

Consultancy Contracts for the 2004/2005 Financial Year

No.	Vendor/Supplier Name	Description of Services	Budget/ Contract Value (\$)
1	Acumen Alliance	Four step assignment	29,700
2	Anne-Marie Flynn Event Co	Event Management Consulting	25,277
3	Antipodium	Specialist Fashion PR for Australian Style in London	5,640
4	Anton Dell	Research and advice - fashion industry, London	19,680
5	Atheta	Development of pathways coaching tool	10,510
6	Atheta	Customer marketing, facilitation and development	2,780
7	Atheta	Pathways coaching tool additional design	3,574
8	Atheta	Marketing for pathways coaching tool	2,771
9	BACKSTAGE	Professional advise and production services for events	10,584
10	Bayliss Associates	Produce data sheets	5,500
11	Beasley Intercultural	Thailand Marketing Message	15,400
12	Beasley Intercultural	Return to Australia program	1,500
13	Belinda Everingham	Industry Issues - Research	13,062
14	Belinda Everingham	Industry Issues - Presentation and Memorandum	2,750
15	Boomerang	Delivery of the Professional Services Campaign	2,751
16	BOS Global	Market Research, ICT sector	1,790
17	BOS Global	Website content, ICT sector	3,708
18	BOS Global	Market Research, ICT sector	1,051
19	Bullaburra	Coaching and Facilitation Services	24,675
20	Bullaburra	Coaching and Facilitation Services	15,237
21	Calvin Consulting	Coaching content development, ICT sector	1,533
22	Catamaran Partnership	Coaching content development, ICT sector	3,574
23	Catamaran Partnership	Market Research, ICT sector	572
24	Catamaran Partnership	Market Research	704
25	Cate Carrigan Media	Speechwriter	1,818
26	Cathy Cole	CBS Training	45,000
27	CBA Consulting	Industry Focus Project	30,326
28	CBA Consulting	Industry Focus Project	16,542
29	CBA Consulting	Industry Focus Project	12,068
30	CBA Consulting	Advice on Industry Team Structure in US	25,086
31	Citypress Manchester	PR Services for BCA launch	4,680
32	Warlock Communications	Specialist freight consultancy	8,820
33	Warlock Communications	Logistics advice	2,808
34	CPR Communications & Public Relations	Case Studies	3,686
35	Verulum Publishing	Assistance with London Book Fair	4,859
36	David Penglase	Facilitation Services, Export Advisors Conference	16,500
37	Deloitte Touche Tohmatsu	Professional Services	37,730
38	Deloitte Touche Tohmatsu	Administrative Accountability Review	65,260
39	Dezignquest	Website design	1,600
40	Diana Brock	Research and review of operations, Italy	9,876
41	Directioneering	Career transition program	5,000
42	Duncan Armitage	Design and present two workshops	11,200
43	Editor Group	Professional Services	14,180
44	Elcom Technology	Website development, Business Club Australia	45,000
45	Elcom Technology	Ongoing website support and maintenance	150,000
46	Elcom Technology	Ongoing website support and maintenance.	50,000
47	E-Marketing Matters	Marketing Database Consulting	36,490
48	Empyrean Group	IT Expert Panel Services	10,545
49	Empyrean Group	IT Expert Panel Services	14,027
50	Empyrean Group	Market Sector Opportunity Analysis	19,463
51	Enilorac	Professional Services	88,813
52	Evolution 7	Web Development	7,260
53	Excelerated	TM1 support and development services	100,241
54	Export Solutions	Business matching services, Biotechnology	5,995
55	Faulks	Professional Services, Australian Export Awards	1,210
56	Fifty50	Customer marketing - facilitation, development and design	2,780
57	FreshMinds	Review of processes for connecting with customers	8,758
58	FreshMinds	Customer Connect Program	17,371
59	FutureBrand FHA Pty Ltd	BCA Branding Identity	17,414
60	Geoff Alford Research Services	2005 Staff feedback program	72,903
61	George Pace, Malta	Marketing consultancy services in Malta	26,871

62	Gill Gledhill	Delivery of seminar,fashion sector	2,040
63	Giuffrida Bragadin	Research and advice, Milan fashion industry	4,280
64	Glass Box	Media Training	705
65	Global Educational Network	Case studies feature articles and press releases.	3,000
66	Grant Dixon	Review of work force planning	8,850
67	Grant Dixon and Duncan Armitage	HR Services	44,250
68	Gully International Pty Ltd	Media consultancy services	59,062
69	Hannover Fairs Australia	Exhibition	6,000
70	Hansen and Searson Executive Search	Executive search services	16,213
71	Haralanbous Dowse and Associates	Property training services	3,700
72	Hays Executive	Executive search services	18,000
73	Heidrick and Struggles	Executive search services	36,960
74	Hodgkinson McInnes Pappas	Workshop presentations	2,000
75	Horton International Pty Ltd	Executive search services	23,126
76	Hothouse Interactive	Independent review of website	15,000
77	IconZest London 040405	Facilitation of marketing specification workshop	5,709
78	IMA Asia Pty Ltd	Speaker at Export Conference	1,500
79	Impact Employee Communications	Employee communication services	110,000
80	Impact Learning and Development	Security training services	43,000
81	Indecs Markets	Consultancy Services	9,900
82	Indecs Markets	Consultancy Services	8,250
83	International Training Concepts	Executive coaching services	3,893
84	Jakeman Business Solutions	Security vetting services	7,840
85	Jasmine Hall Consulting	Media work for BCA success stories.	701
86	Jdrlegal Pty Ltd	Briefs and discussion forums re USFTA	20,000
87	John Sutton	Professional services, Export Awards	3,900
88	Judy Kendrick Marketing	Public relations and database services, Scotland	5,661
89	Judy Kendrick Marketing	Public relations and database services, London	5,674
90	Kathleen Ann & Associates	Direct marketing activities	28,000
91	Kathleen Ann & Associates	Direct marketing activities	14,000
92	Klara Henderson	Strategy development	27,000
93	KPMG	Risk Management Services	48,900
94	KPMG	Forecasting and accrual budgeting support	31,020
95	L & L Design & Production Pty Ltd	Assistance with Client Handbook	22,311
96	La Grange Communications	Media Services, Pathways interviews	15,000
97	Len Early Pty Ltd	External accountability advice	9,100
98	Lightfoot Associates	Professional Services	16,500
99	Lisa Mackenzie, Elmac Events	Specialist Event Manager for Aust Style	4,800
100	Louise H Genge	Marketing consultancy services	38,175
101	Macquarie Marketing Group Pty Ltd	Training and development services	37,500
102	Macquarie Marketing Group Pty Ltd	Development of CRM presentation	5,500
103	Margaret Tabone	Visual Arts consultancy services	4,000
104	Martel IT	Professional Services, British Education Technology Show	9,736
105	Massimo Pernicone	Articles for Austrade's local wine website, Milan	1,778
106	Matt Church Pty Ltd	Assistance with Export Advisers Conference	8,500
107	Media Monitors Australia Pty Ltd	Media monitoring	118,249
108	Mercer Human Resource Consulting	HR Services	38,115
109	Mike Staniland and Associates	Review of travel arrangements	10,000
110	Newspoll Market Research	Community Awareness Study	22,420
111	Northern Lights PR	Public Relations Services, Manchester	1,838
112	Novalys	Professional Services	4,183
113	Overton Clarke Australia	Knowledge Management, Americas	25,344
114	Tim Overton Clarke	Information management, NEA	60,000
115	PC Consulting	Negotiation of an MOU	1,500
116	Perocin	Hosting client information	22,909
117	Peter Jollie	Consultancy Services	121,989
118	Phipps Holdings	Corporate and Operational Planning Services	16,119
119	Pride Power Australia	Speaker at Export Conference	5,000
120	Principals Pty Ltd	Consultancy Services	4,800
121	Profile Ray Berndtson	Executive Search Services	50,743
122	PSI Consulting	Probity plan	12,760
123	PTD Consulting	Project management	33,750
124	Publicity Ratings	Media Analysis	26,311
125	PWC	Cost review - Travel	44,102
126	PWC	Cost review - Marketing	15,000

127	R. J. Macdonald Corporate Communications Pty Ltd	Public awareness campaign of Austrade, QLD	21,648
128	Rann Communications	IBW Consultancy	10,859
129	Recruitment Management Company	Professional Recruitment Services	493
130	Recruitment Management Company	Professional Recruitment Services	411
131	Risk Mangement Partners	Review of insurance arrangements	50,000
132	RMIT International Pty Ltd	Workshop presentations	5,600
133	Royal Melbourne Institute of Technology	Language course	10,200
134	S2 Intelligence	Research and analysis, e-business	38,000
135	Salmat Data Solutions	Marketing Database	57,369
136	Salt & Shein	Recruitment Services	27,367
137	Sandra Bull	Assistance with various projects	5,628
138	Schedvin Consulting	History of the Australian Trade Commission Service	23,173
139	Sector Research Pty Ltd	Marketing Database development and project	48,000
140	Sector Research Pty Ltd	Marketing Database development and project	71,000
141	Sinclair Knight Merz	Enterprise Security Risk Assessment	7,731
142	Sinclair Knight Merz	Security Services, overseas	7,731
143	Singleton Ogilvy One Pty Ltd	Advertising Agency Fees	3,686
144	Sonik Interior Contracting	Property Services	39,359
145	Spherion Technology Solutions	Review IT strategic plan	36,000
146	SRM Australia	Security Services, overseas	2,992
147	Stace Management	Corporate Plan 2005-2006 project and facilitation	17,480
148	Stace Management Networks	Facilitation services and workshop development, SM&C	11,000
149	Stratsec.net Pty Ltd	Assistance with the FedLink Self review Process	13,200
150	Susan Rae	Business Development and Austrade representation	30,000
151	Swale Hynes Consulting	Perth Property Review	13,375
152	Tailor Made Solutions	Executive coaching services	56,608
153	Tequila	Advertising Agency Fees	104,058
154	The Centre for International Economics	Consultancy Services	256,970
155	The Content Group	Marketing & Communications Services, BCA	85,328
156	The Learning Group	Training and development services, FTA	6,250
157	The M Factor	Industry Capability content development	16,000
158	The Stephenson Partnership	Executive coaching services	7,130
159	Think Smart Consulting	Strategic planning assistance	26,000
160	Trilogy Films	Video post production services	26,709
161	United KFPW HR Services	Assistance with pre-posting workshops	2,470
162	United KFPW HR Services	Workshop presentations	2,470
163	Vivid Learning	Facilitate seminar series	8,610
164	Wai Lan (Alice) Jim	Export and investment development services	10,494
165	Wai Lan (Alice) Jim	Export and investment development services	67,200
166	Wallis Consulting	Service Restructure and Branding	87,362
167	Wallis Consulting Group	Market research	19,650
168	Wallis Consulting Group	Market research	46,325
169	Wallis Consulting Group	Survey	47,994
170	Wallis Consulting Group Pty Ltd	Annual Client Satisfaction and Improvement Survey	118,280
171	Warren Adnah Wilton	Consultancy Services	5,561
172	Web Development Group	Copy Writing	9,450
173	Westbury Communiations	Public Relations and Database Services	4,867
174	What Management	Market research	10,000
175	Wheatstone Consulting Pty Ltd	Strategy development for ICT	3,043
176	Wheatstone Consulting	Market assessment, ICT sector	1,024
177	Wheatstone Consulting	Market assessment, ICT sector	996
178	Wheatstone Consulting	Market assessment, ICT sector	1,050
179	Wheatstone Consulting	Market assessment, ICT sector	1,014
180	Wordwallah	Case Studies	14,500
181	Young@Art	Presentation Production Support	1,500
		TOTAL	4,223,888

Assumptions:

1. Where available, the actual amounts paid to each vendor have been included; otherwise the contract value has been used.
2. Contracts extending beyond 04/05 have been pro-rata'd using actual data where available; otherwise a pro-rata value has been estimated.
3. Contracts entered into before 04/05 have not been used.
4. The values are GST exclusive where known.