



PROFILE

Scott has more than 20 years of bid consultancy, management experience working with Clients on complex Australian Government and Defence (ASDEFCON bids), Panel Contracts for State Government agencies and US Department of Defence solicitations (including FAR/DFAR reviews).

In addition to his Australian experience, he has also managed bids for clients in Hong Kong, Singapore, Japan and the US across the Finance, Asset Management, Facility Maintenance and Defence industries.

Scott is passionate about delivering quality outcomes and has been operating as a tender consultant since 1993.

CONTACT

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SCOTT PASSLOW

Bid Consultant/Document Controller

SCOPE OF SUPPORT

- ✓ Project Management/Bid Management/Bid Coordination
- ✓ Bid Writing
- ✓ Document Controller (Bid document preparation, formatting and submission)
- ✓ Best Practice implementation in design and layout of Bids and Proposals
- ✓ Microsoft Office Template and Macro (VBA) and COM (VB/C#) development and implementation
- ✓ Microsoft 365 (SharePoint/Teams) Administration Deployment/Implementation/Management

BID SUPPORT

- ✓ Strategic focal point for supporting complex tender and capture management on large scale acquisition and support projects
- ✓ Supporting onsite and remote bid teams, in all aspects of:
 - ↗ Strategy formulation
 - ↗ Meeting bid evaluation criteria
 - ↗ Executive Summary development (4-Box/Paths Methodology)
 - ↗ Win Theme (badge) development
 - ↗ Bid writing development effort
- ✓ Document/Content management, formatting and Book Management services using a combination of:
 - ↗ Advanced Microsoft Word, Excel and PowerPoint skills
 - ↗ Adobe Creative Cloud (InDesign, Illustrator and Photoshop)
 - ↗ Microsoft Office Macro VBA and COM toolbar development

DESKTOP SKILLS





CLIENT ENGAGEMENTS

✓ **Defence**

- ↳ Kellogg Brown & Root (KBR) (Brisbane/Canberra/Sydney)
- ↳ Thales Australia (Canberra/Melbourne/Sydney)
- ↳ Qantas Defence Services (Canberra/Melbourne/Sydney)
- ↳ Rolls-Royce (Australia) (Sydney)
- ↳ ThyssenKrupp Marine Services Australia (Canberra/Melbourne)
- ↳ Airbus Australia Pacific (Sydney/Tokyo)
- ↳ Hanwha Defense Australia (Melbourne)
- ↳ NORSTA Maritime (Cairns) & NORSTA North (Darwin)
- ↳ Radlink Communications (Perth)
- ↳ ServiceStream (Melbourne)

✓ **Legal/Audit**

- ↳ Grant Thornton Australia (Melbourne/Sydney)
- ↳ Mallesons Stephen Jacques (King & Wood Mallesons) (Brisbane/Melbourne/Sydney)
- ↳ Abbott Tout (Sydney)
- ↳ Tress Cox Lawyers (Sydney)
- ↳ Holding Redlich (Melbourne)

✓ **Telecommunications**

- ↳ Optus (Sydney)
- ↳ Macquarie Telecom (Melbourne/Sydney)

✓ **IT**

- ↳ CSC Australia (Canberra/Sydney)
- ↳ IBM Australia (Melbourne/Sydney)
- ↳ Dell Australia (Sydney)

✓ **Logistics/FM/Outsourcing**

- ↳ Salmat (Melbourne/Sydney)
- ↳ DHL (Singapore)
- ↳ Australia Post (Melbourne/Sydney)
- ↳ Spotless Group (Melbourne/Sydney)
- ↳ ISS Australia (Canberra/Melbourne/Perth/Sydney)
- ↳ UGL (Melbourne/Perth/Sydney)
- ↳ AECOM (Hong Kong)

✓ **Banking/Finance**

- ↳ Citigroup (Hong Kong/Singapore/Sydney)
- ↳ Westpac Banking Corporation (Melbourne/Sydney)
- ↳ Commonwealth Bank of Australia (Sydney)
- ↳ Standard Chartered Bank (Singapore)
- ↳ AMP Capital (Sydney)
- ↳ Perpetual Australia (Sydney)

COMPLEX DEFENCE BIDS SUPPORTED

- ✓ South-West Sydney/WA - Garrison Support - ASDEFCON - (4 & 3 months)
- ✓ Land 121 Phase 3A Project OVERLANDER Medium/Heavy Vehicle Segment - Part D – Contract (Support) – (6 months)
- ✓ Thailand Army - Troop Mobilisation Vehicles (2 months)
- ✓ C-130J Through Life Support - ASDEFCON - (6 months)
- ✓ ADF Calibration Commercialisation - ASDEFCON - (3 months)
- ✓ GMC FFG Ship Repair and Maintenance Reform Program - ASDEFCON - (4 months)
- ✓ SEA 3036 Ph 1 - Pacific Patrol Boat Replacement- ASDEFCON - (5 months)
- ✓ Armidale Class Patrol Boat Sustainment - ASDEFCON - (2 months)
- ✓ DDG Ship Repairer Tender - ASDEFCON - (5 months)
- ✓ TASCS RFP1848 – Provision of Training Area Safety Communication System - ASDEFCON - (3 months)
- ✓ LAND 400 Phase 3 - Mounted Close Combat Capability Contract System - ASDEFCON - (2 months)
- ✓ USMC KC-130J Deeper Maintenance and Overhaul OCONUS Solicitation - US Navy – (18 months)



Complex Defence Bids Supported continued...

- ✓ Land 8116 – Protected Mobile Fires – Offer Definition & Improvement Activity (ODIA) – (6 months)
- ✓ LAND 400 Phase 3 - Mounted Close Combat Capability - Infantry Fighting Vehicle (IFV) – Risk Mitigation Activity (RMA) (ACQ/SUP) – ASDEFCON (22 Months)
- ✓ JNT 8190 – Deployable Bulk Fuel Distribution System – ASDEFCON (4 Months)
- ✓ DDG -MSD RFT 20492-1 Destroyer Capability Lifecycle Manager Contract - ASDEFCON (4 Months)
- ✓ NAVY PSTC 2021-1 Navy Platforms and Systems Training Services Contract – ASDEFCON (3 Months)
- ✓ NAVY MSD/RFT/2088/1 Regional Maintenance Provider (RMP) – North – ASDEFCON (5 Months)
- ✓ MSD/RFT/23742/1 -Amphibious Combat and Sealift Capability Life Cycle Manager Contract - ASDEFCON (2 Months)
- ✓ NAVY MSD/RFT/22725/1 Dock Operations and Reticulated Services Contract - ASDEFCON (4 Months)
- ✓ JSD/RFT/32588/1 Land 200-3 System Integration Services - ASDEFCON (4 Months)
- ✓ RFT/SEG/BSTP/2024/T3 Base Services Transformation Project – Property and Asset Services Tranche – ASDEFCON (5 months)
- ✓ JSD/RFT/37336/2 - Air and Space Operations – Command and Control Capability System (ASO-C2CS) – (ASDEFCON) (3 months)
- ✓ MSD/RFT/41788/1 - Capability Lifecycle Manager (CLCM) Support Services for the Diving Autonomous and Signatures Systems Program Office (DASSPO) – (ASDEFCON) (3 months)
- ✓ RFP 48897 - Pacific Maritime Support Coordinator – (ASDEFCON) (2 months)

ADDITIONAL WORK EXPERIENCE

In addition to executing bid consultancy and writing functions for organisations, Scott also has more than 20 years of contract Pre and Post Sales, Technical and Solution Selling experience with international vendors such as Wang, Amdahl, Fujitsu, Civica, Pragmatech and Qvidian (now Upland Qvidian).

These guided Scott to concentrate on assisting companies deliver targeted Knowledge and Bid Management principles to ongoing Sales and Tender processes, that significantly increase throughput and revenues in addition to reducing time and effort in developing Bids, Tenders, Proposals and Presentations used to articulate a persuasive “Value Proposition” to customers that Win.

MOBILITY AND FLEXIBILITY

Ability to handle a variety of industry tender work wherever that may be located and am rich in professional experience to manage the customer interface where required and assist delivery on the proposal execution, with a flexible and adaptive mind set.