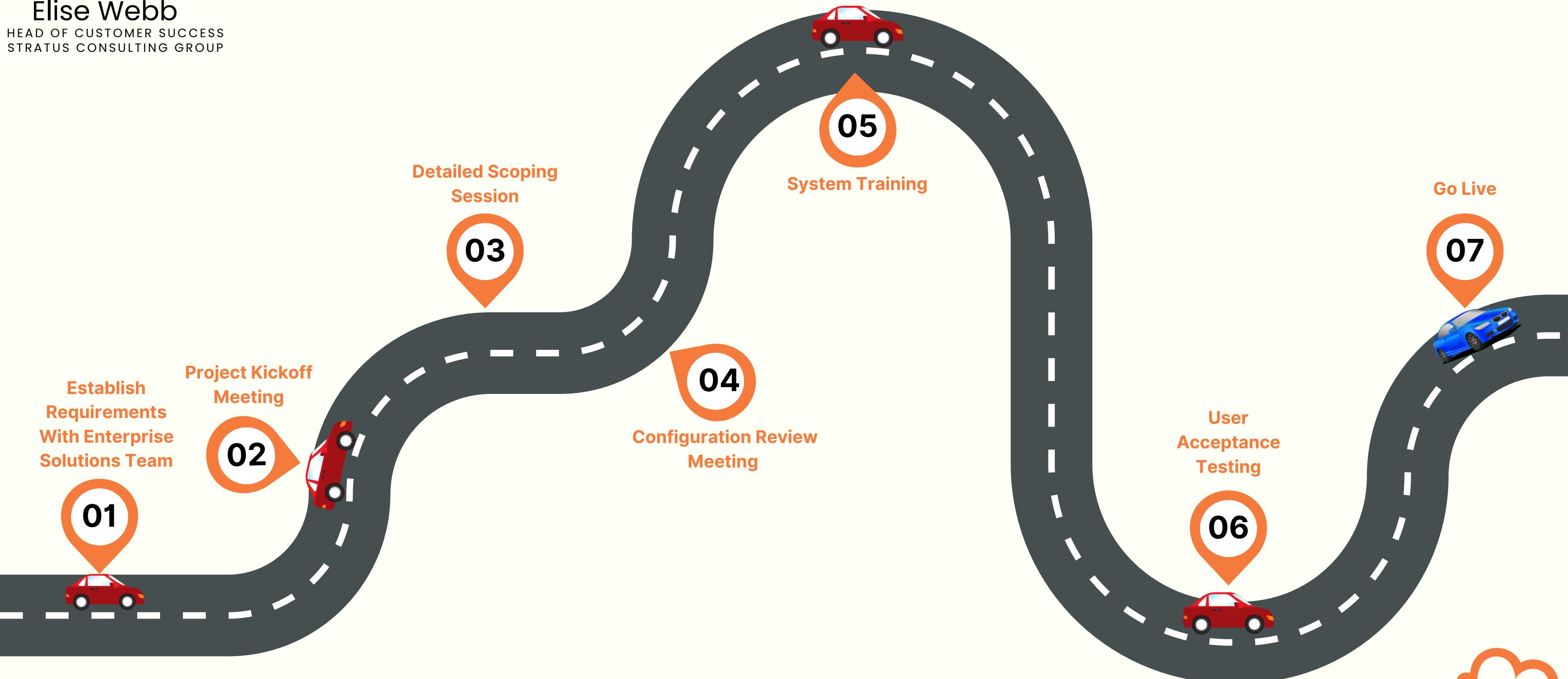


"Our methodology guides our customers through deployment and continuous post-launch support to drive product adoption and customer satisfaction."

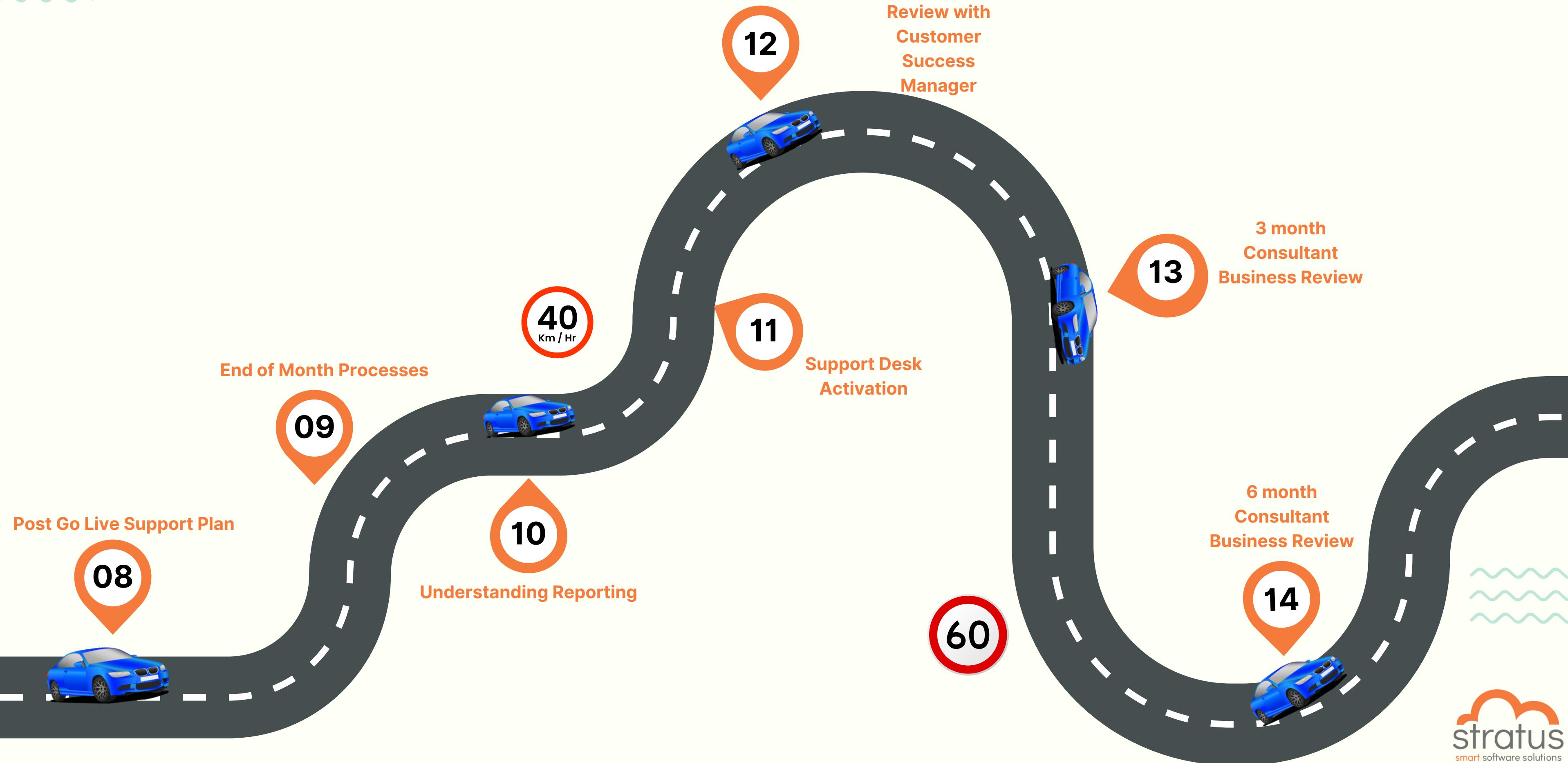
Elise Webb

HEAD OF CUSTOMER SUCCESS
STRATUS CONSULTING GROUP

Customer Journey



Customer Journey



Change Management Approach

At Stratus, we've redefined the customer journey, from initial implementation to long-term account management, based on one core realisation: effective project management alone doesn't guarantee success; influence does.

Business leaders and people managers hold the most power in shaping behaviour change, yet many lack the tools or knowledge to guide their teams through periods of transformation.

Organisational success hinges on the behaviour of individuals, making it essential for employees to embrace and adapt to change.

That's where change management comes in. Our approach is designed to guide people through the change process, ensuring they are not just compliant, but engaged and proactive in driving towards your organisational goals..

Effective change management will help

Avoid detractors by cultivating buy-in and ownership.

Avoid Staff Turnover

Avoid productivity attrition.

Avoid unrealised organisational gains.



Elise Webb

HEAD OF CUSTOMER SUCCESS
AND CHANGE PRACTITIONER

"I have extensive experience in leading people through change including software rollouts, organisational structure change, incentive and remuneration change and performance development processes. We believe that companies that invest in change management are more likely to achieve their strategic goals and maintain a competitive edge."

Tasty Fresh Foods Feeds Growth with MYOB Acumatica

Tasty Fresh Foods delivers over 35,000 freshly prepared meals and snacks to Australian workplaces every day. With a large team of drivers and more than 100 mobile vending vehicles on the road, the company's operations are both high-volume and logically complex. As the business scaled, their legacy systems struggled to keep up—particularly in areas like payroll, reporting, and workforce visibility.

Manual processes and disconnected systems created inefficiencies that were limiting the company's ability to grow confidently. Payroll processing was time-consuming, reporting lacked clarity, and the broader finance function was hindered by duplication of data and administrative bottlenecks. Tasty Fresh knew they needed a system that could scale with them—something powerful, cloud-based, and flexible enough to support both finance and operational teams.

That's when they partnered with Stratus Consulting Group to implement MYOB Acumatica. Stratus took the time to understand the intricacies of Tasty Fresh's mobile business model and delivered a tailored solution that brought payroll, finance, and operational workflows into one fully integrated platform. With MYOB Acumatica, Tasty Fresh gained real-time visibility across its delivery network, streamlined its payroll for a diverse and mobile workforce, and improved reporting accuracy across the board.

The impact was immediate. Tasty Fresh now has a system that scales with their growth, saves significant administrative time, and provides confidence in the numbers. With Stratus as their implementation partner, they've not only modernised their systems—they've positioned themselves for the next decade of expansion.



Food Manufacturing & Distribution



Delcon Civil Builds a Scalable Foundation with MYOB Acumatica



Delcon Civil is a family-owned construction company delivering large-scale civil infrastructure projects across Victoria. With a reputation for quality and innovation, Delcon has grown rapidly in recent years—expanding their workforce, project portfolio, and back-office requirements. But with growth came complexity, and their legacy finance system was no longer keeping up.

The company faced challenges managing multiple entities, manual processes, and siloed project data. Financial reporting across jobs and entities was slow and error-prone, and payroll for their growing field team added another layer of complexity. They needed a modern solution that could keep up with the pace of the business—one that could centralise operations, improve visibility, and reduce administrative overhead.

Delcon turned to Stratus Consulting Group to lead the implementation of MYOB Acumatica, selecting it for its flexibility, scalability, and strong capabilities in both financial management and project accounting. Stratus worked closely with Delcon to design a system that matched the way they work—bringing together finance, payroll, and project data into one connected platform. With support for multi-entity accounting, role-based dashboards, and integrated reporting, Delcon was finally able to eliminate duplication, streamline workflows, and gain better control over cash flow and job costing.

Today, Delcon Civil operates with greater efficiency, better reporting, and full visibility into project performance. Their team can make faster decisions with confidence, knowing the data is accurate and up to date. With MYOB Acumatica in place and Stratus as their long-term partner, Delcon has laid the digital foundations for continued growth.



Uniting AgeWell Gains Visibility and Control with MYOB Acumatica

Uniting AgeWell is one of Australia's largest not-for-profit providers of aged care services, supporting over 9,000 in-home and community care clients and operating across 60 sites in Victoria and Tasmania. As the aged care sector faced unprecedented growth—driven by demographic change, government policy, and the impact of COVID-19—Uniting AgeWell needed to adapt quickly. However, their legacy procurement and contracts systems were no longer fit for purpose.

The organisation had been relying on a fragmented, temporary platform for managing purchase orders, supplier data, and compliance documentation. This lack of visibility made it difficult to track supplier contracts, approvals, and spending—creating risk and inefficiencies across the business. With thousands of transactions and a growing number of in-field and remote staff, the need for a secure, scalable, and centralised system became clear.

After evaluating several options, Uniting AgeWell partnered with Stratus Group to implement MYOB Acumatica. The system met all key business criteria: cloud-based accessibility, flexibility to support custom workflows, and strong internal control features. Stratus configured the platform to unify purchase order processing, automate approval hierarchies, and enforce compliance rules around supplier onboarding and renewals.

The impact was immediate. The finance and procurement teams gained visibility over supplier performance, while operations staff could access approved supplier lists across all sites. Automated alerts now flag upcoming compliance expiries, and supplier suspensions are triggered if documentation lapses—giving senior management confidence in governance and risk management.

With improved internal controls and smarter procurement processes, Uniting AgeWell can now focus on negotiating better supplier contracts, ensuring timely payments, and continuing to provide high-quality care. MYOB Acumatica has given them a reliable digital foundation that will scale with the organisation as it continues to grow and adapt.



Certifications & Awards

myob
Enterprise Partner Awards 2024

**Construction
Partner of the Year**

wiise

2024

Growth
partner of the year



wiise

2025

Customer Success
Partner of the Year



myob
Enterprise Partner Awards 2024

**Australian
Partner of the Year**

myob

**Winner
Advanced Community
Award 2023**
Enterprise Partner Awards

myob

**Winner
Salesperson of
the Year 2023**
Enterprise Partner Awards

myob

**Winner Business
Excellence in
Marketing 2012**
Enterprise Partner Awards

"Stratus is one of the most awarded ERP consulting firms in Australia. Our team brings unmatched depth and breadth of expertise in business systems, helping clients streamline operations and scale with confidence."

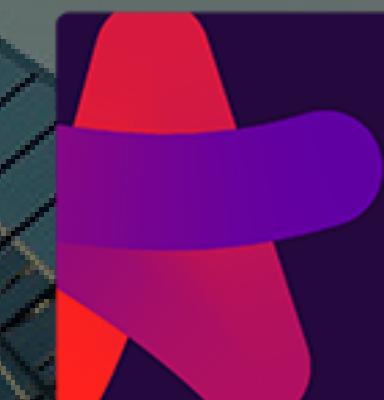


Stephen Archer

HEAD OF SOLUTIONS SALES
STRATUS CONSULTING GROUP

myob

**Excellence
in New Advanced Sales**
2021 ANZ



EPICOR
Authorized Partner

myob
Acumatica

**Diamond
Partner**

wiise

Elite Partner



HubSpot
SOLUTIONS PARTNER PROGRAM