



BUSINESS CAPABILITY STATEMENT





## Panku Safety Solutions

Panku Safety Solutions Pty Ltd (meaning 'united, together' in Nyiyaparli) is a Melbourne based Indigenous owned and operated business. We believe unity and a willingness to work together for mutual benefit is fundamental to building a prosperous Indigenous and Australian economy. We service some of Australia's largest corporates, Tier 1 companies and Government Departments.

Our vision is to create a solutions focussed safety company providing high level industry expertise and product quality within the framework of our core values: Relationship, Integrity & Reciprocity. Panku differentiates itself from the transactional and sales driven approach to business by embracing a relational and solutions focussed approach that is informed by Indigenous ways of Being, Doing and Knowing.

Our ability to bring the highest level of industry and category expertise, combined with a versatile and solutions oriented approach, assists us in delivering value to our clients with the added benefit of increased social impact.

*"Panku is a specialist provider of tailored PPE and Safety Solutions drawing on 25 years of industry experience."*

Travis Ling | Business Development Manager





## Founders

### Jadah Pleiter | CEO

**Jadah Pleiter is from the Palyku people in North Western Australia and the Founder and CEO of First Aid company; Heart2Heart Training & Supplies and Panku Safety Solutions.**



Jadah is a skilled entrepreneur with a background in project management, strategic planning, research, marketing, mental health first aid training and pastoral care. Her experience working with Indigenous communities, local government as well as infrastructure projects has contributed to her breadth of understanding when it comes to managing multiple stakeholders, procurement, project management, risk management and OHS needs. Jadah champions a values driven approach informed by Christian values and Indigenous ways of being, doing and knowing.

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### Travis Ling | Business Development Manager

**With over twenty five years of Safety Industry experience, Travis has demonstrated expertise in the solutions based supply of PPE and associated services.**



Having worked with some of the Australia's largest companies in the Mining & Resource, Manufacturing, Infrastructure & Projects, Government, Defence, Airline and Rail Industries, he prides himself on delivering value into relationships with key strengths and focus set around rationalisation, consolidation, continuous improvement initiatives and other value added services. Travis has worked with some of the countries leading safety businesses, in National Specialist, BDM and Senior Leadership roles.

## Core Values

### Relationship

Relationship is at the heart of all that we do. We believe strong relationships built on understanding and mutual outcomes equates to good business. Through strong relationships innovative and creative solutions can be found and broader value can be identified and offered. Panku believes genuine equitable partnerships between Indigenous and Non-Indigenous people is based on mutual respect and authentic, honest, engagement.

### Integrity

Panku maintains a high level of moral, product and cultural integrity in everything we do, from genuine honest communication, to products that demonstrate and deliver, and responsive social investment. Panku is a genuine Aboriginal founded, owned and operated business. Founder Jadah Pleiter (nee:Milroy) comes from a distinguished Palyku family who hold Native Title over their traditional lands in the Pilbara. Jadah has lived and worked in Victoria on the lands of the Kulin Nations for the past 20 years.

### Reciprocity

Relational reciprocity is a core value underpinning Indigenous ways of knowing, being and doing and is fundamental to the way Panku does business. We seek supplier and client relationships that offer mutual outcomes and broader value than a transactional approach would allow. We strive to uphold the 'best interest' of those we seek to partner with.



## Service and Supply Expertise

At Panku we differentiate ourselves from other generic suppliers by way of committing to and delivering specialised and tailored outcomes relating to product and service.

Some of our points of difference include:

- Extensive industry experience and technical expertise
- Reputable brand partners = Product integrity and value
- Versatile product development and OEM capability
- Commitment to support of local manufacturing
- Indigenous branding and social investment options
- Tailored client solutions

### Specialised PPE Solutions

Our PPE (Personal Protective Equipment) range includes head to toe, site safety, height safety and emergency rescue product solutions. Our capabilities include branded and specialist workwear with Indigenous brand options. We specialise in value added services such as product rationalisation and consolidation ensuring your product basket is fit for purpose and carries all the integrities needed for the task at hand.

### Signage

Our range includes both custom and ready made signage and is 100% Australian made and owned, we can cater to any signage requirement.

### Environmental Spill Control

We supply a broad range of Australian made Spill Kits, Absorbents, Storage and Bunding Australia wide. Our comprehensive range includes Spill Kits for General, Marine, Oil & Fuel and Chemical spills as well as Pads, Rolls, Booms, Pillows and Granules, Spill Pallets, Bunds, Racking Systems, Salvage Drums and Transporters. We also provide options for Indigenous Designs on Spill Kit Bins.

### Hygiene/ Covid Essentials

Panku has developed a range of Covid Essential products including locally manufactured Sanitiser, Wipes, Dispensers as well as Reusable and Single Use Masks.

## Brand Partners

## Memberships & Affiliations





## Social Impact

At Panku we are invested in finding meaningful and responsive ways to impact our communities. Panku invests in the following social impact initiatives:

### The Budadee Ranger Program

Budadee provides training and employment for remote communities across the Pilbara and has developed an Aboriginal ranger program which operates throughout Tharra (Woodstock-Abydos Protected Area) and elsewhere on Palyku country. Their aim is to create opportunities for young people to work, learn about and preserve country and by doing this improve social and environmental wellbeing now and for future generations. Panku sponsors Budadee with equipment, PPE, Work Wear, First Aid Supplies and training.

### The Koorie Academy

Panku is proud to support and sponsor the development of a Koorie Academy in Melbourne. The Koorie Academy aims to nurture young Indigenous basketball and other sporting talent, connecting them with opportunities to develop and enter into professional leagues. The Koorie Academy will adopt and provide a 'whole of life' mentorship and coaching approach with a strong connection to culture.







# What we offer you

In line with our core values, we are committed to developing relationships that lead to mutual outcomes and long term partnership. We do this through:

- 1 Consultation & Value**  
Working with you and your team to identify and understand the needs of your business, what represents value to you and how is it measured.
- 2 Product and Service**  
Exploring your current range and service model to better understand your product and service needs.
- 3 Consolidation and Rationalisation**  
Jointly identifying opportunities to consolidate and rationalise your current range. For example: fewer product SKU's, increased quality and value, promote uniformed category use of product across applications, improved supply chain management.
- 4 Tailored Solutions**  
Tailoring solutions with core focus around the development of a fit for purpose product basket and service model. Where the service model requires we will set up an online ordering portal with a custom catalogue and pricing.
- 5 Continuous Improvement**  
Road mapping innovation and service outcomes through adopting a model of Praxis (a continuous cycle of action/ reflection) to ensure we are proactively identifying future growth opportunities and value propositions.







# Testimonials

I am writing this letter to confirm that since March 2020 Panku has provided a range of Personal Protective Equipment (PPE) to the Department of Justice and Community Safety (DJCS). During this time, Panku has demonstrated a strong commitment to providing value for money solutions. This has been achieved through:

- a high degree of customer service, including responding quickly and promptly to all requests
- an ability to provide PPE in a timely, reliable and cost-effective manner in difficult market conditions
- a commitment to providing fit for purpose PPE equipment that meets required quality standards and certifications
- a willingness to “go the extra mile”, including:
  - sourcing and delivering stock direct to locations in response to urgent requirements
  - sourcing customised or unique requirements for DJCS’s environment
  - adapting at short notice to changing DJCS requirements.

In summary, Panku has been a reliable and trusted supplier for the contracts it has delivered to date. It has demonstrated its ability to provide high levels of customer service, an agile and responsive service delivery model, competitive pricing and commitment to delivering value for money solutions.

*Joel Shaw*

General Manager, Procurement Delivery (Procurement Services)  
Department of Justice and Community Safety



During Covid19, we have relied heavily on Panku for the supply of various components of PPE. Their staff have been professional to deal with, and offered a quality product at a competitive on price.

*Greg Wasmund*

General Manager - Property  
Mind Australia



# Some of Our Clients



Panku (meaning 'united, together' in Nyiyaparli)  
is an Indigenous owned business. We believe unity and a willingness to work together  
for mutual benefit is fundamental to building a prosperous Indigenous  
and Australian economy.



**Panku Safety Solutions Pty Ltd**

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