

Strategic Procurement & Commercial Management



Elysium EPL Pty Ltd is an Australian owned management consultancy, established in 2017, that supports a range of clients in the Federal Government, State Government, and Private Sector. Building on our innovative thinking, deep subject matter expertise and collaborative working approach we develop comprehensive solutions that deliver enduring value to our clients.

Elysium EPL's **Strategic Procurement and Commercial Management** practice supports our clients in achieving optimal outcomes from engagement with suppliers and delivering the organisational benefits from procurement and commercial management.

We provide support for the entire lifecycle of strategic procurement and commercial management, from identifying the needs and strategy to achieving those requirements to instituting a fit for purpose enterprise arrangement to ensure the most effective benefits realisation from the procurement.

Elysium work collaboratively with our clients and their relevant stakeholders to understand the requirements and the benefits sought to develop a comprehensive strategy for the procurement, this includes understanding the relevant supplier market. This strategy informs the development of a detailed procurement implementation plan and the design/selection of the relevant engagement terms. We then work with our clients and relevant stakeholders to implement and manage the procurement process to select an appropriate source. This includes administrating the source selection process, supporting evaluations and negotiations, and designing the optimal organisation structure to realise the best outcomes from the procurement. We specialise in developing strategies and implementing models that allow for the engagement of long-term strategic partners through the application of Collaborative Working business management principles and associated relational contracting models.

Elysium also have significant expertise and experience in undertaking collaborative working resets for existing commercial relationships; undertaking complexity assessments to support individual procurements and governance of portfolios of procurements; developing and implementing organisational wide commercial management systems; building fit for purpose cost and pricing models; providing ongoing contract management, supplier relationship management and contract administration support and building

Elysium EPL's Strategic Procurement & 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.

Some examples of our track record

Elysium EPL has a multi-disciplined team with extensive experience in government, defence and industry sectors. Our expertise includes:

- **Design and Implementation organisational wide strategic procurements.** Elysium EPL staff were key contributors to the design and implementation of the Regional Maintenance Centre reform undertaken for Navy which included the design and implementation of a series of relational contracts implementing collaborative working into the long-term delivery of naval maintenance across Australia and supporting implementation of government industrial policy's in Australia's regions.





- **Design and implementation of supplier engagement models for complex services.** Elysium has supported a Federal Government client in the design and implementation of several novel supplier engagement models for the delivery of complex services to the value of more than \$5 billion. This has included delivery the entire lifecycle of procurement from initial strategy development to management of source section, negotiations, and support to supplier phase in.
- **Implementation of Collaborative Working Business management frameworks into supplier agreements.** Elysium has worked with clients to design and implement supplier engagement models around effective application of collaborative working principles and application of ISO 44001. This has included the design an implementation of a contract management framework and procedures to realise the benefits and support the implementation of Collaborative Working.
- **Implementing collaborative resets in existing supplier agreements.** Elysium personnel have undertaken several interventions for government and industry clients into existing supplier agreements where the relationships and behaviours of the parties has been delivering suboptimal performance. These interventions have resulted in rebase lining the behaviours, implementation of collaborative working principles and accurate undertaking by management on both sides as to the cause and solution for poor performance.

More Information

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