



*Your Trusted Partner*

*Winners! 2025 NT Local Business Awards (Outstanding Consultants)*

*Excellence in People, Technology, and Strategy*

# Business Capability Statement

Moraitis Consulting Pty Ltd  
[Trading as Moraitis Engineering AU]

[www.moraitisconsulting.com.au](http://www.moraitisconsulting.com.au)



# ABOUT US

*Winners! 2025 NT Local Business Awards "Outstanding Consultants"*

As a reputable ICT consulting, recruitment and labour-hire provider across the Northern Territory, Queensland and beyond, Moraitis Consulting (trading as Moraitis Engineering AU) stands as a trusted partner to Government and industry. We deliver strategic leadership and specialised talent that enable organisations to achieve their goals and drive sustainable success.

Our Mission:  
Delivering High Quality and Compliant Services

Since its inception in Darwin during 2012, Moraitis Consulting is proud to be known for its quality services and genuine care for our clients and people. We have been awarded several Federal and All of NT Government Panel Contracts for Supply of ICT Consulting, Labour Hire and Recruitment Services. Our business-focused services have empowered success across multiple Government agencies, service providers and our own people.

Our Vision:  
As community members we are strong advocates in delivering quality services to meet desired outcomes for business and community

Beyond recruitment and labour hire, Moraitis Consulting provides a comprehensive suite of ICT consulting services, including digital transformation, strategic advisory, AI Transformation, business analysis, project and change management, cyber security, ICT Policy and project administration. These capabilities enable us to deliver superior outcomes for our clients and our people.



**Experience**

20+ years' delivering ICT expertise across complex digital landscapes

**Excellence**

Partner of choice.  
Ensures high level of customer, partner, and staff satisfaction.

**Creativity**

Thinking outside the square, creative with ideas and solutions

**Team Orientated**

Team orientated - objective focused.

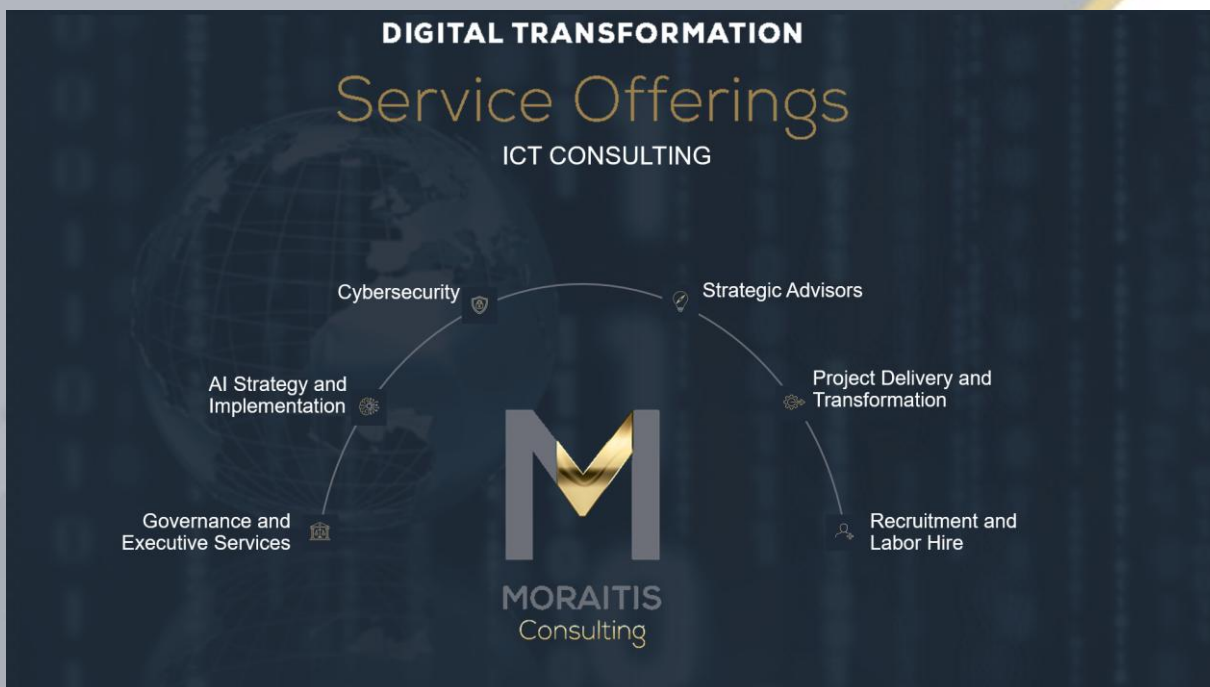
**Values**

Honesty – Integrity –  
Respect – Reliable!

**High Quality**

Strong advocate for very high-quality services and outcomes

# OUR SERVICES



With extensive experience across multiple sectors, we provide personalized professional services tailored to meet the needs of your business and people.

Our services include:

## 1. Recruitment & Labour Hire

End-to-end recruitment solutions, including permanent placements, contract staffing and labour-hire services across all levels, from junior roles to Director, Executive and Board positions.

## 2. ICT Consulting

We partner with organisations to drive business success through integrated ICT Consulting services spanning strategy, governance, transformation delivery and workforce capability. By aligning technology investments with business priorities, we enhance decision-making, improve efficiency and deliver measurable, enterprise-wide outcomes.

## 3. AI Strategy & Implementation

Our AI Strategy & Implementation service is designed to help businesses of all sizes cut through the complexity of AI adoption and translate it into measurable outcomes.

## 4. Cyber Security & Information Management

Comprehensive services to safeguard your digital data and assets plus ensure compliance with industry standards.

## 5. ICT Training and Mentoring

Digital proficiency training, bespoke programs, and mentoring to build staff capability and achieve business objectives.

# RECRUITMENT & LABOUR HIRE

With over 20 years of industry experience and more than a decade specialising in recruitment and labour-hire services, we ensure full compliance with employee legislative requirements while guiding and supporting staff throughout their career paths.

Our highly experienced recruitment consultants bring deep knowledge across a wide range of industry sectors. We have a proven track record in recruitment, successfully placing or on-hiring candidates across all levels, from Board Positions, Executives, and Senior Project or Business roles, through to junior level tech and admin roles. No matter the role, our emphasis is securing the right fit for your organisation.

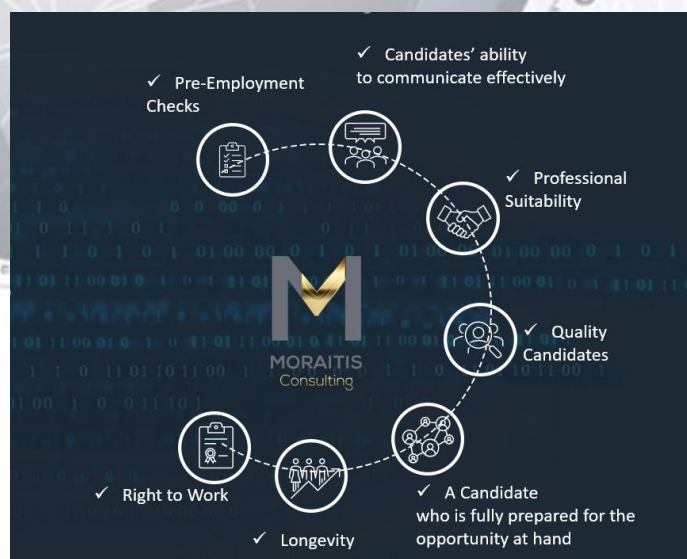
This expertise allows us to deliver recruitment and labour-hire solutions of the highest quality, tailored to your organisation's specific needs.

We take your business success personally. As strong advocates for quality, we are committed to helping you achieve your workforce goals and ensuring the successful delivery of your business objectives.

Our approach includes:

- **Comprehensive Recruitment Process:** We employ rigorous methods to source, screen, and select the most qualified candidates for each role.
- **Compliance and Quality Assurance:** We ensure full compliance with all legislative requirements and uphold the highest standards of service delivery.

**“Screened, verified, and ready to succeed.”**



# ICT CONSULTING

Moraitis Consulting delivers tailored ICT consulting services that align technology with business objectives to drive measurable outcomes. With over 20 years of experience across government and enterprise sectors, we provide strategic advisory, governance and end-to-end project delivery for complex ICT environments.

Our multidisciplinary team and extensive contractor network enable us to rapidly scale capability, optimise technology investments and support organisations through transformation—improving performance, efficiency and long-term business success.

Our ICT Consulting strengths include, but are not limited to:

Strategic Planning and Advisory	Governance and Executive Services
Program & Project Delivery	Business Improvement
Digital Transformation / AI Strategy	Business Analysis (Executive and Technical)
ICT Infrastructure & Networking	Solution Design and Architecture
Procurement (end to end)	Cyber Security and Information Management
Organisational Change Management	Testing and Quality Assurance
Data Analysis and Insights	Business Systems and Applications
Service Delivery / Transition Advisory	ICT Policy Development



# AI STRATEGY & IMPLEMENTATION

*"AI is the highest-returning outsourcing decision your business can make – cutting costs, eliminating bottlenecks and compounding growth around the clock."*

At the forefront of today's business landscape, artificial intelligence is no longer a future consideration, it is a present-day competitive advantage.

Our AI Strategy & Implementation service is designed to help businesses of all sizes cut through the complexity of AI adoption and translate it into measurable outcomes. We work alongside your leadership team to assess your current operations, identify high-impact opportunities and develop a tailored AI roadmap aligned with your business goals. From selecting the right tools and frameworks to managing change and upskilling your team, we guide you through every stage of implementation, ensuring AI is embedded into your processes in a way that is practical, scalable and sustainable.

The result is a smarter, more agile organisation equipped to operate with greater efficiency, make better decisions faster and unlock new avenues for growth.

Our AI skillset includes:

## **Strategic Leadership**

- Develop enterprise AI strategies, roadmaps and prioritised use cases aligned to business objectives.

## **Business Transformation**

- Redesign processes, lead change and embed AI tools to improve efficiency, productivity and growth.

## **AI Literacy & Frameworks**

- Apply recognised methodologies and support informed selection of AI tools, platforms and vendors.

## **Governance & Risk**

- Establish responsible AI governance, ethical policy settings, risk controls, compliance practices and assurance mechanisms covering privacy, security, bias, transparency and regulatory obligations.

## **People & Culture**

- Upskill teams, build internal capability and connect technical delivery with executive decision-making.

## **Data & Decision Making**

- Improve data readiness and translate AI insights into actionable business recommendations.

# CYBER SECURITY & INFORMATION MANAGEMENT

Managing and understanding information risks relating to cyber threat, security, privacy and other compliance obligations is becoming complex and a specialised field.

Our experienced team have been involved with the planning and implementation of large-scale Government cyber security programs and various security remediation audits and activities.

We work with industry leaders to advise on or implement best practice information management strategies and frameworks.

Our Cyber skills and experience include, but are not limited to:

- Governance & framework
- Cyber Security policies
- Direct and/or advisory on security risk assessments
- Direct and/or advisory on vulnerability penetration testing
- Direct and/or advisory on incident response and investigation
- Information / data management advisory
- Access to industry experts
- Cyber security product training

# ICT TRAINING & MENTORING

We specialize in training and mentoring, providing digital skills development, customised training programs, and one-on-one guidance to help your staff achieve business goals and strengthen organisational capability.

- Mentor Business leaders and Project Managers into confident, successful and innovative leaders.
- Deliver onsite and offsite training to enhance digital proficiency, close skill gaps, and increase staff productivity.

Our Training Services Suite includes but are not limited to:

Digital Literacy	ICT Governance and Framework
Microsoft Office Suite	ICT Project Management
ICT Business Systems	E-safety / Cyber Security
Software and Digital Collaboration	Basic Workspace Ergonomics

# ESTABLISHED PARTNERS

We are proud to be, or have been, trusted partners with the following government, corporate and not-for-profit organisations.



Northern Territory  
Government



Power and Water  
Corporation



Australian Government

Digital Transformation Agency



Northern Australia Infrastructure Facility

The Northern Australia  
Infrastructure Facility (NAIF)

BuyICT



Australian Government



Legal Aid NT

Legal Aid NT (LANT)



Territory Generation



Australian Computer  
Society (ACS)



ICT Industry Association



Australian Information  
Security Association



Recruitment & Consulting  
Services Association



CSG Services Pty Ltd



everyone's family

The Smith Family



NEC AUSTRALIA Pty Ltd



GTNT

• Trainee and Apprenticeship  
Partner



Employsure



Laboratory Corporation of  
America (LabCorp)



DIAMOND  
OFFSHORE

Diamond Offshore Drilling



Charles Darwin University

# COMMUNITY

Within our community, we are proud to have partnered with local organisations and not-for-profits, including the following:



Australia's Northern Territory

**Territory Proud**

- Silver Member



**Australian Institute of Project Management (AIPM) Proud**

- Member



**Charles Darwin University (CDU)**

- Sponsor IT Code Fair



**Recruitment and Consulting Services**

- Corporate Member



**Australian Computer Society (ACS)**

- Corporate Professional Partner



**NT Digital Excellence Awards**

- Sponsor IT Code Fair



**NTFL WPL Big River**

- Major Sponsor



**ICT Industry Association**

- Member



**Darwin Surf Life Saving**

- Sponsor



**Darwin Fringe Festival**

- Sponsor



**PAWS Darwin**

- Member



**Nightcliff Swimming Club**

- Nightcliff Invitational Gold Sponsor



**Coolum Primary State School**

- Event Sponsor



**Maroochy Beach Gymnastics**

- Sponsor



**Arnhem Crows Sporting Association Inc.**

- Sponsor

# MANAGEMENT TEAM

## **Alex Moraitis CPPD, MAIPM**

Founder • Director • Lead Consultant

Alex is the Founder and Director of Moraitis Consulting and an accomplished ICT strategic leader with extensive expertise in delivering multi-million-dollar ICT programs and overseeing complex enterprise operations.

With professional certifications in Program Management, Project Management, and IT Service Management, Alex brings more than 30 years of experience across diverse sectors, including government, oil and gas, health, education, utilities, pharmaceuticals, telecommunications, community services, and defence.

He has shaped Moraitis Consulting's respected consulting and recruitment model with a strong focus on supporting clients, empowering people and delivering professional, high quality and honest services.

## **Sophie Withnall**

Business Support Assistant

Sophie is our Business Support Assistant at Moraitis Consulting and is currently studying a Bachelor of Business at Charles Darwin University, majoring in Strategic Marketing and Communication and International Management and Logistics.

She brings a strong client-focused mindset, excellent interpersonal skills and well-developed organisational and research capabilities. Sophie supports business growth through market research, marketing coordination, and identifying new business opportunities, while working closely with clients, partners and internal teams.

She has a strong interest in developing marketing strategies aligned to business objectives and is committed to staying up to date with industry trends and emerging technologies. Sophie is motivated to continue developing her skills in a professional consulting environment and to contribute to sustainable growth and long-term partnerships.



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**Debbie Mapstone**

HR, Accounting and Payroll

Debbie has over a decade of experience delivering compliant HR, accounting and payroll services, with a strong track record across local government, federal sectors, and community organisations. Debbie consistently achieves outstanding results in both customer satisfaction and staff engagement



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0410 277 730

**Neni Yuslaini**

Recruitment Coordinator – Talent Acquisition

Neni is a Senior Technology Recruiter with over six years of experience supporting engineering, digital, and workforce hiring across consulting, enterprise, and project-based environments. She has worked with organizations across Australia and Southeast Asia, partnering closely with stakeholders to deliver permanent and contract hires in fast-paced, time-critical settings. With experience across agency, in-house, and embedded recruitment, Neni quickly understands hiring needs and delivers practical, high-quality recruitment outcomes.



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# MORAITIS CONSULTING PTY LTD

Clear, effective and compliant solutions that help your business reach its goals.

If your organization requires strategic advice, consulting services, specialized talent, or support in developing staff capability, we welcome the opportunity for a confidential discussion about your needs.

It would be our pleasure to assist with your future strategic plans and an honor to build a trusted partnership with your organization.


## Contact Us


MORAITIS CONSULTING Pty Ltd  
[Trading as MORAITIS ENGINEERING AU]

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