

APPENDIX

Consultancy services

Consistent with the Government's policy to focus available resources on core functions, and recognising the value of the different perspectives that consultants can bring to policy and operational issues, the department engages consultants where skills are currently unavailable in the department, there is a need for specialised or professional skills, or there is a need for independent research or assessment. All contracts (including consultancies) valued over \$10 000 entered into in Australia, or entered into overseas with an Australian supplier, are published in the Government's electronic gazettal system, AusTender (www.contracts.gov.au).

Selection processes

The process used for selecting consultants, both in Australia and at overseas posts, is consistent with the department's broader procurement policies and the *Commonwealth Procurement Guidelines—January 2005*, and is based on the principle of 'value for money'. Selection methods are as follows:

Open tender

Consultancies over \$80 000 (GST inclusive) are advertised in AusTender, the Government's electronic publishing service, and where deemed appropriate, in the print media, inviting all businesses that satisfy the conditions for participation to submit tenders. In Australia, open tenders are also advertised on the department's internet site (www.dfat.gov.au/tenders). Overseas, open tenders are advertised on the post's local website.

Select sourcing

A limited number of organisations or individuals are invited to submit tenders for particular consultancies in accordance with the mandatory procurement procedures (Commonwealth Procurement Guidelines). These firms are identified:

- through their expertise in a particular field
- as representing a particular cultural or other interest group
- as belonging to a multi-use list (consisting of pre-qualified potential suppliers that have satisfied the conditions for inclusion on the list, for example Government Endorsed Supplier Arrangement for IT services).

In Australia, select sourcing tenders are also advertised on the department's internet site for the information of any other supplier that believes it would be competitive in meeting the tender requirements.

Direct sourcing

A consultant is permitted to be sourced directly under certain special conditions as outlined in section 8 of the Commonwealth Procurement Guidelines.

Panel

An arrangement under which a number of suppliers, usually selected through a single procurement process, may each supply property or services to an agency as specified in the panel arrangements.

Consultancy services 2005–06

The following table lists all consultancy contracts let during the year to the value of \$10 000 or more (inclusive of GST, where applicable), including the contract price for the consultancy and the reason for the decision to engage consultancy services.

Consultant name	Description	Contract price*	Selection process	Reason
Abdoun Real Estate	Independent review of the property market—Amman	103 577	Select sourcing	B
Alliance Consulting Group	Independent review and report on the structure and delivery processes for overseas conditions of service	20 000	Select sourcing	C
Bligh Voller Nield	Project development services—Beijing	19 925	Select sourcing	B
CB Richard Ellis (Spain)	Independent review of the property market—Madrid	86 913	Select sourcing	B
CB Richard Ellis (Vietnam)	Independent review of the property market—Ho Chi Minh City	93 921	Select sourcing	B
Corrs Chambers Westgarth	Review of DFAT's contract with United Process Solutions (UPS) for the provision of property management services	20 000	Select sourcing	B
Dayamandiri Dharmakonsolindo	Review, design and consultation of locally engaged staff pension plan—Jakarta	10 175	Select sourcing	B
Department of Defence	Provide ballistic protection technical advice and assessment for tender requirements	20 000	Select sourcing	A
Doco Technology	Provide technical advisory services in respect of tender process for Australian regional television services	45 000	Direct sourcing	B
DTZ Zadelhoff Tie Leung International Property Advisors	Independent review of property market—Budapest	49 534	Select sourcing	B

Consultant name	Description	Contract price*	Selection process	Reason
Frank Advice International	Review and report on information resources on Latin American communities in Australia	18 450	Direct sourcing	B
Gartner Asia Pacific	Human Resource Management Information Systems business case consultancy	30 360	Direct sourcing	B
Gavin Anderson & Company	Provide secretariat services to Australia's three APEC Business Advisory Council members	1 812 342	Open tender	B
Grosvenor Management Consulting	Provide financial advisory services to tender board for Australian regional television services	26 000	Select sourcing	C
Jones Lang LaSalle (Korea)	Independent review of the property market—Seoul	215 585	Select sourcing	B
KPMG	Independent review of Overseas Property Office operations	41 690	Open tender	C
M.A.N Properties Real Estate Consultancy	Independent review of the property market—Tel Aviv	24 115	Select sourcing	B
Rudds Consulting Engineers	Review of communications, electrical, fire, mechanical and vertical transportation services associated with the Paris chancery	28 000	Select sourcing	B
Savills (NSW)	Provision of global property valuation services	1 102 568	Open tender	A
Sinclair Knight Merz	Provision of structural advice for the overseas owned estate	17 000	Select sourcing	A
Sinclair Knight Merz	Feasibility study on structural strengthening for the overseas owned estate	12 520	Select sourcing	A
Total*		3 797 673		

* Figures may not add due to rounding.

Reason codes:

A—skills currently unavailable within the department

B—need for specialised or professional skills

C—need for independent research or assessment