

STRATEGIC PROCUREMENT AND COMMERCIAL MANAGEMENT

Unlocking value and maximising potential.

Drawing on innovation, best practice and collaboration, we design, administer and implement commercial and procurement solutions that set organisations up for success long after we are gone.

Our speciality is collaborative contracting arrangements that establish, optimise and reset effective business relationships.



The Value We Bring



End-to-end procurement experts - from business case to acquisition, sustainment and disposal - with a proven track record delivering high value, complex government programs.



Specialists in collaborative contracting and commercial relationship resets, including NEC4 certification, Alliance Contracting and integration with ISO44001.



Tailored Export Control Framework services including Export Control Advisory, Technology Control Plans, Training and Strategic Advisory support



Joshua Choong, Lead

enquiries@elysiumepl.com.au • www.elysiumepl.com.au • 1300 709 250



Our Approach


We deliver tailored procurement and commercial solutions that align with your organisational objectives.


Our Services


 End-to-end procurement strategy design & execution

 Commercial Strategy Development


 Current State Enterprise and Relationship Assessments

 Approach to market document drafting

 Evaluations and Negotiations

 Collaborative Contracting

 Export Controls Framework and Advisory Services

 Bid support

 Contract Management Advice

 Probity Advice

Discover

We collaborate with clients and stakeholders to gain a clear understanding of the outcomes sought, and the requirements, benefits, stakeholders and broader market conditions to be factored in to the solution design.

Plan

A solution is devised to meet the commercial outcomes, that pulls on the necessary levers (such as collaborative contracting, transaction management, approaches to market etc) whilst navigating relevant policy requirements such as export controls and compliance.

Deploy

Working collaboratively with the client, we support implementation of the solution. This may include supplier selection and phase-in, development of effective collaborative contracts, and interventions to reset commercial relationships.

Case Study

Elysium EPL supported Defence with the end-to-end procurement process to implement new sustainment model for the Hobart class destroyers (DDG), amidst a climate of strategic reform under Plan Galileo.

Key to delivering this project was ensuring alignment with the principles of this reform, to ensure the DDG Capability Life Cycle Manager was fit-for-purpose, optimised to achieve the desired outcomes and set a new standard for Australian maritime sustainment frameworks.

Key Achievements



Developed the new arrangements, including strategy design and defining the market approach.



Supported the end-to-end procurement process, including drafting request documentation, evaluation, negotiation and phase-in.



There are now multiple long-term sustainment arrangements based on this work that will optimise the capability in an era of Continuous Naval Shipbuilding and an evolving strategic environment.