



Government of **Western Australia**
Department of **Finance**



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Contractor Profiles

Audit and Financial Advisory Services
(CUA AFA2018)

Category F – Procurement Advisory Services



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2020 Global Business Consultants



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About Us

2020 Global is a multi-disciplinary consultancy practice that maintains high levels of client focus and business ethics. As consultants we ask the right questions, find the answers and can implement solutions across organisations. 2020 Global provides a whole of business service, from analysis to solutions and support and has an experienced business consultancy team that is knowledgeable, curious, energetic and solution-driven.

We assess, we advise, we do.™

Skills, Experience and Services

The team at 2020 Global has the knowledge and experience with procurement advisory services in the WA State Government. The following services have been provided to agencies:

- Development of business cases
- Tender and EOI preparation.
- Development of evaluation methodologies and criteria
- Tender evaluation advice.
- Documenting tender results and preparation of Evaluation Reports.

Industry Certifications and/or Qualifications Relevant to the Category

Certified Practicing Accountants, Chartered Accountants, Certified Internal Auditors, Certified Fraud Examiners, Certified Risk Management Advisers, Chartered Taxation Adviser, Registered Tax Agents.

Industry Partners or Affiliations

- Institute of Internal Auditors
- Institute of Chartered Accountants – ANZ
- CPA Australia
- Association of Certified Fraud Examiners
- The Tax Institute

AEC Group Pty Ltd



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About Us

AEC specialises in innovative and evidence based analysis to inform decision making. We apply our core technical disciplines of economics, finance, market research and visual communication with experience in a broad range of industries to ensure our clients receive the best information and market knowledge advice to inform insightful and practical decisions and solutions. We have the capability and experience to assist clients transform ideas and strategies into successful business outcomes. We consider local matters within the regional context and apply global knowledge and experience.

Skills, Experience and Services

AEC has extensive knowledge and experience in providing strategic analysis and advice to support investment planning and decision making, including developing business cases to meet statutory requirements at both the project and program levels. AEC has successfully supported clients in the preparation of their procurement strategies including the assessment of procurement options. Examples of these options include lease versus buy decisions, public private partnerships and design and construct, amongst others. AEC also provides tendering support services including specification development, project selection criteria and evaluation, value for money and commercial assessments and preferred supplier negotiations.



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About Us

AOT Consulting Pty Ltd is a professional services firm established in 1989 to provide independent commercial, financial, audit, risk, management and technology consulting services.

As an independent professional services firm, we have specifically designed our professional services to assist clients at different stages of an initiative's lifecycle, from conceptual and strategic planning stages through to the implementation of initiatives and beyond. Our independent advice allows the outcomes to be defined based on the business requirements, giving a totally unbiased service.

Skills, Experience and Services

AOT Consulting has been providing professional services for 28 years and has undertaken over 3,000 consultative projects during this time. Over the past 21 years, we have undertaken a large percentage of these projects for the government agencies. AOT Consulting has undertaken 800+ strategic sourcing projects since 1996 covering a wide range of requirements. The service we provide include but are not limited to:

Business Case, Sourcing/Procurement Strategy and Procurement Planning

- Needs identification.
- Undertaking market research/feasibility studies (including market sounding).
- Business case preparation (various types e.g. funding submissions, procurement, etc.).
- Commercial structuring.
- Development of sourcing strategies and procurement models.
- Preparation of risk management plans that are aligned to agency risk frameworks.
- Consideration to procurement systems and how buyers will buy using the contract.
- Developing procurement plans.

Procurement Documentation Development

- Preparation of Expression of Interest, Request for Quotation/Proposal/Tender documents.
- Preparation of specifications of requirements, special and general conditions of contract, evaluation criteria.
- Designing and preparation of service and performance levels.

Evaluation and Contract Formation

- Preparation of evaluation plans and documents e.g. evaluation matrixes.
- Managing/participating in evaluation processes including preliminary due diligence.
- Managing/participating in product demonstrations and scenario testing.
- Managing/participating in interview/shortlist presentation/workshop processes.
- Pricing analysis, including sensitivity analysis and scenario modelling.
- Preparation of recommendation/evaluation reports.
- Planning/managing/participating in contract negotiations.
- Drafting and finalising contract schedules and service level agreements.

Due Diligence and Negotiations

- The development and preparation of the negotiation plan.
- Managing the due diligence process.
- Managing or assisting with the negotiation process.
- Progressing and closing out issues to be resolved by all parties.

Contract Management

- The development and preparation of transition plans and service take-up.
- Preparation and implementation of contract reporting and management processes.
- Implementation of performance processes using measures (SLAs/KPIs).
- Preparing Buyer's Guides (Panel Arrangements/Common Use Agreements).
- Preparation of management plans.
- Undertaking contract reviews and management reporting.
- Contract auditing.
- General management of contracts.

Industry Certifications and/or Qualifications Relevant to the Category

AOT Consulting holds the following members and qualifications relevant to procurement advisory services:

- Association of Certified Chartered Accountants (ACCA).
- Memberships in Risk Management Institution of Australasia (RMIA).
- Memberships in Chartered Institute of Procurement and Supply (CIPS).
- International Association of Facilitators (IAF).
- ISO9001 Accredited (BVQi).

Consultants hold a combination of BSc (Hons) Degree in Applied Accountancy; Masters of Commerce (International Business); Bachelor of Liberal Studies (Sociology and Psychology); BSc in Biochemistry; Bachelor of Commerce, Majoring in Accounting and Human Resource Management; and Postgraduate studies in Computing and ICT.

Industry Partners or Affiliations

To maintain a policy of independence, AOT Consulting does not have any partnerships or affiliations. The services provided are completely independent of other parties.

Assurance Advisory Group Pty Ltd



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About Us

Assurance Advisory Group (AAG) is a Pty Ltd company established in April 2015. We have established offices in Perth, Melbourne and Darwin. We also deliver services to Commonwealth agencies in Canberra.

Our Perth office is resourced on a full-time basis by Stephen Linden (founding director) and Executive Directors, Glenn Stroud and Greg LeGuier. Each of our directors has in excess of 20 years consulting experience in the public sector. We have formal working relationships with subject matter specialists in Human Resources (including OHS, Safety) and Procurement to complement our full-time resources.

Skills, Experience and Services

As our name suggests our focus is on providing **assurance** services including, but not limited to:

- Performance Audit
- IS audit
- Assurance training
- Data analytics (we utilise IDEA)

... and **advisory** services including, but not limited to:

- Probity advisory
- Procurement services
- Funding / pricing reviews
- Efficiency reviews, including process and function mapping
- Project reviews and training
- Change management

Industry Certifications and/or Qualifications Relevant to the Category

Our professional staff hold a range of relevant industry certifications and qualifications including:

- Certified internal auditor
- Certified practising accountant – CPA Australia
- Chartered Accountant – Institute of Chartered Accountants
- Graduate of the Australian Institute of Company Directors
- Fellow of the Governance Institute of Australia
- Risk Management Institution of Australasia

Industry Partners or Affiliations

We hold a number of affiliations and arrangements with other organisations that enable us to draw upon additional resources and expertise when required.

- Protiviti (a global internal audit, risk and information systems consulting firm); and
- Quantum Consulting (a local boutique consulting firm)



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About Us

BDO is an accounting network with over 155 partners and directors and 1,200 employees across Australia. BDO offers a wide range of business and corporate advisory services to Government & Public Sector entities. Our service style sets us apart from our competitors in that our service is delivered by an experienced and senior professional team that you will have direct access to throughout the engagement. This enables us to collaboratively plan required work, identify key issues and prioritise your service needs whilst maintaining a cost-efficient price. Our Western Australia office, based in Subiaco, has 21 Partners and 230 employees.

Skills, Experience and Services

The BDO team is experienced in guiding clients using structured and efficient procurement methodology to make a thorough and considered decision. The BDO methodology incorporates a proven process to identify, select and engage with a preferred supplier.

This best practice approach ensures that a rigorous process is followed to select the best possible supplier, taking into account factors such as market conditions and value for money.

We can help you work through:

- Business system requirements
- Business case development
- Selection criteria
- Request for Proposal (RFP) development and management
- Market sounding
- Transaction management services
- Response evaluation
- Commercial and business advisers and negotiation support
- Funding model design
- Implementation.

Industry Certifications and/or Qualifications Relevant to the Category

Members of our team hold the following qualifications:

- Chartered Accountant in Australia and New Zealand (CA)
- Bachelor qualifications in Commerce
- Bachelor qualifications in Science - Cyber Forensics, Information Security and Management

- Certificates in Prince2, Agile PM, COBIT, ITIL, AC, Lean Six-Sigma
- ISACA – Information Systems Audit and Control Association
- Professional Member of Institute of Internal Auditors (PMIIA)
- Post Graduate Certificate in Internal Auditing – Institute of Internal Auditors, Australia
- Change management accreditation (PROSCI)
- Fellow Governance Institute of Australia (GIA)
- Graduate Member of Australian Institute of Company Directors (AICD)
- Graduate Member of Financial Services Institute of Australasia (FINSIA)

Industry Partners or Affiliations

- Chartered Accountants Australia and New Zealand (CAANZ)
- Council Member of the Institute of Internal Auditors in Western Australia
- Member of the Institute of Internal Auditors
- Member of the Risk Management Institute of Australia

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About Us

Blue Zoo is an established Australian professional services firm, founded in 2006, that operates nationally and internationally with a large team of advisors experienced in assisting businesses with a range of specialised management advisory services (business and technology) within four broad pillars: Governance, Strategy, Sustainability and Risk. These are the underlying themes in all that we do, and in the skills of the advisors that we employ.

Blue Zoo has an established presence in many large public and private sector organisations through a commitment to delivering consistent and measurable value to our clients. These include 150+ clients in Australia as well as Fortune 500 multi-national corporations and foreign government agencies across Asia.

Our extensive client base spans most industries and includes, state and local government, mining and resources, financial services, health, education, and energy, manufacturing and construction, and not for profit service providers.

Skills, Experience and Services

“Integrity is essential in any procurement or transaction process. Blue Zoo has a team of procurement and probity specialists who provide objective and independent advisory and assurance services.”

Blue Zoo understands that probity does not drive a procurement or transaction process. Instead, we ensure that probity is an inherent characteristic of the process. Our experience and knowledge enables us to understand the risks that may jeopardise the integrity, honesty and compliance of a process and provide timely, objective and commercially practical advice.

Supporting our probity focus, Blue Zoo has extensive experience in the public sector procurement environment, providing a range of specialised consultancy services in procurement and contract management

We provide value adding procurement support and advisory to clients, from requirements analysis and business cases through to final award of contract. We provide process facilitation support as well as guidance for effective procurement outcomes. We work with key stakeholders to develop and implement a structured approach to procurement, including:

- Development of requirements documents including Business Requirements, Functional and Technical Requirements, Detailed System Specifications, and Future State Roadmaps.
- Development of key documents including the Business Case, Procurement Plan, Risk Assessments, Probity Plan, Evaluation Plan and the Contract Management Plan.
- Facilitate the conduct of tender evaluation meetings, referee and financial capability checks.
- Write Tender Evaluation Reports prepare the documentation for submission to approving authorities.

- Prepare staff for and participate in the negotiation process.

Industry Certifications and/or Qualifications Relevant to the Category

Our team maintains a range of relevant qualifications including:

- Graduates of Australian Institute of Company Director's (AICD) Course



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About Us

BRS is an Australasian based advisory firm who specialise in the non-technical side of bids, projects and organisations. Our key services lines include: Bid Coaching and Tendering | Project Performance | Commercial and Procurement | Leadership, Team and Culture | Organisation Improvement | Safety and Wellbeing.

BRS are change agents who bring a high performance and evidence-based approach to our work and we measure success by outcomes and results. We aspire to work with major projects and bid teams who challenge us and want to be challenged.

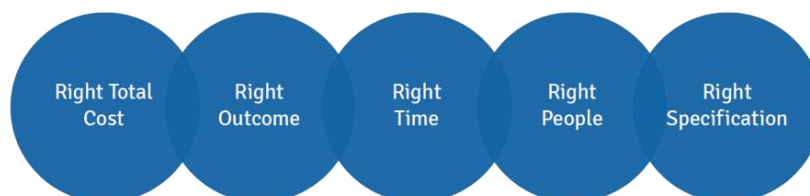
We have provided Procurement Advisory Services to a wide array of government organisations and many different projects, including:

- Main Roads Western Australia
- New Zealand Transport Agency
- Roads and Maritime Services, NSW
- Melbourne Metro Rail Authority
- Department of Planning, Transport and Infrastructure, SA
- Office of the Industry Advocate

Skills, Experience and Services

Major Project Procurement has become a fundamental strategic function within organisations. It is a vital element to get right if a business is to succeed in the long term, especially during challenging times. The challenge for organisations is to be more strategic in their approach to major project procurement with the ultimate goal being to ensure you obtain value for money outcomes from your procurement activities and set up the project for success.

In order to achieve this, it is important for organisations to focus on the following 5 key elements that are essential to get right in order to deliver a successful major project procurement project.



BRS can assist clients to deliver on the 5 key elements to procurement by assisting organisations to become more strategic in their approach to major project procurement and embed robust procurement practices that ensure a balance between the meeting of probity requirements, managing risk, and operating efficiently.

BRS can provide the following procurement services to our clients:

- Delivery and Procurement Models – Assist to design and select the right commercial delivery and procurement model for the design and management of projects, based on the key drivers for the project and managing the key risks and opportunities.
- Tenders and Expressions of Interest – Provide commercial advice on how to structure tenders and conditions of contract to minimise expenditure and obtain maximum value from your service providers. Provide advice on how to structure tender process to deliver best outcomes.
- Tender Evaluation – Assist with developing your tender evaluation process to identify the right service providers for your projects. Participate in the evaluation panel of your strategic projects to assist in identifying the right provider who will partner with you based on your criteria. Assist your team in understanding the key risks and commercial implications associated with potential bids.
- Tender Analysis – Assist with the review of tender submissions against a weighted average evaluation criteria and evaluation plans to ensure you are ‘comparing apples with apples’ and incorporating all elements of tender responses.
- Procurement Reviews – Reviews of procurement processes to assess when your organisation should use tenders, panels, direct purchases or other procurement techniques. It aims to ensure that procurement activities balance risk and probity against efficiency as well as looking to identify procurement strategies that save time and money for your organisation.

Industry Certifications and/or Qualifications Relevant to the Category

Our team has extensive experience providing facilitation and advisory services on major government’s projects, many with complex teaming arrangements and stakeholder interests. They are highly qualified, bringing a wealth of commercial and procurement acumen experience from companies including ANZ, BHP Billiton, KMPG, Jacobs, Sinclair Knight Merz and Parsons Brinckerhoff to name a few.



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About Us

Crowe is ranked among the top 10 global accounting networks with over 150 independent accounting and advisory services firms in more than 100 countries around the world. Crowe is a leading provider of audit, assurance and consulting services and is committed to impeccable quality and standards.

Crowe has a team of procurement specialists that assist clients with their procurement journey, from development of a procurement strategy and policy to assisting with the development of a business case right through to providing support during the procurement process.

Skills, Experience and Services

The Crowe approach to procurement advisory includes:

Procurement Analysis/Assessment – Utilising data analytics to understand the nature and value of spend, categorising the spend to enable management to understand any identified patterns, provide a basis to develop a procurement strategy and identify any opportunities for improvement.

Procurement Consulting – Collaborative discussion with the client's Management team to present opportunities for increasing efficiency and effectiveness within the procurement process, obtaining their input into the process, and finalisation of scope.

Business Case – Performing a risk analysis to determine the approach to procurement, conducting market analysis, identifying and evaluating options to approach the market, developing a program brief and procurement strategy. Market sounding to obtain an understanding of the market, supply alternatives, challenges and opportunities to determine the most suitable approach to undertake.

Our people have at various times been involved in the end-to-end procurement process of significant procurements of both services and assets for government entities. They have:

- Responded to policy settings that required a procured, outsourced arrangement, and created the context in which that could happen.
- Led and chaired tendering, evaluation and procurement activities for services across the business economy.
- Led and drove significant asset acquisitions for the government.
- Briefed lawyers and financial advisors to the procurement process or desired contractual and/or other outcomes.
- Been accountable for governance advisory in an overtly politically transparent context.

Industry Certifications and/or Qualifications Relevant to the Category

Our Crowe team have professional memberships from recognised professional bodies such as the Institute of Chartered Accountants Australia and New Zealand, Certified Practising Accountants Australia, Institute of Internal Auditors and Information Systems Audit and Control Association.

Industry Partners or Affiliations

With affiliations to our global network, Crowe relies on an approach to providing impeccable professional service that brings together teams of experts within each service discipline to act as thought leaders and advisors to the network. These network leaders provide global thought leadership on key issues and opportunities impacting multinational clients as well as set standards and best practices for service delivery.

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About Us

Deloitte's team is made up of multidisciplinary specialists with experience and qualifications in corporate finance, economics, investments, facilities management, construction, law, strategy, project management and planning.

Our team has advised both Public and Private sector organisations/consortia from project conception (feasibility) through to investment decision making (business cases), procurement strategy design and procurement execution. Specifically, we have gained significant experience acting for government and private sector clients in a range of port, rail, transport, freight, education, human and social services, water, energy, property and social infrastructure projects.

Skills, Experience and Services

Business Case Development

At the heart of all new initiatives and significant business decisions lies a funding submission. With limited funding dollars and competing priorities it can prove challenging to get initiatives approved. The development of a robust and defensible business case requires a deep understanding of the client's needs and the challenges they are facing from both within government and the broader economy.

We provide a range of skills necessary to develop strong evidentiary material to support board, executive and management decision making. The team helps clients ensure that they have:

- Identified and clearly articulated the business or service need
- Aligned the proposal with the organisation's (and broader government) strategic objectives
- Presented a balanced consideration of options
- Demonstrated a robust value for money proposition via detailed cost-benefit analysis or other analytical techniques
- Proposed a sustainable solution capable of continued efficiencies, savings and value
- Demonstrated their ability to deliver the project.

In addition, our team has significant experience in developing business cases that fulfil the requirements of the:

- Infrastructure Australia (IA) Assessment Framework – for State Government agencies seeking Commonwealth funding for State infrastructure projects; and
- Strategic Asset Management Framework (SAMF) – for State Government agencies seeking funding from WA Treasury for State infrastructure projects.

Procurement Strategy

Our experience has shown that early and thoughtful consideration of the procurement options against project objectives leads to the design of a procurement strategy and associated detailed procurement plan which best enables success.

There are a range of factors which we have helped our clients navigate in determining an appropriate procurement strategy, including:

- **Proposition package:** what is the appropriate bundling and packaging of the elements of the proposition which is best able to meet project objectives
- **Financial and commercial:** setting appropriate risk-allocations and commercial framework is key to maximising market interest
- **Market and education:** is there a capable bidder market, what bidder education is required and consideration of the potential impact on future procurements
- **Process and probity:** design of the process must consider balancing timeliness, efficiency and the need for strict probity adherence
- **Terms and conditions:** consider mandatory requirements, performance regimes and contract management requirements.

Procurement process support

Deloitte has acted as financial and commercial advisor to governments across Australia on the design and implementation of procurements across industries and service types. We have led the procurement process for:

- Public transport franchising and structure contract negotiations for bus, rail and ferry passenger services.
- A number of justice contestability/procurement projects for prison PPP renegotiation, justice health services procurement and prisoner transport and court security.
- A number of contestability/procurement projects in the Health Sector ranging from assets (fixed wing aeromedical), aeromedical retrieval services and market testing of non-clinical services (e.g. linen, warehousing, non-emergency patient transport).
- The procurement of social / human services, including the process to procure non-Government providers to deliver disability services.

Additional Procurement Advisory Services

- **Spend diagnostic** – Deloitte has extensive experience conducting procurement capability assessments to determine gaps that may impact the ability to sustain savings and drive on-going spend management performance. Deloitte's spend diagnostic provides insight into where potential value lies within the supply base and the optimal approach to realising this value.
- **Contractor Management** – Deloitte's approach enables value from the supplier beyond the point of contract execution through proactive management of the business relationship to secure a competitive advantage, focussing is on the overall relationship.

Ernst & Young



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About Us

EY is one of the largest professional services firms in WA, operating as part of global firm comprising more than 250,000 personnel. Our services help clients strategically assess, remediate and improve governance and control processes, while also elevating the profile of audit and financial advisory services in identifying and addressing complex risk areas.

Our ability to bring innovative ideas and advisory support, greater technology enablement and broad subject matter experience in complex areas allows us to help clients gain significantly enhanced value from our services.

Our global methodology features:

- A proven, consistent global approach, enabled by technology
- A focus on higher-risk issues with integrated subject matter resources
- Governance and execution protocols with the rigor to drive change
- An emphasis on flexible risk assessment and on continuous communication
- Key performance indicators that drive accountability and performance

Skills, Experience and Services

At EY, our procurement advisory services meet the challenge of improving performance in a changing world and balancing increasing needs for agility and responsiveness while driving down costs and increasing cash. We tackle this significant challenge through a unique combination of industry-specific strategic, operational and financial insights, digital technology advances and strategic alliance partners to ask better questions, find better answers and deliver better outcomes for clients. As an independent and trusted advisor, we help client's effect fundamental change in their procurement performance to support growth, become more cost competitive, minimize risk and promote operational resilience.

We draw on profound operational insight from across all the different industry value chains, whether they are manufacturing-based, asset-intensive operations or service-based, like financial services and Government. We have a strong mix of experienced industry consultants and alliance partners who bring a combination of operational leading practices, real-world pragmatism and experience to deliver successful transformational change and measurable results.

EY offers market leading services combining functional expertise with industry focus. Our key services include:

Procurement Strategy - Creating the vision for the procurement organization in line with the overall business strategy and targets. Identifying and assessing different procurement options to determine which offers best value for money for government within the specific context and objectives of the project or organisation.

Procurement Operating Model - Creating the operating model for the procurement organization in line with the overall business strategy and targets. Determining what internal resources and support resources are required to deliver successful procurements.

Commercial Strategy and Contract Management - Defining the overall strategy for contracting, from initiation to award, compliance and renewal. Reviewing contract processes and identifying opportunities for creating value and improving service metrics.

Complex Transactions - Supporting large scale procurement programs – often with one-off specifically designed projects. Managing the transaction from the initiation of the requisition or purchase order to the payment to the vendor/supplier, including all accounting transactions, 3-way or 4-way matching. Developing commercial terms, advising on contract mechanisms (such as payment mechanisms) and financial modelling for scenario analysis and public sector comparator.

Category Management and Sourcing - Managing the procurement and sourcing of product categories within an organisation, as well as locating the strategic sources of supply for these product categories/products.

Procurement Performance Management - Managing and monitoring the performance of the procurement function, including benchmarking to peer companies or against categories. A data-driven approach to measure and monitor process compliance and KPI trends to optimize and drive improvements.

Supply Risk Management - Reviewing the uncertainty associated with the research, development and production of a product, service or project. For management – the process of defining how to identify and minimize risk factors associated with a supplier and attempt to reduce the exposure to risk, either by predicting its likelihood or its impact and planning to minimize it.

Supplier Strategy and Relationship Management - Consulting on strategies for supplier selection and management to achieve improvements for end customers and improve process efficiencies to drive continuous improvement. Includes defined and balanced supplier evaluation criteria for review of suppliers, segmentation, links to category strategies and cost/service optimization planning.

Industry Certifications and/or Qualifications Relevant to the Category

Our personnel have a range of certifications, qualifications and professional memberships across an array of relevant professional organisations, such as the Chartered Institute of Procurement and Supply (CIPS). Examples of the professional qualifications / certifications held by our personnel include Lean Six Sigma and Certified in Production and Inventory Management (CPIM).



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About Us

GHD is a global engineering company operating in five core market sectors: Energy and Resources (including renewables), Environment, Water, Transport, Property and Buildings

GHD employs more than 8,500 people in over 200 offices across five continents to deliver projects with high standards of safety, quality and ethics across the entire asset value chain.

GHD's Advisory practice has been created to leverage GHD's outstanding technical capabilities to help our clients solve their business related issues. Our local practice includes a range of skills and experience beyond engineering, including experience in assessing a wide range of programs for state government departments and controlled entities.

GHD Advisory has worked with government agencies and private businesses to develop and/or review business cases for investment decision making processes. We have regularly advised sponsors on the robustness of investment propositions including having an on-going role in assisting Infrastructure Australia and other government agencies.

Our logistics and infrastructure policy team have assisted clients to improve the efficiencies and productivity of existing and potential off-site infrastructure, and with the early identification of viable strategy options. The team are industry leaders in the development and delivery of innovative processes for strategic analysis with proven analytical processes that are flexible and adaptable to provide real value for our clients. This has been enabled by their applied knowledge and understanding of freight, supply chain and port logistics and their in-depth experience in developing and applying qualitative and quantitative analysis methods for infrastructure that supports the transport and trade of key national commodities.

They have significant experience gained through extensive engagements across Australia, the Asia-Pacific region and the Middle East for all tiers of government, peak industry bodies and the private sector.

Skills, Expertise and Services

GHD provides procurement advisory services that uniquely straddle project delivery, operational procurement and procurement function transformation. Our services include:

- 'Capital' phase (requirements + planning):
 - Infrastructure business case development; finance and economic analysis
 - Preliminary screening / delivery models, e.g. construct, D&C, managed, direct managed, relationship (alliance, ECI), PPP

- Transaction advisory; procurement strategy

- ‘Build’ phase (project procurement):
 - Project-based procurement services spanning GHD’s five key market sector business lines: Water, Energy & Resources, Environment, Transportation and Property & Buildings
- ‘Optimisation’ phase (Operate, Maintain and Dispose):
 - Procurement operating model; function strategy; transformation and reform programs; process and system design and evaluation; organisational design and capability development
 - Procurement planning; contestability / addressability reviews; value creation programs
 - Policy and CSR, e.g. social procurement, local content, Indigenous participation, modern slavery, chain of custody
 - Individual tender/project delivery support, from requirements definition to contract implementation

GHD is ideally placed to support clients whose current or emerging needs span one or more of these areas.

Infosys Portland



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About Us

Infosys Portland is recognised as the leader of end-to-end Procurement and Supply Chain services and are the only consulting firm formally recognised by the global professional body (CIPS) for our contribution to Procurement in Australia. We have an extensive public sector practice capability across WA, SA, VIC, NSW and QLD with strong experience across all major areas of government including Health, Property & Infrastructure, Education, Finance & Treasury, Transport and Utilities. A very brief snapshot of our recent public sector experience includes:

- QLD Government - primary implementation partner responsible for delivering of \$82-130m of benefits through execution of strategic sourcing and category management initiatives across 10+ categories
- Western Australia - engaged by the hospital operator, Serco, to establish the non-clinical facilities management and support services for WA's Fiona Stanley hospital
- NBNC Co - very high profile sourcing projects across its Network Rollout requirements, from sourcing satellites and construction contractors, to ICT and Corporate Services covering a spend of ~\$12Billion
- NSW Procurement - contestability review of StateFleet and the design and build of the NSW Government Supplier Development Management (SDM) program including operating model and proof of concept execution
- Victorian rail infrastructure (VicTrack) – developed and executed strategy to tender their telecommunications network transformation requirements (\$100M+ contracts); award strategy around market structure, dynamics and technology and vendor lock in risks, ensured continued competitive tension and ongoing adherence to an efficient rollout model

Over the last 15+ years, we have assisted more than 500 clients across both the private and public sectors to deliver immediate and ongoing sustainable benefits. We understand the unique constraints, obligations and opportunities working within the public sector and our unrivalled consulting experience and proven track record in exceeding client expectations we believe we are uniquely positioned to support WA Government achieve their desired Procurement and Supply Chain objectives.

Skills, Experience and Services

Outsourced Services as well as Procurement Operations (Procurement Technology Implementation & Optimisation).

Advisory Services (for both Procurement & Supply Chain)

Whether you are looking to augment your capability and up-skill your internal team or looking to drive a rapid change in your business performance, we have just the solution for you. Our advisory services include:

- Procurement business case development, including risks assessments as part of prefeasibility review
- Opportunity diagnostic and strategy development
- Capability assessment
- Procurement & Supply Chain transformation
- Strategic sourcing
- Rapid sourcing
- Freight management
- Facilities establishment
- Inventory management
- Category management plan development
- Supplier relationship management (SRM)
- Procurement training

Outsourced Services (for both Procurement & Supply Chain)

Infosys Portland provides outsourced end-to-end category management services across a wide range of categories, including Property & FM, ICT, Travel, Professional Services, HR, Logistics etc. Our specialist teams typically manage specified, non-core spend categories. Our responsibilities include strategic sourcing, rapid sourcing, supplier performance management, demand and compliance management, category analysis, planning and reporting, and market and knowledge management. Our outsourced freight management solution enables clients to provide excellent service to their customers at the lowest cost and Portland act independently of third party logistics (3PL) service providers to source and manage all freight activities with a focus on continuous improvement and sustainable practices.

We take responsibility for delivering results such as customer service, cost reduction, risk management, and improved supplier performance. We deliver services using onsite resources and teams operating out of our offices – both onshore and offshore. Our services are managed against a plan with defined objectives, deliverables, and milestones. Progress is reported regularly by means of interactive and custom reports such as CPO Dashboard.

Procurement Operations

Portland provide process and systems support across the entire procurement operations function to help optimise your existing processes and systems infrastructure. Our Procurement Operations team can provide advisory services including Procure-to-pay (P2P) diagnostics and procurement technology optimisation through to providing outsourced solutions, offered with best-in-class technology, that include:

- Project procurement support for major infrastructure builds
- Tail spend management and spot buying
- Purchase request (PR) to purchase order (PO) conversion
- Contract administration
- Invoice matching and processing
- Master data management and catalogue / price file maintenance
- Pre-qualification of suppliers
- Helpdesk for purchase management

Finally, Portland are renowned for our innovations in Procurement, as an example our Professional Services methodology was the foundation for the current NSW Government panel structure and

pioneered the way in terms of how professional services should be managed in Australia. We have developed other innovative methodologies to successfully deliver outcomes for NSW Government (e.g. contestability of StateFleet) and QLD Government (e.g. Print Imaging as a Service contract). Our reach into best practice Procurement and Supply Chain amongst our global clients, enables our Australian clients to continue to innovate ahead of their peers.



KPMG Australia Partnership

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About Us

KPMG is a global network of professional firms providing Audit, Tax and Advisory services. Our Western Australian government team has extensive experience delivering audit and financial advisory services across many sectors. Clients call upon us for small discrete engagements through to large complex programs of work; and urgent requests.

Our successful track record encompasses the end-to-end delivery of major projects and procurement initiatives and includes the development of business cases, procurement strategies, contract commercial principles and tender documentation, as well as the evaluation of bids and support for procurement processes (e.g. contract negotiations). We recognise that major projects and procurement initiatives require advisors who are responsive to stakeholder concerns and have a deep understanding of government requirements and decision-making processes.

Skills, Experience and Services

Capabilities and services relevant to this CUA:

Preparation of business cases in accordance with project briefs and guidelines; strategic and commercial advice at program and project level on planning and investment decisions; options analysis, market soundings and capability analysis; Investment Logic Map (ILM) workshops by accredited facilitators; risk management and mitigation advice.

Procurement strategy development, including preparation of procurement strategies at project and program level; assessment of packaging options and procurement options; validation of procurement strategy through market capability analysis and market soundings.

Procurement process support, including financial due diligence assessments; advice on market engagement strategy and assistance in preparation for tendering phase; development of tender documentation; development of evaluation plans; value-for-money assessments and commercial and financial evaluations of bids; negotiation advice and stakeholder engagement and management.

These services leverage various skills including financial modelling; economic analysis, including cost-benefit, economic impact, economic modelling and forecasting, land use impact modelling; commercial structuring / funding analysis, including funding options, alternative funding sources and financial viability; advice to calculate the financial and funding outputs required; development of Public Sector Comparators to assist with value-for-money analysis.

Other areas of support include development of Project Definition Plan; training programs in due diligence; and business case assessment.

Industry Certifications and/or Qualifications Relevant to the Category

Our consultants hold a wide range of qualifications and certifications relevant to this category, including:

- Certified Practising Accountant (CPA)
- Chartered Accountant (CA-ANZ)
- Fellowship with the Royal Institution of Chartered Surveyors (RICS).
- Licensed Valuers with the Australian Property Institute (API).
- Masters of Business

Industry Partners or Affiliations

KPMG has corporate membership of various industry bodies, and many of our consultants hold individual memberships with, or are affiliated to, organisations such as:

- Planning Institute of Australia (PIA)
- Council of Economic Development of Australia (CEDA)
- Chamber of Commerce and Industry of Western Australia (CCIWA)
- Economic Society of Australia (The Society)
- The Property Council of Australia
- Financial Services Institute of Australasia (FINSIA)
- Chartered Accountants Australia & New Zealand (CA-ANZ)
- CPA Australia (CPAA)
- Australian Institute of Company Directors (AICD)

LogiKal Projects Pty Ltd



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About Us

LOGIKAL is an award-winning consultancy that has been advising clients since 2002. Key to our market success is our ability to collaborate, inspire and achieve innovative results.

Our people are technically skilled and passionate about the work we do. It is how we achieve real solutions for our clients and their problems – solutions which are practical, repeatable and build on internal capability.

We work with governments worldwide to solve complex problems. Intelligent transport solutions are needed so cities and economies to grow. We have worked with governments in every major Australian city to improve their rail networks over the last decade.

Our work helps governments to connect people and their economies. We have advised multiple governments and their partners to construct airports, high speed rail networks, highways, tunnels and bridges across four continents.

Urban renewal improves the lives of citizens and is essential to vibrant communities. By integrating land use, infrastructure and transport solutions we have helped governments to achieve better outcomes in difficult urban environments across Australia.

We also work with governments to recycle and protect their natural resources – in what are always highly complex and integrated operating environments. By using leading edge 5D technology and technical skills we have helped national and state utilities to make the management of their assets more efficient.

Skills, Experience and Services

Good decision making requires quality proposals, well developed business cases with accurate estimates, appropriate governance and effective risk management.

We work with public sector clients to find value for money solutions. We do this by helping them set up cost-effective approaches to procurement, improve end-to-end visibility, drive out complexity and reduce overall costs.

In addition to systems and process improvements, we help government clients upgrade their contract management capability. We work with procurement teams to ensure they have the skills and expertise to be effective in an increasingly complex operating environment.

We also help clients reduce their costs associated with sustaining assets, without compromising operational availability. Understanding supply chain costs is crucial to improving performance and balancing the risks across prime and sub-contractors.

Industry Certifications and/or Qualifications Relevant to the Category

Accounting & financial: Certified Practising Accountants; Institute of Chartered Accountants England & Wales; Tax Practitioners Board

Analytics: LOGIKAL Analytics

Continuous improvement & change: Lean Six Sigma, Lean Management, ADKAR

Governance & Risk: Graduate Australian Institute of Company Directors, REPGM Australian Institute of Project Management

Project Delivery: Project Management Institute, Australian Institute of Project Management

Quality: ISO 9001 Quality Assurance, ISO 14001:2004 Environmental, OHSAS 18001 Occupational Health & Safety

Industry Partners or Affiliations

Technology Partners:

- Oracle Gold Partner
- Deltek Partner
- Qlik Partner

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About Us

Paxon Group (Paxon) is a leading Australian advisory firm providing innovative commercial and financial advice on projects across Australia. Paxon specialises in the design and delivery of bespoke financial and commercial solutions for our clients.

Paxon is a leading adviser to WA Government on large and complex projects and readily provides advice on procurement and tendering strategies that seek to deliver value to the WA community. The firm has over 50 specialist advisers across offices in Perth, Sydney, Melbourne, Brisbane, Adelaide and Darwin.

Established over 30 years ago, Paxon has consolidated its position as a market leader in the development of cutting-edge commercial and procurement structures that extract value for the public purse. We act as a trusted adviser that central agencies seek out and rely upon for complex project advice. Our expertise includes providing third-party financial and commercial reviews of models and processes to ensure that any investment, procurement or financing decision is made with the utmost scrutiny and reliability.

Our sector specialisations include healthcare and hospitals, social and affordable housing, energy, water, waste, ports and maritime, passenger rail, freight rail and logistics, justice, arts and culture, sports and recreation, education, land development and urban renewal and manufacturing.

Paxon has provided briefs to Department Heads, Ministerial Advisors, Ministers and Committees of Cabinet. This high-level experience has provided Paxon with a strong understanding of the level of communication required and the management of sensitivity within a strategic context when providing advice to government.

Skills, Experience and Services

Paxon has extensive experience providing procurement advice to WA Government, including procurement advisory services, developing tender documentation, tenderer financial assessment, procurement methodologies, contracting options, tender process design and management, pricing evaluation, value for money analysis and submission evaluation.

Our team are experts in developing and managing the end-to-end procurement activity, from market sourcing to contract execution. Our advice is consistently used to support government decision making, including the decision to invest, go to market, the design of commercial principles and performance mechanisms and final decisions on the successful bidder and budget allocation.

We regularly assist our clients on high profile, high value and high risk procurements to ensure our clients' procurement needs are met, value for money is achieved and risks are appropriately managed.

Our expertise extends the full spectrum of procurement advisory services, including:

- Developing procurement plans including identifying the business need, the approach to be taken, market assessments, commercial benchmarking and risks
- Providing advice on market sourcing strategies to best achieve the desired outcomes
- Developing the evaluation methodology and criteria
- Creating the request and returnable schedules
- Conducting pre-tender briefings
- Facilitating tender evaluation panel meetings, including briefing of panel members, issuing of clarifications and drafting of evaluation reports
- Managing conflict of interests and confidentiality
- Undertaking pricing evaluations, with consideration of whole-of-life costs and optimal risk allocation
- Facilitating contract negotiations with preferred suppliers, including interactive workshops and other respondent interfaces whilst maintaining the integrity of the competitive process
- Undertaking supplier due diligence, including assessment of financial and reputational risk to inform decision making
- Working closely with legal advisers on any contract departures or terms negotiated with suppliers prior to contract execution
- Facilitating debriefs to unsuccessful suppliers against the evaluation criteria
- Developing a contract management plan including the framework to monitor contractor performance and performance risks, and
- Ensuring all documents covering the procurement process are appropriately recorded and managed to provide for scrutiny and review of decisions.

Industry Certifications and/or Qualifications Relevant to the Category

Our staff bring a diverse set of skills, experience and qualifications to our clients. All have degree level education and industry certifications including:

- Certified Internal Auditor (CIA)
- Certified Practicing Accountant (CPA)
- Chartered Accountant (CA)
- Masters of Business Administration (MBA)
- Masters of Applied Finance (MAppFin)
- Master of Finance (MFin)
- Juris Doctor
- Diploma of Financial Markets
- Graduate Diploma of Applied Finance and Investment
- Certified Taxation Adviser (CTA)
- Chartered Financial Analyst (CFA)
- Bachelor of Commerce / Economics / Engineering / Nursing / Law / Science
- Chartered Financial Analysts Society, and
- Australian Institute of Project Management (AIPM).

Industry Partners or Affiliations

Paxon partners and staff enjoy membership and affiliations with a significant number of industry bodies and professional associations. Some relevant to this category include:

- Australian Institute of Banking and Finance
- Australian Institute of Management
- Australian Institute of Public Accountants
- Chartered Accountants Australia and New Zealand (CA ANZ)
- Chartered Association of Certified Accountants
- Committee for Economic Development of Australia (CEDA)
- Financial Services Institute of Australasia (FINSIA)
- Institute of Internal Auditors (IIA)
- Property Council of Australia (PCA). Securities Institute of Australia
- Taxation Institute of Australia.



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About Us

Protiviti is a global consulting firm that helps companies solve problems in finance, technology, operations, governance, risk and internal audit, and has served more than 60 percent of FORTUNE 1000® and 35% of FORTUNE Global 500® companies. Protiviti and its independently owned Member Firms serve clients through a network of more than 70 locations in over 20 countries. In Australia Protiviti is a significant supplier to all Australian and State Governments. The firm also works with smaller, growing companies, including those looking to go public, as well as with government agencies.

Protiviti is a wholly owned subsidiary of Robert Half (NYSE: RHI). Founded in 1948, Robert Half is a member of the S&P 500 index.

We are the largest firm dedicated exclusively to providing independent risk consulting and internal audit services. At Protiviti, internal audit and risk consulting are our business, our primary focus, and our core competency.

We bring highly configurable solutions to our clients. Our clients tell us that what sets us apart is our ability and willingness to structure resourcing solutions specifically to their needs. We bring a combination of dedicated full-time risk professionals, contract talent and global resources to bring cost efficient and highly effective solutions.

Our global network is all part of a single organisation under one ownership structure. This gives us the ability to collaborate, communicate and respond quickly and seamlessly to our clients.

Protiviti has achieved phenomenal success in our 10+ years of business. This has been driven by our focus on being value partners with our clients. We proactively work with management teams to assess, design, and execute risk plans related to their business. When you need us we are there. We share ideas. We tap into our firm-wide resources to bring forward the best solutions.

Skills, Expertise and Services

Protiviti have the skills and expertise to offer a full suite of professional services under CUA AFA2018.

This includes:

- Internal Audits
- Information Systems Audits
- Investigations / Forensic Audits
- Corporate Governance Reviews
- Project Assurance and Advice
- Data Analytics
- Risk Assessments, Risk Management Plans and Risk Reviews
- Business process re-engineering and improvement advice
- Probity Audits and Advice
- Procurement, Tendering and Commercial

Advice

- Development of Policies and Procedures
- Preparation of Financial Statements and

Annual Reports

- Financial Statements Analysis
- Financial Assessment Services

Industry Certifications and/or Qualifications Relevant to the Category

Our professional staff hold a range of relevant industry certifications and qualifications, including:

- Certified Internal Auditor
- Certified Practising Accountant – CPA Australia
- Chartered Accountant – Institute of Chartered Accountants
- Graduate of the Australian Institute of Company Directors
- Fellow of the Governance Institute of Australia
- Risk Management Institution of Australasia

Industry Partners or Affiliations

Protiviti is one of only 10 Principal Partners of the Institute of Internal Auditors globally.

Quantum Management Consulting & Assurance



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About Us

Quantum Management Consulting & Assurance (“Quantum”) is an audit, accounting and advisory group that specialises in providing independent assurance advice and solutions for the control, efficiency and effectiveness of business processes. The group has been operating successfully since 2005 and the Director has over 30 years’ professional audit experience.

Our core business is internal audit, accounting and related consulting services, particularly for State Government agencies in Western Australia, financial institutions and not-for-profit organisations.

Our goal is to build long-term relationships with our clients through delivering innovative and value-adding solutions to protect and improve our clients’ business.

We are totally committed to delivering high quality and timely services and business solutions.

A point of difference is that Quantum only employs experienced senior consultants with hands-on involvement of the Director which provides more in-depth and innovative outcomes than less experienced teams.

Quantum is also one of the few firms in Western Australia that provides IT audit services integrated with general audits so clients receive a complete solution based on analysis of the IT systems.

Quantum is a Chartered Accounting practice and holds a fully accredited Practising Certificate from Chartered Accountants Australia and New Zealand. The entrance requirements are high, and continuing annual professional development is a mandatory requirement.

Skills, Experience and Services

Quantum provides the full range of procurement advisory services including:

- Business Case Development
- Procurement Strategy Development
- Procurement Process Support

Our in-depth understanding of Government procurement policies will ensure that your procurement processes and decisions are consistent and procurement decisions are equitable and well-supported.

The Director and senior consultants are members of professional bodies including Chartered Accountants Australia and New Zealand (CAANZ), CPA Australia (CPAA), the Institute of Internal Auditors – Australia (IIA) and the Information Systems Audit and Control Association (ISACA).

Our experienced consultants can provide a tailored solution to meet your needs with a fixed price quotation. The hourly rates charged are fixed, with Quantum providing very competitive rates compared to other firms on the panel.

Industry Certifications and/or Qualifications Relevant to the Category

Practicing Certificate – Chartered Accountants Australia & New Zealand

Chartered Accountant

Certified Internal Auditor

Certified Information Systems Auditor

RSM Australia Pty Ltd

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About Us

RSM is the largest mid-tier accounting firm in Australia, with 32 offices, over 80 partners and 1,100 staff. We are part of the RSM International network, the sixth largest audit, tax and consulting network in the world, with approximately 41,000 people in 800 offices across 120 countries.

Skills, Experience and Services

Our Financial, Accounting and Taxation Advisory Services professionals deliver the specialized, objective financial advice you need to clearly understand your options, opportunities and exposures. This includes a range of services, for example financial modelling, due diligence, valuations and litigation support to restructuring underperforming businesses. We also offer a range of accounting and taxation advisory services, including accounting standards advice, preparation of financial statements / annual reports and transaction tax and related accounting implications.

Industry Certifications and/or Qualifications Relevant to the Category

Fellow/Associate of the Institute of Chartered Accountants Australia & New Zealand (FCA/ACA), Certified Practising Accountants Australia (CPAA), Chartered Accountant Australia & New Zealand (CAANZ) Business Valuations Special Interest Group.

Industry Partners or Affiliations

Institute of Chartered Accountants Australia & New Zealand (CAANZ), Certified Practising Accountants Australia (CPAA) and Tax Institute of Australia (TIA).

Stantons



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About Us

The Probity and Procurement Advisory arm of Stantons offers services that are unique to a Tier 2 Accounting firm but which provide value-adding governance and stewardship capabilities for support of our public and private sector clients. Our established record in the provision of probity and procurement advisory support to all levels of government has established us a leader in the field, supporting complex and high value procurement projects.

For over twenty-five years the Stantons team of strategic and operational procurement specialists has provided procurement services to private sector, Federal, State and Local government agencies within Australia and to public and private sector entities throughout South East Asia, facilitating a wide range of procurement activities through the application of well developed and tested methodologies and techniques. Through our long-term involvement with the delivery of major civil, IT, human services and capital equipment acquisition projects, we have demonstrated the value-adding capacity of effective procurement support, particularly through the early stages of a procurement life-cycle, including the development of the business case, procurement planning and procurement strategy based on the strategic assessment of the most appropriate procurement and contracting methodologies. Through the development and application of our proprietary doctrine, we are able to provide clients with proven guidance that covers every step in the procurement and contract management life cycle, complying at all times with best practice in the maintenance of probity and sound corporate governance.

Skills, Experience and Services

Under the leadership of our Principal, Probity and Procurement, Mr Kevin Donnelly, Stantons is able to call upon a diverse range of technical procurement skills, financial and evaluation support, documentation development and process management skills and experience in providing procurement support services, particularly to complex, high-value and high-risk projects. Kevin's former procurement and supply-chain logistics experience in the Australian Army, as the Director of Supply and Secretary for Railways in the former Westrail and as Director of State Supply Services, supported by an experienced team of advisors and technical procurement experts, provides clients with team that can work from the highest levels of strategic procurement planning to the operational levels of tender preparation and process management, within the public sector environment.

Stantons has provided procurement services to Local, State and Federal government agencies, across a wide range of contractual types, including facility management services, major IT procurement activities, civil projects, including road, rail, hospital and civic buildings and the acquisition of vehicle fleets, aircraft and railway rolling stock. We are experienced in providing procurement support for modern contracting methodologies including alliancing, strategic

partnering, Early Contractor Involvement (ECI), Public Private Partnership (PPP), Competitive ECI (CECI), Design Build Operate and Maintain (DBOM), Build Own Operate BOO and Build Own Operate Transfer (BOOT) contracting models, As Probity Advisors, we also have experience in a wide range of procurement activities and have a detailed understanding of the conduct of procurement activities within a robust probity framework.

Industry Certifications and/or Qualifications Relevant to the Category

Stantons is a fully accredited Accounting and Advisory firm, subject to the professional oversight of ASIC, the accounting governing bodies and professional standards codes of conduct. These compliance requirements ensure that our services are delivered to the highest standards of consistency, quality and rigour, supported by our commitment to the professional development of all staff. In addition to the organisational certification, members of the Probity and Procurement division at Stantons hold the following relevant certifications and qualifications are represented:

- Accredited Probity Services Practitioner (Resolution Institute, formerly Institute of Arbitrators and Mediators Australia)
- Certified Internal Auditor (Institute of Internal Auditors Australia)
- Certified Practising Accountant (CPA Australia)
- Master of Economics
- Bachelor of Business
- Master of Business Administration
- Post Graduate Diploma in Management
- Graduate Diploma in Business
- Bachelor of Commerce
- Bachelor of Business Administration
- Certified Value Chain Management Project Leader

Industry Partners or Affiliations

Stantons is an affiliate of the Russell Bedford International (RBI) group of companies, which is a global network of accounting/auditing firms, and tax and business advisors, represented by some 290 offices in more than 100 countries, including offices in each State in mainland Australia.

Through the RBI network, Stantons shares national and international network of expertise, training materials and resources. Stantons also has a strategic partnership with the RBI affiliate based in Adelaide, Lee Green and Associates, including a collaborative partnership between the organisations based in Darwin.

The Probity and Procurement arm has links with a specialist training and development firm, In2d, headed by Ms Jan Rose, and with Mr Paul Taplin, a procurement process specialist from Utilibiz Pty Ltd in Perth.

Ubique Partners



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About Us

Ubique Partners is a multidisciplinary advisory practice with a focus on strategy, commercial and financial advisory and assisting clients solve their complex problems. The Ubique Partners team also has significant experience advising on capital projects, transactions and business improvement.

The core expertise of the Ubique Partners team lies advising public sector clients or, where the engagement is a transaction (e.g. a PPP), advising private sector clients on complex public sector projects.

We are drawn from 'top tier' professional advisory backgrounds spanning:

- Partner and director level positions in 'big 4' advisory firms
- Director level positions in leading investment banks, and
- Partner and senior associate level positions in top tier law firms.

Our team also brings relevant experience working in senior positions in the public sector and leading global corporate enterprises.

Unique Partners team members and business partners have significant experience in innovation and managing disruptive change from emerging technologies. This is one of our key differentiators and innovation in professional services is a core objective for Ubique Partners.

Skills, Experience and Services

Ubique Partners is imminently qualified to provide Procurement Advisory Services and has market leaders in Procurement Advisory that have acted for both public and private sector clients. Importantly for Government and Government Trading Enterprises, Ubique Partners brings deep private sector insights and understands private sector drivers and commercial frameworks.

Ubique team members offer the following Procurement Advisory Services (including contestability/outsourcing, PPPs and 'traditional procurement', and ICT/IT systems):

- Business Cases
 - Problem identification and definition
 - Market soundings – informal and formal
 - Options definition and selection – using a multi-criteria selection approach
 - Financial, commercial and legal analysis / structuring
 - Business case drafting; Overall project management
 - Subsequent project definition assistance
 - Stakeholder management and communications.
- Procurement strategy development
 - Procurement and funding options assessment

- Development of Procurement Plans
- Market soundings – informal and formal.
- Procurement process support
 - Lead advisory – transaction, commercial, financial and legal
 - Bidder identification and approach
 - Drafting transaction documents - Expressions of Interest, Request for Tender and commercial and financial input into Project Agreements / Contracts
 - Transaction management – bidder engagement, due diligence, management presentations; Development of evaluation criteria and evaluation plans.
 - Bid evaluation; stakeholder management and reporting
 - Support from origination through to financial close, including development of negotiating strategies and support through contractual negotiations.

Key clients served include: WA Port Authorities; WA Universities; Department of Transport; Department of Treasury; Private sector investors and developers – Brookfield Multiplex, Cappella Capital and other large corporates; Western Power; Other Australian governments.

Industry Certifications and/or Qualifications Relevant to the Category

- Relevant Ubique Partner team members hold the Chartered Accountant certification from the Institute of Chartered Accountants. Team members are also certified by or affiliated with Senior Certified Professional, Australian Computer Society and the Information Systems Audit and Control Association.
- Ubique Partners team members hold a combination of bachelor and master levels degrees in commerce, economics, public infrastructure and law and many have completed MBAs and the Company Directors course (AICD). Several team members are admitted to practice law in several jurisdictions in Australia.

Industry Partners or Affiliations

Refer associations above.

William Buck

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About Us

William Buck is a leading consulting firm with a proud 120 year history. While we are a firm of Chartered Accountants we have a growing reputation for delivering value driven audit and assurance engagements across the private and public sector.

We invest heavily in our people and have a team of public sector audit experts to ensure we provide the best possible services to our WA State and Local Government clients.

While we are part of a National network and we have the ability to draw upon the knowledge and experience of team members throughout Australasia, William Buck Consulting (WA) Pty Ltd, based in South Perth would be responsible for delivering services under CUA AFA2018. The Directors of William Buck Consulting (WA) Pty Ltd have established a governance framework that promotes our strategic objectives and our focus on “changing lives”. This allows our business units to share knowledge, skills and experience, maximising our capacity to respond to our client’s needs.

Procurement Advisory Services

Our Audit and Assurance team provides procurement advisory services through our internal audit function to a range of State and Local Government entities.

Skills, Experience and Services

Our internal audit team also provides Procurement Advisory Services. Our internal audit managers have a comprehensive understanding of State Government Procurement rules including State Supply Commission (“SSC”) Policy and other State Government purchasing requirements including the Treasurers Instructions (“TI’s”). Our team understands the need to ensure procurement and contract management is transparent, fair and equitable and provides value for money.

We provide our clients with a detailed assessment of their procurement and contract management processes incorporating an analysis of the following:

- Our clients’ policies, procedures and guidelines to ensure these define and document processes and practices for procurement, contract management and purchasing;
- Our clients’ procurement practices to ensure effective competition and determine whether suppliers are selected based on value for money;
- Processes for identifying conflicts of interest and the controls in place for ensuring resulting risks are managed;
- Use of relevant Common Use Arrangements or supplier panels;
- Processes for ensuring goods and services are purchased or contracts are awarded based on clearly defined criteria relating to our clients’ business requirements;

- Roles and responsibilities for contract management are clearly defined and communicated;
- Contractor performance is monitored on an ongoing basis and non-compliance with the terms of the contract are identified, escalated and addressed; and
- A register of contracts is in place identifying the value, term, extension periods and details of contract managers.

By analysing each of these key areas we are able to assess compliance with relevant legislation, policy or guidelines as well as the effectiveness of procurement processes for ensuring an organisation receives the most suitable product at the best possible price.

We currently provide annual Department of Finance, State Supply Commission Procurement Internal Audit Services for several State Government agencies. We also recently completed a comprehensive procurement review and contract management review for a Metropolitan Council.

Industry Certifications and/or Qualifications Relevant to the Category

- Our Director Audit and Assurance is a Registered Company Auditor, has a Bachelor of Commerce and is a Chartered Accountant (Institute of Chartered Accountants Australia and New Zealand) and Fellow Governance Institute of Australia.
- Our Internal Audit Managers are both Chartered Accountants (Institute of Chartered Accountants Australia and New Zealand) and are members of the Institute of Internal Auditors.
- Our External Audit Manager and Supervisors are Chartered Accountants (Institute of Chartered Accountants Australia and New Zealand).

Industry Partners or Affiliations

- Institute of Chartered Accountants Australia and New Zealand (ICAAANZ).
- Certified Practising Accountants (CPA) Australia.
- Association of Chartered Certified Accountants
- Institute of Internal Auditors.
- Governance Institute of Australia

Zed Management Consulting Australia



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About Us

The depth and breadth of ZEDs procurement advisory capabilities is evident through the vast operational experience our staff have. ZED has numerous procurement specialists with over 15 years each of procurement experience across a range of public and private sector organisations.

ZEDs capability was recognised by the NT Department of Business who engaged ZED to assist in the reframing and enhancing of the Territory's Procurement Governance Policy and Procurement Rules. These critical documents established a Territory-wide Framework for use by all government agencies and staff and incorporated: Procurement Principles and Rules, Procurement Lifecycle approach (including tools, guides and templates) and the Government's Procurement Governance Model. The documents were formally released on 1st July 2017 and are now mandated policy across the NT Government. These enhanced policies will drive significant reform of practices and processes in relation to grants management and procurement practices across the Territory which will in turn lead to greater efficiencies and effectiveness.

ZED has also assisted a wide range of clients develop business cases that involved the consideration of two or more potential options and includes associated analysis (financial and budgetary; operational ability/readiness; business maturity generally; social, environmental and political feasibility; and human resource impact).

Our proven experience in this area includes assessing the feasibility of introducing an electronic bedside information system across a State public health system at the cost of several million dollars; reviewing the impact of the NDIS and providing advice to clients about its impact on the nature and type of services to be delivered into the future; reviewing the ongoing need for a program that was due to be de-funded; and developing a detailed business case relating to the introduction of an electronic health record with potential whole of life costs exceeding \$450 million.

ZED has provided procurement advisory services to a wide range of clients including: SA Health, NT Health, SA Department for Education and Child Development, NT Department of Business, NT Department of Children and Families.

Skills, Experience and Services

Business case development, business case review, strategy, strategic planning, strategic analysis, procurement, procurement strategy, procurement transformation, procurement functional review, capability assessment, current state analysis, procurement framework development, procurement template and documentation development, needs and feasibility assessments.

Industry Certifications and/or Qualifications Relevant to the Category

- Graduate Diploma of Purchasing and Supply, Chartered Institute of Purchasing and Supply
- Certified Lean Six Sigma Green Belt, Ecole Centrale Paris
- Certificate IV in Project Management