



Web section 10

Consultancies (DMO)

This section contains additional detailed information, further to that contained in the print version of the *Defence Annual Report 2006–07*.

Web Table 10.1 shows a breakdown of the 86 consultancy services by method of procurement and reason for engagement and as a percentage comparison.

Web Table 10.1—Breakdown of consultancy services

Method of Procurement	Number of Contracts	Contract Value \$ ^[a]	Percentage
Open Tender	2	286,336	2
Select Tender	10	482,398	12
Direct Sourcing	44	7,178,713	51
Panel	30	3,918,248	35
Total	86	11,865,695	100

Note

1. Inclusive of GST

Web Table 10.2 provides details of the 86 consultancy contracts let in 2006–07, that had a total individual contract value of \$10,000 or more (inclusive of GST). The total value of these contracts was \$11.8m.

Web Table 10.2—Consultancy services let during 2006-07, of total contract value of \$10,000 or more (inclusive of GST)

Company Name	Description	Contract Value \$	Selection Process	Justification
Airborne Early Warning and Control Program				
GJP PROJECT MANAGEMENT SERVICE	Systems Engineering Support	241,626	Panel	B
Total Airborne Early Warning and Control Program		241,626		
Aerospace Systems Division				
Codarra Advanced Systems	SPA Engineering Audit Services	86,400	Select Tender	B
Saab Systems Pty Ltd	Industry Scoping Study	154,000	Direct Sourcing	B
Raytheon Australia Pty Ltd	Industry Scoping Study	165,000	Direct Sourcing	B
Thales Australia	Industry Scoping Study	165,000	Direct Sourcing	B
BAE Systems Australia Ltd	Industry Scoping Study	165,000	Direct Sourcing	B
Nova Aerospace	Tranche 2	34,870	Select Tender	A
Total Aerospace Systems Division		770,270		

Web Table 10.2 continued

Company Name	Description	Contract Value \$	Selection Process	Justification
Air Warfare Destroyer Program				
GHD Pty Ltd	AWD Infrastructure Study	133,054	Direct Sourcing	B
Total Warfare Destroyer Program		133,054		
Electronic and Weapon Systems Division				
Department of Defence	EO S&T Sustainment performed by DSTO	288,000	Direct Sourcing	C
Infococus	Consultancy services	99,970	Panel	B
KPMG	Consultancy services	68,864	Panel	B
Pacific Aerospace Consulting	Consultance Service AIR5409PH1	67,659	Direct Sourcing	A
SAHA International	Proposal for Technical support for GWEO	46,200	Direct Sourcing	A
PLM Services	NEXUS Planning & Requirement	82,498	Panel	A
Intel Australia	NEXUS Project Server Installation	65,000	Panel	A
Jacobs Aust	Review Tech Integrity of EO	84,889	Panel	A
Nova Aerospace	Review Tech Integrity of EO	195,937	Panel	A
Kinetic Defence	Consultancy services	178,159	Panel	B
Ernst & Young	Consultancy services	159,092	Direct Sourcing	B
SAHA International	Provide Program & Project Management Support	69,500	Direct Sourcing	A
National Project Consultants	Preparation CSIR Pt. 1 Office Accom GWEO	44,800	Direct Sourcing	B
Hudson Global Resources	Recruitment Fee - DMO PROVISION and advertising costs	25,240	Direct Sourcing	B
People Oriented Systems	Support Service NEXUS	19,263	Panel	A
Inquiry P/L	Consultancy services	28,491	Panel	B
Quantum Edge PTY LTD	provide consultancy services in support of EWSD Strategic Plan implementation	110,000	Panel	B
APP	Project Phoenix Management Service	74,100	Direct Sourcing	A
Planpower Pty Ltd	Pegasus Renewal Program Planning	170,961	Direct Sourcing	B
DMO-DSTO	Provision of Scientific Support to GWEO	315,000	Direct Sourcing	A
Phillips Fox	Legal advice Stonefish exercise mine	27,050	Direct Sourcing	A
Raytheon	Consultancy services	251,167	Panel	B
Comm Design Management	Consultancy services	176,891	Panel	B
Codarra	Consultancy services	253,440	Panel	B
Winning Attitudes & Solutions	Provision Specialised Recruitment GWEO	79,250	Direct Sourcing	B

Web Table 10.2 continued

Company Name	Description	Contract Value \$	Selection Process	Justification
CXC Consulting	Provision Cultural Change Services GWEO	407,369	Direct Sourcing	B
Booz Allen Hamilton	Consultancy services	193,336	Open Tender	B
Kate Woodley	Provide Consultancy to Pegasus Program	79,950	Direct Sourcing	B
Inquirion P/L	Consultancy services	136,000	Panel	B
Ausglyn Pty Ltd	Develop Training Framework for GWEO	26,591	Select Tender	B
APP Corporation	Provision of Support to Nexus	79,650	Direct Sourcing	A
Raytheon	Consultancy services	197,340	Panel	B
Booz Allen Hamilton	Consultancy services	128,700	Panel	B
Max Shaday	Provision of Specialist Training Management	65,455	Select Tender	B
Securetest Pty Ltd	Deliver Psychometric Assesments for APS6-EL2's as part of recruitment processes	50,400	Select Tender	B
Hudson Global Resources	Provision of contractor resources to underpin the GWEO Renewal Program	24,000	Select Tender	B
Comnnell Wagner	Consultancy services	13,119	Panel	B
Novare Professional Services	Review Technical Integrity of EO Items	481,165	Direct Sourcing	A
Nova Aerospace	Review of Technical Integrity of EO Items or Families of Items	172,370	Panel	A
Nova Aerospace	Review of Technical Integrity of EO Items or Families of Items	54,495	Panel	A
Jacobs Australia	Technical Recovery Activity - Various Items	270,531	Panel	A
Sun Microsystems	Consultancy services	255,475	Direct Sourcing	B
SAHA International	Specialised workforce planning for GWEO	295,455	Direct Sourcing	B
Ausglyn Pty Ltd	Devel Training Prog Engineering Personnel GWEO	68,182	Select Tender	B
Hutchinson Communications	Consultancy services	16,707	Panel	B
Active Recruitment	Develop Recruit Call Centre - GWEO DEOH	45,144	Select Tender	B
Greythorn Pty Ltd	Provision of IT Training Database - GWEO	19,500	Select Tender	B
Lockheed Martin	Consultancy services	19,904	Panel	B
APP Corporation Pty Ltd	Strategic Development Project Planner for GWEO Rearchitecture	174,545	Panel	A
APP Corporation Pty Ltd	Project Communications/ Mentoring Support	32,000	Direct Sourcing	B
Total Electronic and Weapon Systems Division		6,288,804		

Web Table 10.2 continued

Company Name	Description	Contract Value \$	Selection Process	Justification
Industry Division				
Palm Consulting	Facilitation and reporting of Industry Division Planning Week	61,857	Select Tender	B
Total Industry Division		61,857		
Land Systems Division				
Quickfire Engineering	Specialised Engineering Services	47,124	Direct Sourcing	B
Total Land Systems Division		47,124		
Maritime Systems Division				
Clayton Utz	Legal Services for Extremely High Frequency, Extension of Life Capability and Return to Deep Diving Depth	427,007	Panel	B
Connell Wagner P/L	sustainment Support Services	13,260	Direct Sourcing	A
BROADLEAF CAPITAL I	Insurance and Liability risk assessments	27,475	Direct sourcing	B
Australian Government Solicitors	Legal advise regarding the disposal of Royal Australian Navy Patrol boats	28,935	Direct Sourcing	B
BALL SOLUTIONS GROUP	Provision of Professional Service Provider Services for Radar Projects	289,000	Direct sourcing	B
Tilforth Consulting	Contracting Workshop	29,258	Direct Sourcing	B
ENS International	Contract Negotiation Support for SEA01401PH3	54,161	Direct Sourcing	B
Deloitte	Financial Assitance with Reconciliation of Projects	385,000	Direct Sourcing	B
BMT Defence Services (Australia)	Safety Case	120,521	Panel	B
Clayton Utz	Legal Professional Services	60,373	Direct sourcing	A
Clayton Utz	Legal Services for Return to Deep Diving Depth	76,883	Panel	A
Phillips Fox Sydney	Provide Legal Services for Thales Sonar In Service Support Contract Negotiations for MCDSPO	113,988	Panel	B
Clayton utz	Disposal/Sale of ex HMAS Westralia	50,263	Direct sourcing	B
Australian Government Solicitors	Legal Advice for SEA01401PH3	14,995	Direct Sourcing	B
Wizdom Australia Pty Ltd	MCDSPO Business Plan Development	84,700	Direct Sourcing	B
KAZ Group Limited	To provide a senior consultant to assist in the creation of a Project Definition for the implementation of CMT at the MCDSPO WOR order 363 refers	45,566	Direct Sourcing	A

Web Table 10.2 continued

Company Name	Description	Contract Value \$	Selection Process	Justification
CAPGEMINI PTY LTD	Submission to engage DMOSS consultant to review and establish value for money SIMS/SIS to AMPS/CMT migration (SAMS) project.	93,000	Open Tender	C
Australian Government Solicitors	Legal Advice for SEA01401PH2	787,239	Direct Sourcing	B
Clayton Utz	Legal Services	75,856	Panel	B
Clayton Utz	Legal Services for Propulsion control Reference System	64,086	Panel	B
AMOG Consulting	Risk assessment for retention of NAFS-III on MHC	24,602	Direct Sourcing	B
David Miers and Associates	Provide Safety Audit Services	657,682	Direct Sourcing	B
IMAG Australia Pty Ltd	Undertake work IAW the Statement of Work for SCHEMA V2.2	32,920	Direct Sourcing	A
IMAG Australia Pty Ltd	Annual Maintenance Fee for the Ematrix System	49,782	Direct Sourcing	A
Walter Turnbull P/L	Line 1,2: Finance MSD Renewal. Line 3 Earned Value Management	605,002	Direct sourcing	A
Total Maritime Systems Division		4,211,554		
New Air Combat Capability				
Ball Solutions	Support to JSF Industry Team	111,408	Direct Sourcing	B
Total New Air Combat Capability		111,408		

Web Table 10.3—Methods of procurement

Open Tender	A procurement procedure in which a request for tender is published inviting all businesses that satisfy the conditions for participation to submit tenders.
Select Tender	A procurement procedure in which the procuring agency selects which potential suppliers are invited to submit tenders in accordance with the mandatory procurement procedures.
Direct Sourcing	A procurement process, available only under certain defined circumstances, in which an agency may contact a single potential supplier or suppliers of its choice and for which conditions for direct sourcing apply under the mandatory procurement procedures.
Panel	An arrangement under which a number of suppliers, usually selected through a single procurement process, may each supply property or services to an agency as specified in the panel arrangement.

Reasons for engagement

- A. Skills currently unavailable within agency
- B. Need for specialised or professional skills
- C. Need for independent research or assessment