



# BUSINESS INTELLIGENCE

Useful



Improve



## Mannerim Partners

### Helping grow your business

Mannerim Partners is a consulting firm created in 2015 to help business and project owners improve what they do and how they do it, from initial plans to financing, to management planning and operations.

We will help you find business partners and systems to grow rapidly forming a combined team and focussing on shared goals.

We can assist business owners apply best practice management so they can fulfill their objectives. Management reviews, asset and project reviews, strategic plans, business plans and acquisition transaction management -partnering with you for your business transformation.

### Key capabilities

- Project management
- Business transition and integration
- Business system implementation
- Business strategy planning
- Business plan development and implementation
- Contract design and negotiation
- Logistics process design and review
- Feasibility study leadership
- Whole of business review and improvement planning

Contact Mannerim Partners today.



+61 419 922 478



enquiries@mannerim.com.au

### Our philosophy

We do good work, we do it quickly and at a lower cost than the major consulting houses. We focus on what you want and what you need to succeed. Our results speak for themselves. In our seven years of operation we have delivered quality results for all our clients.

### Maximise your investment

The team at Mannerim Partners is here to help you develop your business or project or invest in the project of your choice. We know you are looking to get the most out of your investment and you will benefit from our capable and informed advice, project analysis and relationship building across your industry. We can help you to get your business up and running and devise strategies to maintain profitability for the long term. We are known for successful implementation of two major ERP. We will save you money and in recent projects our clients have saved in excess of \$1 million when compared to using a major firm. We have also enabled faster access to revenues and created millions in new cashflow (\$100 million in additional revenue for one client, and \$10 million for another).

### Neil Grimes - Managing Director, CPA, MBA

Neil Grimes is an experienced Director, former Executive GM, commercial, business development manager and project manager across a number of industries. Neil has a wealth of experience in business management, project development and international project management in Australia and South East Asia. Neil is dedicated to maximising value, making your business better.



neil.grimes@mannerim.com.au



+61 419 922 478

THINK. PLAN. ACHIEVE



### Paul Middleton - Principal Consultant

Experienced head of function, expert in business development, business systems implementation, strategy and performance management and Supply Chain across multiple business sectors. Paul has significant experience in developing and managing large teams and development of an organisational strategy and engagement of external parties. His expertise includes organisation design, strategic engagement and senior leadership, commercial and supply chain strategy, contract negotiation, warehouse and 3PL management, performance management, business strategy, process improvement and integration. Paul has a successful track record in enhancing culture and engagement, organisation values, planning and projects, supply chain management and commercial decision making. Paul focuses on business systems and operational efficiency through stakeholder engagement, with a successful track record across industry sectors from corporate and retail, medical, industrial, mining and military sectors.



paul.middleton@mannerim.com.au



+61 419 894 828



## Mannerim Leads Global Drilling & Exploration

Mannerim was engaged to conduct a detailed business review for the privately owned Global Drilling & Exploration Group which at the time was headquartered in Singapore. With its major business located in Indonesia, Mannerim was called on to review the operations of the business, its strategy, organisation and management processes.

After a one-month review period including visits to Singapore and Indonesia, and delivery of a comprehensive report and recommendations, GDE invited Mannerim's Principal, Neil Grimes, to become its Interim CEO while an executive search was conducted.

During the time as Interim CEO, new business processes, reporting and management systems were implemented. Following the appointment of the new CEO, the business decided to implement the Acumatica ERP business system and Mannerim lead the implementation project including Indonesia, Philippines, Zambia, Australia and Singapore branches of GDE. This was the first time that the whole of GDE was on the same system with consistent methods, formats and information provided across the board. A real win for GDE.



## Celsius Resources Limited

In early 2025, our Principal, Neil Grimes, was invited to become a Non-Executive Director of Celsius Resources Limited. After three months, Neil was appointed Executive Director of the company. During his time as Executive Director, the company implemented new monthly reporting arrangements, finalised the funding for Definitive Feasibility Studies, concluded these studies, initiated the project financing project with Grant Samuel Advisors of Melbourne and engaged Baker & McKenzie lawyers to assist with financing of the MCB Copper-Gold project in the Philippines.

Re-engaging with shareholders was a high priority which included a visit and meeting in London resulting in a small capital raise, regular social media posts and a successful A\$9.3 million capital raise setting the company up for a successful financing period. Divestment of non-core assets was also advanced with termination of Australian exploration leases and advancing sale of the Opuwo Copper-Cobalt project in Namibia. Neil resigned after a new Managing Director was chosen and appointed in April 2026.



## Mannerim delivers for 29Metals

29

Metals

Early in 2021, Mannerim Partners was engaged by EMR Capital to assist with the formation of 29Metals. A new company to be listed on the ASX which would hold the EMR Capital Copper assets of Capricorn Copper in Queensland, Golden Grove in Western Australia and Red Hill mines in Chile. Mannerim was engaged to lead the business transition from a centrally managed asset group of EMR Capital to the new company. In parallel with the company formation and ASX listing process, Mannerim worked to deliver the new business system for the 29Metals group (Pronto Xi), including a new standard group chart of accounts and a design for a group wide reporting and analytics framework and system.

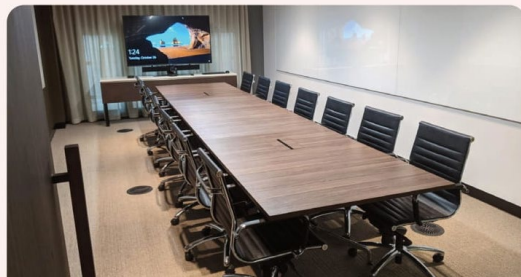
Mannerim also worked on site branding including signage and uniforms, with designs by Designate and implementation using a mix of providers across Australia assisted by the very good people at the 29Metals operations.

In addition, a comprehensive corporate policy review was completed include recommendations for new policy documents to apply across the company. We also worked with our long-time ICT partner Frontline Technologies to deliver quick, high-quality and affordable new IT services in Melbourne and Golden Grove, and upgraded ICT services at Capricorn Copper through Computer One of Brisbane.

[29metals.com](http://29metals.com) 

With 29Metals listed in July 2021, in the middle of the great Melbourne COVID-19 lockdown, 29Metals also commissioned Mannerim Partners to manage the development and fit out of the new corporate office in Melbourne. Over 12 weeks from August to October, Mannerim Partners worked with Topic Interiors to deliver a new corporate office designed to fit a modern, forward looking and lean corporate headquarters for the group. The result was very high class, affordable and delivered on time.

When you need to manage a complex transition for your newly acquired assets, talk to us and get to know our capability.



## Success is just a phone call away

Since the beginning, we have covered a wide range of projects and delivered them successfully for our clients. Here is a few for you to review;


### Mannerim deploys Pulse Mining Systems



Starting in October 2021, Mannerim Partners took on the assignment for Pulse Mining Systems to deploy their Pulse ERP and Pulse Analytics for a privately owned mining company headquartered in Dubai. This company had embarked on a search for an affordable and flexible ERP solution for its growing business, to deliver better, faster and more accurate business information replacing its suite of Excel spreadsheet-based production recording and financial systems. They found Pulse to deliver their future business system at low cost and Pulse engaged Mannerim Partners to lead the deployment. The pilot site chosen was a Chrome concentrate operation in South Africa. Working mostly by remote contact through daily meetings, email and video calls, the client, Pulse and Mannerim delivered a complete and operational ERP system (including production recording system, maintenance management and financials) with accompanying Pulse Analytics in 16 weeks. This included deploying wherever possible best-practice business procedures, and loading 7 months of detailed transaction history for the entire pilot company operations since commencement in May 2021.

The project continues to deliver system enhancements, and there is potential to have the Pulse ERP in use across the whole corporation in all its companies and operations throughout the middle-east. The flexibility and determination of the whole team has seen our client receive a fully functioning, multi-currency, multi-national business system within 4 months and at a very affordable price.

When you need a new business system, tailored for your business, up and running at an affordable price and in quick time, Mannerim Partners is who you need to call.

 [pulseerp.com.au](http://pulseerp.com.au)



[Solutions](#) [Our Products](#) [Services](#)

# Ready today, for tomorrow.

Make jobs easier with an agile, all-in-one business management software.

[Book a demo](#) >

[Our Solution](#)

## Mannerim leads and succeeds for Ravenswood Gold



In January 2020, EMR Capital of Melbourne, Australia and Golden Energy and Resources (GEAR) of Singapore joined forces to acquire the Ravenswood Gold mine from Resolute Mining Limited. Ravenswood Gold mine is a long-established operation at Ravenswood, South-West of Townsville in North Queensland, Australia.

Mannerim Partners was engaged to provide project management services for the Business Transition and Integration (BTI) of Ravenswood Gold mine into the EMR and GEAR portfolio. Mannerim provided the Project Director for Business Transition and Integration, Neil Grimes, and the ERP Systems Project Leader, Paul Middleton.

During the six months from January to June 2020, Mannerim lead the project, assembled the project team, arranged the new name of the acquiring company (Ravenswood Gold Pty Ltd), developed the branding, managed the process of assignment or novation of major and procurement contracts, coordinated all communications and legal processes, coordinated the hiring of a new head office and senior management team, implemented a new ICT network and equipment along with new business systems – the ERP core being provided by Scope Systems and Pronto.

This was a rapid acquisition. The transition to ownership commenced with signing of the sale agreements in January, and was completed on 31st March, in just 10 weeks. This included deployment of the "Rapid" core of the ERP (procurement, inventory, accounts payable and general ledger). Mannerim saved Ravenswood Gold over \$200,000 in project management costs and allowed access to revenue, two months earlier than expected.

Following transaction completion on 31st March, the remainder of the Pronto ERP was deployed along with Action HRM, Definitiv Payroll and safety system (MYOSH), with a new CDMS, intranet and company website.

Since the transition to ownership, Ravenswood Gold has switched its focus from transition to growth and development of its new mining and processing expansion plan. This was facilitated by a very quick, smooth and successful business transition and integration process – a Mannerim Partners specialty.

[ravenswoodgold.com](http://ravenswoodgold.com) 

## Other clients include:



## Mannerim delivers for Terramin and the Bird-in-Hand Gold Project



Mannerim Partners worked with Terramin Australia Limited and their engineering partners GO Mining and GPA Engineers, to complete the pre-feasibility study for the Bird-in-Hand Gold Project near Adelaide in South Australia. Terramin announced the project results in June 2020 after around 9 months of intense project study. Mannerim Partners was appointed as the Study Manager in July 2019. Mannerim Partners directed the feasibility study to the high standard expected by the Terramin CEO and Board of Directors.

The Study confirmed Terramin's approach to delivering a low footprint project in conformity with local land uses. The project will deliver substantial jobs and economic growth in the Adelaide Hills and more broadly in South Australia.

Financial analysis of the project based on US\$1,500/oz gold and US\$14/oz silver and an AUD:USD exchange rate of 0.65, indicated the base case project generates a strong financial return, with a post-tax nominal NPV (8%) of A\$141m and IRR 80.5%.

The project could generate 300 jobs, 140 in direct employment and at least \$221m in Gross State Product. Improved Gold and Silver prices continue to enhance the project value..

 [terramin.com.au](http://terramin.com.au)



## Mannerim leads and succeeds for Kestrel Coal Resources



In 2018, EMR Capital of Melbourne, Australia and PT Adaro Energy of Jakarta, Indonesia joined forces to acquire the Kestrel Coal Mine from Rio Tinto. Kestrel is a world class underground metallurgical coal mine near Emerald in central Queensland, Australia. Metallurgical coal is an essential element in the making of steel for the world's growth. Rio Tinto's strategy was to exit the coal business, energy and metallurgical coals, and the sale of Kestrel to EMR and Adaro was the culmination of that strategy.

Mannerim Partners was engaged to provide project management services for the transition and business integration of Kestrel Coal Mine into the EMR and Adaro portfolio. Mannerim provided the Project Director for Business Transition and Integration, Neil Grimes, the Procurement and Supply Chain Leader, Paul Middleton, and the Business Planning Manager, Steven Doolan.

During the six months from March to September 2018, Mannerim lead the project, built the project team, arranged the new name of the acquiring company (Kestrel Coal Resources), developed the branding, managed the process of assignment of all major and procurement contracts, coordinated all communications and legal processes, hired a new head office and senior management team, implemented a new IT network and a new ERP for the business – provided by Pulse Mining systems and Pulse Analytics.

The whole transition to ownership, from the date of signing the sale agreements, was completed in 4 months and 4 days including the deployment of the ERP. It was also one of the largest Private Equity acquisitions in Coal in Australian history. This was achieved with a unique group of people hired from our personal networks, and singularly focussed on delivery in record time. Since the transition to ownership, Kestrel Coal Resources, the acquiring company, has implemented Pulse Analytics including its coal mining "longwall" and machine analytics. Pulse Analytics also enables smart graphical analysis of all the Pulse ERP modules, including Finance, Maintenance, AP, Sales, Procurement and Supply. Mannerim saved Kestrel Coal over \$250,000 in project management fees and allowed access to revenue two months earlier than scheduled. A real business advantage.

 [miningsystems.com.au](http://miningsystems.com.au)  
[kestrelcoal.com](http://kestrelcoal.com)



## Mannerim delivers business improvements for Mincore



Mannerim Partners developed the RAID process for management and business reviews. Mincore is a specialist engineering group in Melbourne with its key focus on cost effective, on-time, on-budget delivery of a range of high-quality engineering services.

The RAID process delivered a range of recommendations for the owners and managers of Mincore that have added significant value to the way Mincore operates for its clients.

Every business needs informed and insightful help from time to time. We know you've tried others but you haven't tried Mannerim Partners.

The method is simple and effective - CORAIDIT! At its core is the RAID process, with some things to be done before and after the RAID;

**C – Converse:** meet you and your people, understand you and your business and what you are looking for

**O – Observe:** visit you, your business and your project, learn about what you do and how you do it and look for opportunities to do better

**R – Review:** using the conversations and observations, report back to you, along with documents from your business, like management reports, budgets and plans, we seek to understand where you can go and how you can get there

**A – Assess:** understand your current business environment, regulation, competition, risks and opportunities that will lead to definition of the opportunity

**I – Identify:** identify and articulate the opportunity and how it can be delivered

**D – Design:** design the plan to deliver on the opportunity for your business, including outline plans with estimated costs and benefits

**I – Implement:** following your decision to implement the program, develop and implement a detailed program to bring the opportunity into your business

**T – Test and adjust:** following implementation and after an agreed period of time, conduct a review to assess the delivery process and the quantum of benefit achieved. This is the chance to adjust processes, deal with any concerns and improve even more

This process helps companies define and deliver on what they need to move on to the next level. It has been used in health care, aged care, aviation, agri-business and mining. It can work for you too.

[mincore.com.au](http://mincore.com.au) 