

Defence industry consultants — planning, R & D, capability management

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ACIL Tasman assists defence industry suppliers, capability planners and acquisition managers by applying proven economic principles, concepts and analytical techniques.

ACIL Tasman's defence consultancy practice is based on recognition that in the defence business environment:

- successful application of economic thinking to defence issues requires detailed familiarity with continuously evolving defence policies, institutional structures and management processes
- economic analysts are best able to assist decision-makers on either the demand or supply sides of the defence market when they can draw on wide non-defence expertise and experience.

Approach & Experience

Defence planning requires economic skills and insights to take into account:

- a range of intangible, often non-dollar, benefits, costs and risks
- a role which could be viewed as the delivery of risk reduction services to the community
- the development of policies for engagement with industry in sub-markets that are commonly characterised by substantial constraints on competition. These distinctive features of defence planning, can be successfully complemented by cross-fertilisation from other sectors where analogous features arise.

ACIL Tasman has specific experience in:

- formulating policies for strategically significant sectors of defence industry
- assisting companies formulate solutions to defence capability requirements
- supporting industry associations and state governments involved in defence policy debate and formulation.

Defence Business Services

We have fostered a cadre of people able to form teams with a core of defence expertise but tailored to specific client needs. ACIL Tasman has also adapted and further developed proven planning models and risk-based decision tools, and successfully applied these tools to a range of programs in the defence environment.

ACIL Tasman's defence business practice has a proven record in:

- defence investment planning through use of real options methodology and adaptive decision making techniques
- probability analysis
- evidence-based policy formulation using survey-based data gathering and interpretation
- policy formulation, conceptual development and analysis, including the economic benefits of credible national defence
- modelling the economic impact of defence procurement decisions and policy
- supplier benchmarking price and other aspects of monopoly supplier performance in accordance with National Competition Policy principles.

Contact ACIL Tasman for further information on defence industry projects.

See our defence case studies.