

# Know-how to fertilise the Illawarra business garden

By GREG ELLIS

SMALL to medium-sized enterprises in the Illawarra now have access to the international experience and knowledge of a new business, Global Solutions Strategies.

Established by Takahiro and Joanna Kubota, the business consulting firm GSS is focused on developing tailored, effective strategies for companies, organisations and government bodies and assisting in their implementation.

Mr and Mrs Kubota have plenty of overseas experience, having worked for major corporations and large government departments.

They decided to live in Shellharbour after moving to Australia and have been actively involved in the Economic Gardening Illawarra program, funded by the NSW Department of Industry and Investment and local councils.

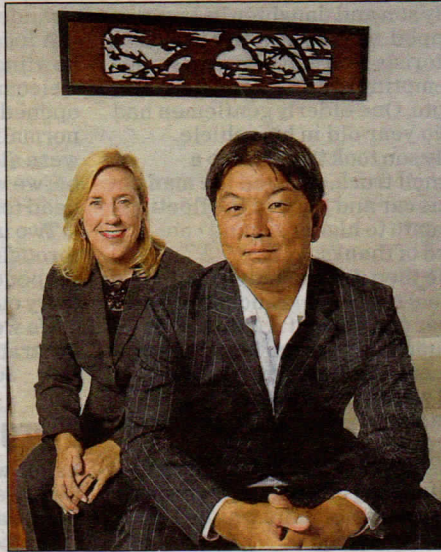
The couple took on the role of small business specialists for the Enterprise Gardening Program last year and have been using their various skills to help SMEs across the region.

With the Economic Gardening Program scheduled to restart in Shellharbour and Kiama from next month, they are encouraging businesses in those areas to consider becoming involved.

Mrs Kubota said the experience that GSS had with major, globally-competitive corporations such as Visa, Arnotts, Hyundai, Magic Millions and Qantas, meant it was able to think beyond the square and provide innovative, exclusive strategies and solutions.

She said that as she and Mr Kubota had become experts at thinking globally and acting locally, Illawarra business people could weigh the options by viewing the [www.gssnet.com.au](http://www.gssnet.com.au) site.

Mr Kubota said GSS's vision was focused on the success of its clients.



**Experienced:** Joanna (left) and Takahiro Kubota who have established Global Solutions Strategies. Picture: DAVE TEASE

"We focus on results and not on the process to get there," he said. "We do not consider our job complete until we have achieved the growth or other target, that is our client's objective."

GSS helps clients identify, develop and then implement strategies to overcome obstacles and resolve issues, exploit and maximise opportunities, reduce costs and generally develop greater positions of competitive advantage.

The company does that by providing personalised business consulting services, one-on-one coaching programs, workshops and seminars.

GSS has already worked with many small to medium-sized enterprises through its involvement in the Economic Gardening Illawarra program.