



Australian Government
Department of Industry
Innovation, Science, Research
and Tertiary Education

WIN MORE ICT BUSINESS OPPORTUNITIES REDUCE YOUR RISK PROFILE



If you're a small-and-medium sized enterprise (SME) that wants to increase your tender success rate, pursue bigger contracts, or simply engage more professionally with major clients, this training is for you.

With information technology so integral to the operations of governments and corporations, clients are placing greater importance on risk management in ICT tenders. Tender documents regularly seek risk management information and risk assessments from firms — the quality of which influence the awarding of contracts.

While larger firms can sustain sophisticated risk management frameworks, SMEs are often less ready to respond to risk management requirements in tenders. Too often, compelling value propositions from SMEs are weakened by tender proposals that fail to identify risks or don't propose strategies for dealing with them.

A tender proposal with good risk management information shows clients you have diligently considered the risks faced and that you have processes in place to manage those risks. This training program is about helping you put your best foot forward with more complete tenders.

Don Easter
IT Supplier Advocate



TRAINING PROGRAM OUTLINE

This half-day training program has been prepared by two risk management professionals from Broadleaf Capital who both have a great depth of experience managing risk from both client and supplier perspectives. Broadleaf have been guided in their course preparation by ICT industry leaders, the AIIA, subject matter experts, as well as by key customers of ICT.

In the training program, participants will:

- Receive a brief introduction to the AS/NZS ISO31000:2009 risk management standard, which is used widely by government and corporate clients to identify and manage ICT procurement risks;
- Prepare a risk register for an ICT tender case study and explore techniques for improving the quality of tender proposals;
- Evaluate and rank the quality of risk management material in three sample tenders from the client perspective; and
- Discuss key issues and trends influencing risk management in ICT procurement.

GUEST PRESENTERS

Mike Mitchelmore, National Manager, Strategic Vendor Management and Sourcing, Department of Human Services, will share his client perspectives on ICT procurement risk management.

SESSION DETAILS:

Date: **13 Sep 2012**
Time: 1:30-5:30pm
Cost: \$510 + GST

Venue: Microsoft, Lvl 2,
Walter Turnbull Building,
44 Sydney Avenue,
Barton, ACT

Working afternoon tea
and networking drinks
provided from 5:30-6pm

TO REGISTER: www.aiaa.org.au or call 1300 737 737

WHY RISK MANAGEMENT MATTERS

Michelle Melbourne, General Manager, Intelledox Pty Ltd and Chair, CollabIT ACT

“If you’re an SME going places, it is vital to be up to speed with corporate and government requirements relating to risk management. It is only a matter of time until you get a sniff of a big deal where you will need to prove that you have risk management processes in place — otherwise you may have to kiss the opportunity goodbye.”

Shaun Keane, Chief Information Officer, Comcare

“SMEs often overlook just how much risk management matters when it comes to evaluating value-for-money. Demonstrating a diligent approach to risk management goes a long way towards putting forward a successful ICT tender.”

Ian McPhee PSM, Auditor-General, Australian National Audit Office

“The identification and management of risk is an integral part of a sound management and governance framework. Those charged with governance are expected to act in the interests of their primary stakeholders and identify, evaluate and respond to the entity’s risks.”

Peter Alexander, CIO, The Treasury

“When proposing an ICT tender, addressing risk is not a negative. It’s merely about confronting the truth.”

WHAT SMEs ARE SAYING ABOUT THIS RISK MANAGEMENT COURSE

Anthony Bortolotto, General Manager, Infinite Networks Pty Ltd

“This course really opened my eyes to what our tenders are lacking and how to address them by reducing our risk profile. It has given me confidence to tender based on innovation and associated risks, instead of tendering based solely on price.”

Finn Blucher, Operations Manager, Agile Digital Engineering Pty Ltd

“This course directly improved our ability to effectively address ICT tenders. The curriculum was relevant and applicable for integrating risk management strategies with our solutions and delivery methodologies.”

David Mathews, Director, Crystal Approach Pty Ltd

“The course enhanced my ability to assess the risks faced by my clients. It showed me useful techniques for building risk mitigation strategies into our solution proposals, which has increased our ability to win tenders.”

Stephanie Parry, Software Services Manager, Connexion Pty Ltd

“The risk management course provided a solid background on risk assessment techniques and how those risks should be communicated in tenders. The techniques will help me integrate risk assessment into our tender responses more effectively in the future.”



Gary Pettigrove, CIO, Australian National Audit Office, sharing his customer perspectives on risk management with SMEs at the April risk management course.

Australian Government’s IT Supplier Advocate initiative

Don Easter was appointed IT Supplier Advocate by the Australian Government to lead practical industry development initiatives aimed at raising the competitiveness of firms and linking them with business opportunities. Further information on the IT Supplier Advocate initiative can be found at www.innovation.gov.au/supplieradvocates.