



ExIQ

Navigator Growth Advisory

Experience, not overhead.

**One retainer. A team of senior
advisors in your corner.**

Limited position available

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“Without strategic consultation and wise advice, plans are easily derailed, but with experienced advisers they are established and succeed.”

A new concept for SME

“More Sales, Less Cost, More Profit”

PROGRAM OVERVIEW

Navigator Growth Advisory is a retainer-based advisory service that gives you ongoing access to a team of senior advisors. Each member of the team has more than 30 years' experience in business, technology and growth. Rather than hiring a full-time executive or engaging a large consulting firm, you gain a trusted external advisory bench you can speak with every month. Between sessions you also get phone and email support, so you can make better decisions, improve processes and refine your marketing and growth strategy whenever questions arise.

WHAT MAKES NAVIGATOR DIFFERENT

With Navigator you're not getting a junior consultant. You gain four seasoned advisors – Michael LeVene, Jason Elliott, James Fantasia and Jonathan Whalley – each with decades of expertise in technology delivery, systems architecture, strategy, growth and governance. Together they bring a rare concentration of practical wisdom to your business, with additional specialist advisors available when needed.

Navigator is about deeper thinking, better options on the table and more confidence in your decisions. You'll have a lead advisor who knows your business and meets with you regularly. Behind the scenes, the team collaborates to stress-test ideas and bring different perspectives to your challenges, and more than one advisor can join the conversation at higher tiers when it's valuable.



Results Focused

“Over 100% growth possible”

WHY YOU WANT IT

Global benchmarks show that when businesses bring in a seasoned team of external advisors and execute on technology and AI initiatives, they consistently see double-digit performance improvements:

- Faster growth – Companies working with an external advisory team achieve on average **24 % higher annual sales** and up to 66.8 % sales growth over three years after putting structured advice in place.
- Higher productivity & lower costs – Productivity lifts by around 5.9 % over three years compared with 3.2 % for businesses without external advice. When AI and automation are implemented well, operational costs in targeted areas typically fall by 20–30 % and **efficiency gains of 40 %** or more are common.
- Faster, better decisions – Organisations using AI for analytics report a **25 % reduction in the time** required to generate insights, while AI-enabled teams resolve customer issues 40–45 % faster, enabling leadership to move from data to decision much more quickly.
- Stronger governance & confidence – In one large study, 86 % of business owners working with an external advisory group said it had a “big impact” on their company, particularly in improving strategic choices and giving them the confidence to pursue growth projects.

Navigator plugs this level of expertise into your business via a simple monthly retainer – giving you a senior advisory team without adding directors to your board. You’re selling team and experience, not cheap hours.



The Program

“Don’t spend more. Spend better”

NAVIGATOR | PULSE

“A monthly check-in with a senior advisor – backed by a team.”

Who it’s for: Owners and leaders who want a trusted sounding board for key decisions without a big time or budget commitment.

Kickoff (Month 1):

- 2-hour Navigator Strategy Intensive
- Clarify goals and priorities
- High-level review of technology, processes and marketing/growth
- Identify the top two to three focus areas for the next quarter

Ongoing (from Month 2):

- 1-hour face-to-face or virtual advisory session each month
- Phone and email support for quick questions and sense-checks
- Your lead advisor can consult the wider advisory team behind the scenes and bring back distilled recommendations

How to describe it: *“Pulse keeps a steady advisory heartbeat in your business – a monthly conversation with a very experienced advisor, plus access to our team when you need a second opinion.”*



“More time, more depth, more momentum.”

NAVIGATOR | ENGINE

Who it's for: Growing businesses with more moving parts who want regular, deeper advisory support across technology, process and strategy.

Kickoff (Month 1):

- 3-hour Navigator Strategy Intensive
- Deeper dive into current systems and workflows
- Map key bottlenecks and opportunities
- Shape a practical priority plan for the next three to six months
- Option to involve more than one advisor if helpful (e.g. technology + commercial perspectives)

Ongoing (from Month 2):

- 1½ hours of advisory time per month (either one deeper session or split into shorter sessions)
- Phone and email support
- Behind-the-scenes input from the wider advisory team as appropriate (e.g. specific questions about platforms, structure, offers or partnerships)

How to describe it: *“Engine gives you a little more time in the calendar and a little more depth in the discussion, so we can build momentum on your priorities month after month.”*



“Priority access to a senior advisory bench.”

NAVIGATOR | LIFT

Who it's for: More established businesses and leadership teams who want higher access, deeper conversations and multi-advisor input on their most important decisions.

Kickoff (Month 1):

- 4-hour Navigator Strategy Intensive
- Can be run as a single longer session or split into two shorter sessions
- Ideal for involving multiple stakeholders or advisors
- Deep review of your technology, processes and growth plans
- Create a clear set of priorities, risks and decisions for the coming year

Ongoing (from Month 2):

- 2-hours of advisory time per month (flexible format: one extended session or several shorter touchpoints)
- Phone and email support with priority response
- Ability to bring multiple advisors into key sessions (e.g. strategy days, board or leadership meetings) within those hours

How to describe it: *“Lift gives you priority access to a small, senior advisory panel – effectively a fractional strategy and transformation brain trust you can lean on each month.”*



Meet Your Advisory Team



MICHAEL LEVENE - CEO

CEO of ExIQ with 30+ years delivering complex technology projects and automation for billion-dollar enterprises. He specialises in identifying business process, project scoping, systems integration and program management, combining technical depth with commercial and stakeholder skills. Michael founded the Australian Artificial Intelligence Industry Group (AAIIG) to help expand the AI industry in Australia. At ExIQ, he helps clients modernise systems, de-risk delivery and achieve measurable outcomes.



JAMES FANTASIA - BUSINESS DIRECTOR

Dip T, MBA, brings 36+ years of executive leadership in elite sport and business to ExIQ. Former CEO of the Norwood Football Club, he has held senior roles in the AFL and SANFL, leading high-performance teams, driving strategic growth and delivering multi-million-dollar redevelopments. Known for collaborative leadership and strong networks across government, corporate and community sectors, he now helps organisations harness AI, automation and advanced analytics. With ExIQ, James guides clients through rapid change, improves efficiency and positions them for sustainable success.



JASON ELLIOTT - TECHNICAL SOLUTIONS ARCHITECT

A senior engineer with 30+ years across commercial, government and freelance software. He has led full-lifecycle delivery in C++, C#, Java, JavaScript and Python across remote monitoring, cloud infrastructure, embedded systems and large-scale integrations. He mentors teams, resolves complex issues and designs resilient architectures. Jason now applies AI, analytics and automation to build smarter workflows, lift efficiency and unlock value. Analytical and practical, he bridges established engineering disciplines with AI-driven innovation.



JONATHAN WHALLEY - NON-EXECUTIVE DIRECTOR EXIQ

A successful entrepreneur, project manager and engineer. He has two engineering degrees (BSC Hons, and MSc) and an MBA. Prior to his Australian start-up career Jonathan was a signal processing research engineer at a leading UK research centre and held technical leadership roles on the development of ground segment components of the European Space Agency's first remote sensing satellite (ERS-1). Jonathan has worked as an entrepreneur and engineer in Australia for almost 30 years. He founded DSpace Pty Ltd in 1995 where he led the growth of the Company through organic expansion and completed a multi-million-dollar venture capital funding round before being sold to a NASDAQ listed company in 2007.



Support Packages

Most Popular



Pulse

\$995_{pm}

"A monthly check-in with a senior advisor – backed by a team."

2-hour initial Strategy Intensive

1-hour monthly advisory meeting

Owners and Leaders needing a sounding board

Unlimited Phone & Email Support*

2 months comittment



Engine

\$1495_{pm}

"More time, more depth, more momentum."

3-hour initial Strategy Intensive

1.5-hour monthly advisory meeting

Growing Business

Unlimited Phone & Email Support*

3 months comittment



Lift

\$1995_{pm}

"Priority access to a senior advisory bench."

4-hour initial Strategy Intensive

2-hour monthly advisory meeting

Established Business

Unlimited Phone & Email Support*

4 months comittment

*subject to acceptable use



NEXT STEPS

Not sure which Navigator tier is right for you? Let's start with a complimentary 1-hour consultation to talk through your business, your goals and your current challenges. We'll then recommend the level of support that best fits your stage, budget and priorities.

Because Navigator involves close, ongoing advisory from a senior team, we only have limited client places available at any one time. This conversation is also where we both determine whether your business qualifies for Navigator support.

Reassurance: No pressure and no hard sell – just a straightforward conversation to see whether your business qualifies for Navigator support and whether we're the right advisory partner for you.

Michael LeVene - 0423 540 702 - ml@exiq.com.au

James Fantasia - 0418 831 591 - james@exiq.com.au





OUR MISSION

To empower businesses with customised, mission-critical AI automation and voice assistant solutions that streamline operations, enhance customer engagement, and drive sustainable growth. By leveraging our deep consulting expertise and innovative technology, we deliver tailored strategies that transform challenges into competitive advantages.

OUR VISION

Our vision is to revolutionise business by leveraging business best practice combined with intelligent, AI-powered automation.

Executing I(Q)ntelligent Solutions





ExIQ

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