

# Strategic Business Advisor

## Australian Maritime Entity

### 1 SITUATION

An Australian maritime entity was seeking support to move from a large-scale program of work from the concept phase through to contract with signature. Deloitte were engaged to provide strategic business advice to the program in delivery of the Design & Implementation phase. This support included business strategy and operating model, implementation of effective program management, design of an integrated set of project controls, and implementation of the Data Management System to meet requirements.

### 2 SOLUTION

Deloitte worked alongside the entity's leadership and personnel to provide the following commercial support:

- Develop a strategic plan regarding the delivery of Australian Industry Capability and future capability projects;
- Support the delivery of the Competitive Evaluation Process and the development of a negotiation position for the organisation;
- Develop a workforce strategy and associated operating model across the organisation;
- Deliver strategic business advice as issues arise, ranging from the strategic options relating to future capability to understand the critical decision points and the impact in the event of delayed decision making;
- Develop requirements in line with regulations for the Data Management System and support integration with enterprise initiatives; and
- Develop a new operating model and associated delegation artefacts to assist the entity to be a high-functioning team in support of efficient and effective decision making throughout delivery.

### 3 OUTCOME

Deloitte worked closely with senior stakeholders to provide effective and timely delivery of the program from the concept phase and prior to / going into contract signature. The program was set up for success through the establishment of strategic vision, goals and plans to evolve the organisation and meet the needs of the Design & implementation phase of work. The team implemented effective information management and reporting to monitor the health of the organisation and mobilise the team to enhance capability and achieve program outcomes.

