



Australian Government

Austrade

Consultancies listing for 2009-2010 Financial Year

In accordance with section 12(6) and Attachment D to the Requirements for Annual Reports for Departments, Executive Agencies and FMA Act Bodies dated 23 June 2010, the following table sets out consultancy contracts entered into by AUSTRADE which have been identified as Consultancies for Annual Reporting Purposes in accordance with FMG No. 15 and which:

- (a) are services that involve the development of an intellectual output that assists with agency decision-making; and / or
- (b) are contracts where the output reflects the independent views of the service provider.

Summary of AUSTRADE policy on the selection and engagement of consultants:

AUSTRADE procurement policies including those relating to the engagement of consultants are in accordance with the Commonwealth Procurement Guidelines. AUSTRADE's policy is outlined within the Austrade's Procurement Guidelines (APGs). Section 11 of the APGs provide guidance on 'distinguishing a Consultancy from a Non-Consultancy Contract'. This section is based on the information provided in the Department of Finance and Administration's Financial Management Guidance No. 15 – Guidance on Identifying Consultancies for Annual Reporting Purposes, July 2007.

The selection of a consultant requires the AUSTRADE contract administrator to answer 'yes' to each of the sequential questions detailed below:

- (a) - Does the contract involve the development of an intellectual output that assists with Agency decision-making?
- (b) - Does the intellectual output represent the independent views of the service provider (as opposed to the Agency's views)?
- (c) - Is the intellectual output the sole or majority element of the contract, in terms of value relative and importance?

Note: If the contract administrator's answer is 'no' to any of the above questions, then the agreement is not a consultancy contract and an alternative form of contractual arrangement is applicable. Selection procedures for the engagement of consultants are conducted in accordance with the Commonwealth Procurement Guidelines.

The main categories of purposes for which consultants are engaged are:

- Skills currently unavailable within Agency
- Need for specialised or professional skills
- Need for independent research or assessment

Consultant Name	Description	Contract Price	Selection Process (1)	Justification (2)
TDI Consultancy	Design and Development: Senior Management Executive Protection (SMEP) course.	\$40,810.00	Direct	B
Access Economics Pty Ltd	Review and Update 2004 Report: Benefits of FDI to Australian economy.	\$32,313.60	Direct	B
Dyscall Pty Ltd	EMDG Update: Revisit 2008 surveys and 2009 report; assist with preparation of report for framing new policy for EMDG scheme 2009-10 budget.	\$15,400.00	Direct	A
KPMG (Canberra)	Prepare Report: Impact of EMDG on exports and export demand.	\$27,500.00	Direct	C
International Economics Pty Ltd T/A Centre for International Economics	Evaluation: Net value and additionality Austrade's trade activities (excluding EMDG) to Australian economy, including estimated budgetary impact at Commonwealth level.	\$30,250.00	Direct	C
Jakeman Business Solutions Ltd	Review Austrade Business Activities from Security Risk Perspective.	\$47,850.00	Direct	B
Accenture Australia Holdings Pty Ltd	Assist in identifying, evaluating and recommending a suitable solution to ensure an efficient and effective Enterprise Management Suite/Toolset.	\$57,085.60	Select	A
Wallis Consulting Group Pty Ltd	Undertake targeted survey EMDG clients: Productivity and Spillover Effects Questions: Tabulate results.	\$10,978.00	Direct	B
Excelerated Consulting Pty Limited	Ongoing support for TM1 Applications.	\$110,000.00	Direct	B
Mr Simson Hasker	Scoping Study: Agribusiness Opportunities: Pakistan	\$76,857.00	Direct	B
Southern Cross Computing	Technical Support: SAP Upgrade	\$88,000.00	Direct	B
O'Hanlon Advisory	Analytics Advisory: Diagnostic Report, Recommended Improvements Report: EMDG	\$10,725.00	Direct	C
Bayliss Associates Pty Ltd	Consulting Services to STC Moscow: Business planning, operational activities and general management	\$12,672.00	Direct	B
Private Individual	Consultancy Agreement: Preparation/Facilitation EMEA Conference: Germany: April 2010	\$10,682.00	Direct	B
CBA Consulting Group Ltd	Consultancy Services: Strategic Analysis: Regional Forward Operations report.	\$22,000.00	Open	B
Bayliss Associates Pty Ltd	Consultancy: Options Paper: Expansion and Diversification Trade and Investment: Pacific Region.	\$60,500.00	Direct	C
Ernst & Young	Consultancy Services: Advice on refining performance measurement frameworks.	\$10,769.00	Direct	B
Grant Thornton LLP	Tax consulting services.	\$16,810.00	Direct	A

PS2 Pty Ltd	Preparation/Delivery Workshops: ASEAN Investment Strategy and ASEAN Role definition. Review SEASAP Region industry approach.	\$78,000.00	Direct	B
CBA Consulting Group Ltd	Plan/Design/Develop: On-Line Training Modules	\$56,500.00	Direct	B
RM International Pty Ltd	Benchmarking Review: Grant Application Process (EMDG)	\$30,500.00	Direct	B
Accenture Australia Holdings Pty Ltd	Analysis and design: EMDG Information Systems Suite replacement.	\$285,720.60	Select	B
Accenture Australia Holdings Pty Ltd	Development Upgrade Release 1/Analysis and prototyping Functionality...	\$376,600.40	Select	B

Notes:

(1) Explanation of selection process terms drawn from the Commonwealth Procurement Guidelines (December 2008):

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. Public tenders are generally sought from the Australian Government AusTender internet site.

Select Tender: A procurement procedure in which the procuring agency selects which potential suppliers are invited to submit tenders (this includes tenders submitted through Multi Use Lists). This procurement process may only be used under certain defined circumstances.

Direct Sourcing: A form of restricted tendering, available only under certain defined circumstances, with a single potential supplier or suppliers being invited to bid because of their unique expertise and/or their special ability to supply the goods and/or services sought.

Panel: An arrangement under which a number of suppliers, initially selected through an open tender process, may each supply property or services to an agency as specified in the panel arrangements. Quotes are sought from suppliers that have pre-qualified on the agency panels to supply to the government. This category includes standing offers and supplier panels where the supply of goods and services may be provided for a pre-determined length of time, usually at a pre-arranged

(2) Justification for decision to use consultancy:

A – skills currently unavailable within agency

B – need for specialised or professional skills

C – need for independent research or assessment

