



## PROFILE

Graham has more than 20 years of bid consultancy, management experience working with Clients on complex Australian Government and Defence (ASDEFCON bids.

Prior to this Graham was employed at the Joint Defence Facility Nurrungar (JDFN) at Woomera, South Australia for 29 years. Trained at the United States Satellite Communications Agency, Fort Monmouth, New Jersey he was first appointed as a Satellite Communications Technician. Following University degrees Graham was subsequently employed at the JDFN as a:

- ✓ Senior Systems Programmer; and
- ✓ Project Manager.

## QUALIFICATIONS

- ✓ Master of Project Management (MPM), University of South Australia, 2014
- ✓ Master of Business Administration (MBA) (Technology Management), Deakin University, VIC, 1999
- ✓ Bachelor of Business (BBus) (Computing and MIS), Charles Sturt University (Bathurst Campus), NSW, 1992

## EXPERTISE/SPECIALISATION

- ✓ Enable organisations to demonstrate their value, capabilities, and solutions to win contracts.
- ✓ Create competitive, well-structured, and persuasive proposals that align with client needs and enhance their chances of winning contracts.

## AFFILIATIONS

- ✓ Associate Member of Institute of Asset Management

# GRAHAM CHANT

## Bid Consultant

### SCOPE OF SUPPORT

- ✓ Project Management/Bid Management/Bid Coordination
- ✓ Bid Writing

### BID SUPPORT

- ✓ Proposal planning and strategy
- ✓ Request for Proposal (RFP)/ Request for Tender (RFT) analysis and compliance
- ✓ Content development
  - ✦ Project Management
  - ✦ Contract Work Breakdown Structures (CWBS)
  - ✦ Estimating
  - ✦ Risk Management
  - ✦ Draft plans
- ✓ Graphics
- ✓ Reviews and Quality Checks
- ✓ Post Submission Activities

### PERSONAL CHARACTERISTICS

- ✓ Graham's belief that lifelong learning is essential as it contributes to personal growth, career development, adaptability, and societal progress. In essence, lifelong learning equips individuals with the tools to thrive in an ever-changing world, enriching both their personal lives and their communities. In this regard, Graham has:
  - ✦ Rewritten his MPM thesis to become a chapter, 'Knowledge Management in Australian Defence Projects' in a book "Perspectives in Project Management" published in April 2018 in the UK by Cambridge Scholars Publishing;
  - ✦ Wrote a paper 'Dealing with dark data – Shining a Light' and presented by Graham at the 17th International Conference on Knowledge Management in Organisations, July 24-27, 2023, in Bangkok, Thailand. It was published by Springer Nature Switzerland AG in the Proceedings of the Conference; and
  - ✦ Wrote a paper 'Knowledge Management in South Australian Wineries' and presented by Graham at the 18th International Conference on Knowledge Management in Organisations, July 24-27, 2023, in Kaohsiung, Taiwan. It was published by Springer Nature Switzerland AG in the Proceedings of the Conference.



## CLIENT ENGAGEMENTS

- ✓ Defence
  - ✦ Kellogg Brown & Root (KBR) (Canberra/Sydney/Brisbane)
  - ✦ Thales Australia (Sydney/Bendigo)
  - ✦ Qantas Defence Services (Canberra/Melbourne/Sydney)
  - ✦ Rolls-Royce (Australia) (Sydney)
  - ✦ ThyssenKrupp Marine Services Australia (Melbourne)
  - ✦ Hanwha Defence (Melbourne)
  - ✦ NORSTA (Cairns) & NORSTA North (Darwin)
  - ✦ Austal (Henderson)
  - ✦ Babcock (Mawson Lakes/Adelaide/Osborne)
  - ✦ General Dynamics Land Systems – Australia (Pooraka/Mawson Lakes)
  - ✦ SAAB (Mawson Lakes)
  - ✦ Exail (Toulon, France)
  - ✦ Atlantic & Peninsula (Sydney)
  - ✦ Varley (Tomago)
  - ✦ Hensoldt (Canberra)
  - ✦ Naval Ship Management (Australia) (Perth/Henderson)
  - ✦ Sigma Bravo (Canberra)
  - ✦ Electro Optical Systems (Canberra)
  - ✦ Northrop Grumman (Canberra)
  - ✦ Linfox (Essendon Fields)
  - ✦ UGL Limited (Henderson/North Sydney)
  - ✦ TAFE NSW (Sydney)
  - ✦ Supacat (Port Melbourne)
  - ✦ Alliant Techsystems (ATK) (Sydney)
  - ✦ DTZ (Melbourne)
- ✓ Rail
  - ✦ Downer EDI Rail (Brisbane/Sydney)
  - ✦ UGL Unipart (Broadmeadows/Auburn)

## COMPLEX DEFENCE BIDS SUPPORTED

- ✓ Land 121 Phase 3A Project OVERLANDER Medium/Heavy Vehicle Segment - Part D - Contract (Support)
- ✓ SPO 08-10/11 Major Fleet Group Maintenance Contract for ANZAC Class Frigate Helicopter Ships
- ✓ AIR 9000 Phase 7 – Helicopter Aircrew Training System (HATS)
- ✓ ADF Aviation Technical Training (ADFATT)
- ✓ AE 2100D3 Propulsion Support Services
- ✓ RAAF-in Fighter Support Phase 3
- ✓ DLTP Land Materiel Maintenance (LMM)
- ✓ LM2500 In Service Support (ISS) Contract
- ✓ Base Services Retendering (BSR 2012)
- ✓ LHD Capability Support Coordinator (CSC)
- ✓ T56 engine maintenance
- ✓ JP 3024 Phase 1 – Woomera Test Range System Acquisition and Support
- ✓ Domestic Munitions Manufacturing Agreement
- ✓ LHD Landing Craft In Service Support Contract (ISSC)
- ✓ Monitoring, Control and Surveillance system replacement on HMAS SUCCESS
- ✓ Defence Logistics Transformation Program (DLTP) Warehousing and Distribution (W&D) Contract
- ✓ Refurbishment and upgrade works on 446 Tangara Double Deck EMU cars operated by Sydney Trains
- ✓ SEA 3036 Phase 1 - Pacific Patrol Boat Replacement
- ✓ LLC In Service Support Contract (ISSC)
- ✓ Design, development, manufacture, test, commissioning, supply and delivery of the New Intercity Fleet comprising 56 trains, crew cab simulators, simulator control station and maintenance services
- ✓ Supply of Supacat High Mobility Transport (HMT) (Mk 2) Extenda vehicle



#### Complex Defence Bids Supported continued...

- ✓ Provision of Services in support of the Armidale Class Patrol Boat (ACPB)
- ✓ Provision of Services in support of the DDGs Transition Support Period (TSP)
- ✓ Provision of Services in support of the ABF Bay Class Vessels and related Products
- ✓ Provision of 4th Party Logistics Services for the Defence Commodity Reform Program
- ✓ Ship Repairer (SR) to manage the onboard maintenance of the Royal Australian Navy DDGs
- ✓ GSE AMS for the provision of FSSE GSE
- ✓ Acquisition of Supplies and the provision of Services for the DHC, HCC and the attendant Support System
- ✓ Provision of technical training and off-the-job technical training to be delivered in the Albury/Wodonga Military Area
- ✓ Delivery of logistic support services in support of Australian Defence Force elements based in Al Minhad Airbase (AMAB), United Arab Emirates (UAE) and the Middle East Region
- ✓ Provide the ADF National Clothing Store Services (NCSS)
- ✓ Sustainment and support of Products as the LHD ACPC
- ✓ Provision of Services in support of the C-CBRNE Capability
- ✓ Provision of Services for the Deployable Health Capability (DHC), Health Clinical Care (HCC) and the attendant Support System
- ✓ Provide for the sustainment and support of Products as the LHD ACPC
- ✓ LAND 400 Phase 3 - Mounted Close Combat Capability Contract System
- ✓ Produce a Production Technical Data Pack (PTDP) that includes Manufacturing Instructions, Bill of Materials and drawings for the R400 Remote Weapon Station (RWS)
- ✓ JP 9101 Phase 1 DHFCS – for the Acquisition and provision of Services for enhanced Defence High Frequency Communication System (DHFCS)
- ✓ Land 8116 - Protected Mobile Fires - Offer Definition & Improvement Activity (ODIA)
- ✓ LAND 400 Phase 3 - Mounted Close Combat Capability - Infantry Fighting Vehicle (IFV) - Risk Mitigation Activity (RMA) (ACQ/SUP)
- ✓ LAND 159, combining LAND 159 (Small Arms Replacement Project) and LAND 4108 (Direct Fire Weapons Replacement Project)
- ✓ JP 9321 Phase1 Tranche 2 EMBM – for the provision of an Electromagnetic Battle Management (EMBM) capability
- ✓ LAND 2097 Phase 4 Special Ops Rotary Wing (SORW)
- ✓ SEA1180 Phase 1 (SEA1180) Arafura Class Offshore Patrol Vessel (OPV)
- ✓ Support System Work Packages (SSWP) – for LAND 907 Phase 2 (L907-2) and LAND 8160 Phase 1 (L8160-l)
- ✓ DFR/RSC/2022/RFP - Defence Force Recruiting
- ✓ LAND 159, to provide the lethality elements of the ADF Soldier Combat System
- ✓ SEA 1000 Future Submarine Program (FSP), MASK Degaussing System
- ✓ JNT 8190 - Deployable Bulk Fuel Distribution System
- ✓ LAND 400 Phase 3 Best and Final Offer (BAFO)
- ✓ Provision of a Primary Systems Integrator to Trial an Integrated Drone Surveillance System
- ✓ CLCM services to undertake asset management of the DDG capability through life
- ✓ Provision of Navy Platforms and Systems Training Services (NPSTS)
- ✓ LAND 125 Phase 4 Tranche 2 (L125-4) Integrated Soldier System (ISS) Project
- ✓ NAVY MSD/RFT/2088/1 Reginal Maintenance Provider (RMP) – North
- ✓ LAND 8710 Phase 1 (L8710-1), Phase 1B LMV-A
- ✓ Regional Maintenance Provider - East (RMP East)
- ✓ Capability Life Cycle Manager (CLCM) services, for various asset classes
- ✓ Queensland Train Manufacturing Program (QTMP)
- ✓ NAVY MSD/RFT/22725/1 Dock Operations and Reticulated Services Contract
- ✓ SEA1905 Phase 1 – Maritime Mine Countermeasures and Military Survey (MMCMMS) capability seeking to deliver new capabilities in Mine Countermeasures (MCM) and Military Survey (MS)
- ✓ Provide Services for the integration of Products comprised in the Battlefield Command System (BCS)



#### **Complex Defence Bids Supported continued...**

- ✓ Approach to market to provide effective and contemporary Mission Planning, Air Resource and Scheduling and Aeronautical Information – Electronic Flight Bag solutions
- ✓ Provide the Services including the sustainment of the Rotary Wing Asset/s (RWA), contract management, Personnel and logistic support management, and all other necessary or related services, for the Australian Border Force (ABF)
- ✓ Produce Work Breakdown Structures (WBS) for various classes of Patrol Boats
- ✓ M1A2 SepV3 Abrams Main Battle Tank (MBT) and associated vehicles Support System
- ✓ Provide the Services including the sustainment of the Rotary Wing Asset/s (RWA), contract management, Personnel and logistic support management, and all other necessary or related services, for the Tasmanian Emergency Air Services (TEAS)
- ✓ Perform maintenance on HMS Tamar
- ✓ Perform the work to be carried out under the Landing Craft – Medium (LCM) Tasking Statement and the work to be carried out under the Management Services Tasking Statement (MSTS)

#### **ADDITIONAL WORK EXPERIENCE**

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As Senior Systems Programmer at JDFN, Graham supervised the Space Systems Software Programmers and the Data Reduction Centre (DRC) Operators, led the software support and applications software support teams, managed the configuration and quality assurance for all changes to the IBM mainframe software and provided training to all new American and Australian programmers.

As Project Manager at JDFN, Graham managed a Contract from 1996 to 2000 valued at \$7.1 million per annum that provided operational, technical, logistic, administrative and community support services to the Australian Department of Defence at the JDFN, and in the Woomera Village, managed a workforce of 155 employees including Subcontractors Boeing Australia Limited and Spotless Services Australia Ltd. and worked cooperatively with American and Australian military commanders and staff, major subcontractors and employee organisations.

In conjunction with the United States Air Force Colonel and the Australian Department of Defence Woomera Area Administrator, as the Project Manager Graham was involved in the activities required to close the JDFN in March 2000.

#### **MOBILITY AND FLEXIBILITY**

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Graham is mobile having worked at Oshkosh, Wisconsin, USA for four months, Leatherhead, UK for two months and at Toulon, France for one month.

Graham is flexible having worked on JOINT, LAND, SEA and AIR ASDEFCON Defence bids.