



## PROFILE

Jennie has more than 20 years' experience in competitive funded bids, tenders and grants. Starting as an academic with extensive experience particularly in research, project management, research and development management and workforce resource planning and management across a diverse range of industries, she then transitioned to bid consultancy.

Jennie has worked in or with universities, national and State Governments, Defence companies and other businesses. In addition to her Australian experience, Jennie has also had partnerships and clients in the past with organisations in the United States, United Kingdom, New Zealand and Indonesia.

## QUALIFICATIONS

- ✓ Highest qualification PhD (Health Science)

## EXPERTISE/SPECIALISATION

- ✓ Advanced writing including publications and applying for competitive funding.
- ✓ Workforce planning at organisation and industry levels (AIC; STEM).
- ✓ Research and project management.

## AFFILIATIONS

- ✓ Adjunct Associate Professor, University of Southern Queensland
- ✓ Adjunct Associate Professor, Charles Darwin University.

## CONTACT

### PHONE

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# JENNIE BARR

Senior Technical Author

## SCOPE OF SUPPORT

- ✓ Project management/Bid consultancy coordination.
- ✓ Bid writing
- ✓ Workforce Resource Planning.
- ✓ Relationship Manager (ISO 44001).
- ✓ Australian Industry Capabilities expert.
- ✓ Research and Development planning aligning to bid requirements.

## BID SUPPORT

- ✓ Bid writing.
- ✓ Leading meetings to customise detail of proposal.
- ✓ Bid writing support including mentoring new/inexperienced Bid authors.
- ✓ Research and Development conceptualisation with the client team.
- ✓ Bid Workforce planning.

## PERSONAL CHARACTERISTICS

- ✓ Flexible and adaptable with agility useful in high stress work situations.
- ✓ Client focused.
- ✓ Advanced skills in relationship management and partnerships.
- ✓ Advanced writing skills.
- ✓ Advanced skills in workforce predictions and planning.



## CLIENT ENGAGEMENTS

- ✓ **Defence**
  - ✦ General Dynamics Land Systems Australia
  - ✦ FibreCONX Pty Ltd
  - ✦ Kellogg Brown & Root (KBR)
- ✓ **Key Other Clients**
  - ✦ Queensland State Government
  - ✦ Department of Health, Australian Government
  - ✦ Curtin University
  - ✦ Sydney University
  - ✦ Queensland University of Technology
  - ✦ Central Queensland University
  - ✦ Charles Darwin University
  - ✦ University of Connecticut, USA
  - ✦ Universitas Diponegoro (Diponegoro University), Indonesia

## COMPLEX DEFENCE BIDS SUPPORTED

- ✓ M1A2 SepV3 Abrams Main Battle Tank (MBT) and associated vehicles Support System - Yet to be negotiated
- ✓ MSD/RFT/23742/1 - KBR Amphibious Combat and Sealift (ACS) Capability Life Cycle Manager (CLCM) RFT response development – **Winning Bid**
- ✓ FibreCONX – Network Infrastructure Services (NIS) Deed 2024 – **Winning Panel Bid**
- ✓ JSD/RFT/37336/2 - Air and Space Operations – Command and Control Capability System (ASO-C2CS) - **Winning Bid**
- ✓ MSD/RFT/41788/1 - Capability Lifecycle Manager (CLCM) Support Services for the Diving Autonomous and Signatures Systems Program Office (DASSPO)

## ADDITIONAL WORK EXPERIENCE

- ✓ **Universities**
  - ✦ Charles Darwin University
  - ✦ Curtin University
  - ✦ Sydney University
  - ✦ Deakin University
  - ✦ LaTrobe University
  - ✦ Queensland University of Technology
  - ✦ Griffith University
  - ✦ Central Queensland University
  - ✦ Southern Cross University
  - ✦ Institute of Health and Biomedical Innovation (Research and Development for health, science and engineering)
  - ✦ Institute of Health and Management
- ✓ **Others**
  - ✦ Queensland Government
  - ✦ Queensland Health
  - ✦ NSW Government
  - ✦ NSW Health
  - ✦ Department of Health
  - ✦ Business College



Stewart  
Barr &  
Associates

Engineering & Management Consultants

## MOBILITY AND FLEXIBILITY

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Jennie can provide customised persuasive performance-based bid writing that reflects the client's strengths, business outcomes and values whilst analysing and identifying the decision-making focus. She can work with other Bid team members and other client staff regardless of location (face-to-face or online). Jennie is flexible and has been known to complete additional documents to problem-solve resource issues. Her wide knowledge base and set of skills makes her agile and useful.

Adding value to the Bid team, Jennie will mentor new bid writers and assist with Research and Development programs assisting the client to optimise efficiencies and effectiveness of systems, operations and management processes with those relevant to the current bid being included in the proposal.