



***Developing innovative, performance-optimising solutions to complex government and industry procurement and commercial requirements.***

## Practice Overview

Our Strategic Procurement and Commercial Management practice comprises a dedicated and highly experienced team of industry professionals that deliver the entire lifecycle of procurement and commercial management solutions to achieve enduring value for our clients. The practice supports our clients in achieving optimal outcomes from engagement with suppliers and delivering the organisational benefits from procurement and commercial management. We specialise in developing strategies and implementing models that allow for the engagement of long-term strategic partners with bespoke solutions that integrate with wider organisational strategy - from initial strategy development to management of source selection, negotiations, and support to supplier phase-in.

Our practice also provides tailored Export Control Framework services including Export Control Advisory, Technology Control Plans, Training and Strategic Advisory support.

Our Export Control experts have deep domain experience across Government policy sectors, including Defence and Defence industry.

Our team understands the nuances of Export Control Regimes within Australia, and overseas including the United Kingdom, European Union and United States of America.

We are experts in Australian government procurement practice and can provide practical guidance and support to new entrants seeking to work with Defence and the wider Australian Government – both state and Commonwealth.

**Elysium EPL has a very deep understanding of Commonwealth procurement policy, procedures, and practical implementation of Defence end-to-end procurement process, particularly in the maritime domain. Our practice specialists are skilled at identifying the needs and strategy for achieving key requirements, and instituting a fit-for-purpose enterprise arrangement to ensure the most effective benefits are realised from the procurement.**

Elysium EPL has supported a Federal Government client in the design and implementation of several bespoke supplier engagement models for the delivery of complex services to the value of more than \$5 billion. Elysium has also supported a range of other government and industry clients in solving complex procurement and commercial issues.

## Our Services



Commercial Strategy Development



Current State Enterprise Assessments



Approach to market drafting



Evaluations



Negotiations



Export Controls Framework and Advisory Services



Responding to approaches to markets



Contract Management Advice



Probity Advice



## Collaborative Mindset

Elysium EPL works collaboratively with our clients and their stakeholders to understand the requirements and the benefits sought to develop a comprehensive strategy for procurement; this includes understanding the relevant supplier market. We continue this collaboration to implement and manage the procurement process to select an appropriate supplier. Throughout this process we strive to apply Collaborative Working business management principles and associated relational contracting models where appropriate.

## Case Study

Elysium EPL staff were key contributors to the Regional Maintenance Centre reform undertaken for Navy which included the design and implementation of a series of relational contracts. These contracts implemented collaborative working into the long-term delivery of naval maintenance across Australia and support implementation of government industrial policies in Australia's regions.

Elysium was also key to the development and delivery of an innovative sustainment contract for Australia's most complex warships. This contract was designed with relational contracting principles and integrates with the Regional Maintenance Centre reform under Plan Galileo. [Read it at elysiumepl.com.au/strategicprocurementcasestudy](https://elysiumepl.com.au/strategicprocurementcasestudy).

## Practice Lead Joshua Choong



Joshua is experienced in delivering complex procurement and contracting initiatives. He has significant experience in working with a wide variety of stakeholders to deliver effective, innovative commercial solutions in complex environments. He has experience working across large projects in the Defence and technology sectors.

Joshua is an outcome-focused professional who enjoys working as a collaborative problem solver with his team and stakeholders to develop practical solutions for complex challenges.

Joshua's relevant qualifications are:

- Bachelor of Laws (Hons)
- Bachelor of Business Administration
- Graduate Diploma of Legal Practice
- Member of Institute for Collaborative Working (MICW)
- Director of Institute for Collaborative Working Australia

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## About us

Elysium EPL Pty Ltd is a small and growing Australian-owned professional services firm. Established in 2017, we now collaborate with a range of clients in Federal and State Governments, including Defence, Home Affairs, Australian Small Business and Family Enterprise Ombudsman (ASBFEO), Australian Federal Police, as well as Universities and Industry across several sectors.

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