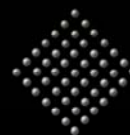
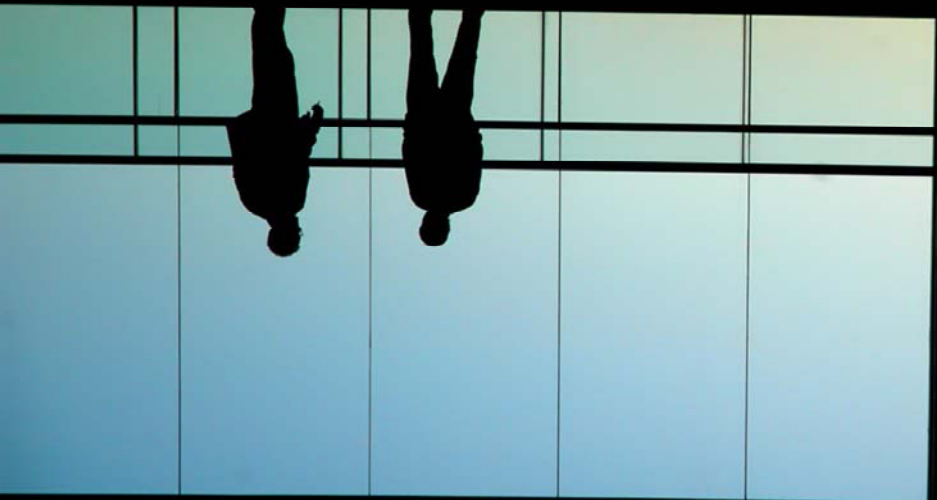




ENTERPRISE CONSULTING SERVICES



**PRECISION**  
CONSULTING CORPORATION



# POWERFUL CLIENT ADVOCACY

## WELCOME TO PRECISION

A STRATEGIC MANAGEMENT & CONSULTING SERVICES  
ORGANISATION WITH A TRULY UNIQUE INVENTORY OF SKILLS.  
WE SHARE A COMMON SET OF VALUES AND ONE SINGULAR FOCUS:

[OUR CLIENTS](#)

### ➤ Who We Are

We are the Consulting and Enterprise Services Division of Precision, and the only SEI CMMI Level 5 organisation within Precision. Our Enterprise Consulting Practice specialises in delivering strategic business outcomes underpinned by the effective execution of transformation and change.

Precision Consulting is a global management and consulting services organisation that partners with clients to achieve their most significant challenges through the delivery of high value services with enduring results.

### ➤ What We Do

Precision enables businesses by conceiving, leading and delivering some of the most iconic, complex and future-ready business and technology initiatives across the globe. We achieve this by aligning with our customers' objectives to deliver *breakthrough* client outcomes that *enhance* value and *drive* growth.

Our Service Portfolios span a wide inventory of skills; these offerings are available either independently or integrated together to deliver an objective.

We operate globally and attribute the strength of our client relationships to our truly unique inventory of skills and our uncompromising focus.

## MEASURED ON SUCCESS

Precision Consulting provides strategic management and specialist business consultancy services to some of the most successful companies in the world.

With over fifteen years' experience implementing value outcomes across a diverse range of customers, geographies and industries, our consultants boast an unrivalled depth and breadth of experience. Our capabilities are international; our clients are best-in-class; and our track record endures the closest scrutiny. More importantly, our commitment goes beyond rhetoric. We measure service excellence in real time and in contrast with our commitments to ensure consistency in the delivery of value outcomes.



## Enterprise Consulting Services

## Capability Portfolios

Project Services Portfolio
Business Project Management
Technology Project Management
Programme Management
Portfolio Management
Project / Programme Office Mgt.
Project Rescue & Recovery
Project Health Assessments
Project Resource Augmentation

Organisational Resilience Portfolio
Availability Management
Enterprise Risk Management
Business Continuity Management
Crisis Management & Recovery
Disaster Recovery Management

Change & Transformation Portfolio
Business Transformation
Change Management
Business Transition & Relocation
Merger & Acquisition Strategy

Specialist Services Portfolio
IT Architecture & Design
IT Systems Integration
Linguistic Consulting
Business Impact Analysis
Sales Management
Sales Bid Management

## Other Precision Consulting Divisions

### Recruitment Services Division

Connecting clients with uniquely matched, exceptional human capital; channelling specialist expertise into your organisation to strengthen your capabilities and accomplish your key objectives.

### Contractor Management Services

Enriching engagements with feature-rich contractor solutions; unlock your potential and discover the unique benefits of Precision's simplified, full-service Contractor Payroll Services

## ? What Sets Us Apart?

Our client-first philosophy is forged on decades of experience and innovation. We are driven by a relentless commitment to delivery excellence, underpinned by our foundational ethos of respect, dignity and integrity. This is consistently reflected in our high Customer Value Measurement scores.

We stand out in the world of strategic consulting through the gravity and scale of the achievements we have reached and the outcomes delivered for our customers. This ultimately positions us to present clients with the right mix of expertise, innovation and outcome predictability.





## Project Services Portfolio

Precision Consulting's Project Services Portfolio (PSP) delivers a range of strategic, outcome-based management and consultancy services to some of the most successful companies in the world.

All of the specialist disciplines within Precision's PSP deliver sustainable, enduring results by placing the client's needs first. Precision's capabilities in this area evolve from deep specialism, both in project and industry-type, and consistently embody the virtues of sound working structures and clear accountability.

From cutting edge technology projects such as the build and migration of one of the largest leveraged enterprise database systems in the world, to high profile corporate campus construction and business transition initiatives, Precision's success and expertise in the delivery of complex client projects present compelling opportunities to organisations planning to invest in large-scale or high-risk change.



VALUE

... DELIVERED

### Business Project Management

Precision provides a tailored Business Project Management offering that puts business outcomes at the centre of all activities. This necessitates not only diversity in expertise, but a thorough understanding of the business' drivers. We work to combine core Project Management expertise and proven methodologies to deliver exceptional business outcomes with results.

### Technology Project Management

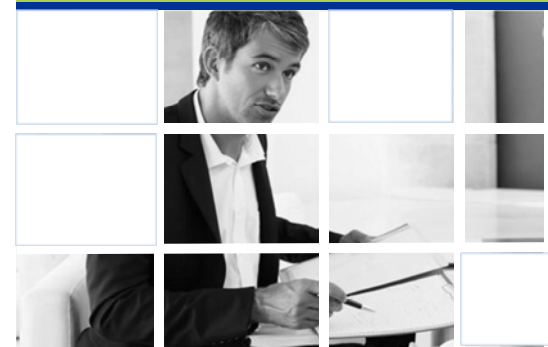
Technology is one of very few true primary change enablers in today's enterprise landscape. Due to its inherent complexity, its rate of change, and its unique and multi-faceted delivery risk, technology projects necessitate specialist management expertise to maximise the chances of successful delivery within this dynamic. Precision is well positioned to meet such challenges, with measurable international success in the delivery of high-technology projects for leading organisations.

### Portfolio Management

Precision Consulting has extensive experience in delivering large project portfolios and complex programmes of capital, resource and infrastructure intensive initiatives through the application of professional expertise, tools and frameworks. The management of diverse streams of critical change is our speciality.

### Project Health Checks

Undertaking one of our focussed Project Health Checks can provide an organisation with invaluable, unbiased and out-of-the-box insight into your project's success potential. Findings of this process also provide stakeholders with deep understanding of a project's earned-value. This is a dynamic, consultative process that identifies and traces the key value, risk, performance and issue areas in a project.

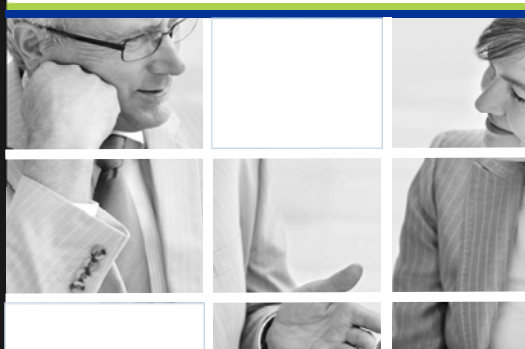


### Project Recovery

We recognise that projects can encounter difficulties at any stage, preventing progress beyond defined phase boundaries, causing cost overrun, delays to delivery or reduced specifications. Our Project Rescue & Recovery Services can be undertaken at any stage in the project life-cycle and facilitates a clear roadmap to rapid accomplishment.

### Project Management Office (PMO)

Precision Consulting can establish and/or manage your programme or project office, tailoring and bedding down the process and methodologies that will allow your initiatives to succeed in order to deliver your organisation with sound, commercial outcomes. Our collaborative approach will ensure your PMO aligns with best-practice and reflects your organisational values and capabilities.



## ➤ GAME CHANGING STRATEGIES FOR A TRULY RESILIENT ENTERPRISE

### Prevention

#### Enterprise Risk Management

The word 'Business' is often defined as the undertaking of risk for reward. Not only are businesses inherently positioned to attract and embrace risk, but to survive, businesses need to constantly change, in tune with the dynamics of their customers, industry and markets.

With such substantial levels of risk spread throughout any organisational landscape, it is crucial that organisations offset their exposure to uncertain events by investing in effective risk management strategies that not only identify, mitigate, or reduce risk, but also assist in establishing in-house capabilities underpinned by best practice to do the same.

This is where Precision can help. Risk Management is one of our core competencies; and, building and refining our client's internal capabilities is our specialty. Our collaborative approach will ensure your processes align with best-practice and reflect the attributes, values and capabilities or your organisation.

### Preparedness

#### Business Continuity Management

When your company encounters a period of displacement or interruption, the tactical, remedial activities required to keep your business running need to be sharp, dynamic in nature, well - defined and exercised regularly for the best likelihood of resuming normal business conditions in the shortest possible timeframe.

Precision is well practised in working deep within its clients business to identify probable continuity scenarios and navigating between the lines of business to establish often opposed and multi-faceted business priorities.

Our services include:

- Conducting continuity exercises
- Continuity plan audits
- Capability assessments
- Capability establishment

All of our contingent continuity solutions are outcome-centred and aligned with industry recognised approaches to cater for a range of business perspectives to provide pragmatic and intuitive enterprise-wide continuity strategies that work.

### Response

#### Crisis Management

From the very second a major event takes place that presents possible catastrophic impacts on your business, there's very little time to think. From this moment, each and every decision you make, no matter how small, goes on the record.

There is no doubt your leadership team intimately knows your business and instantly set the first tactical steps in motion, but are you sufficiently equipped to deal with the organisation's entire strategic crisis response in a structured, efficient manner to an extent that will withstand deep scrutiny from the highest levels?

This is where our team of professional, level-headed experts who are familiar with the intricacies of these situations can either work with you to assist or take the lead to direct your organisation out of adverse circumstances.

Our vastly experienced crisis managers and crisis response team adhere to the best practice framework to deal with crisis situations to address not only the root cause, but also the peripheral and often overlooked facets of a crisis such as forensic legislative and regulatory requirements, records for audit and insurance and asset management needs.

### Recovery

#### Disaster Recovery Management

A catastrophic event has taken place and imparted significant consequence on your company. An interim impact assessment has concluded that the business has potentially irrevocably lost valuable data and key resources.

Your company has elected to invoke its business continuity management plan in response to the disaster and the time has come to activate the applicable disaster recovery plans.

- What state are they in?
- When were they last updated?
- When were they last exercised?
- Were the results of the exercise documented?

Despite many of these issues being a mandatory legislative or regulatory compliance requirement in some industries, they are always the most common questions that pass through executive's minds after disaster events take place.

Precision's Disaster Recovery Management services facilitate the fast and efficient recovery of your companies' operational capabilities and infrastructure through sound planning and documented practice.

Precision's DRM Services:

- Negate the impacts of downtime by orchestrating the recovery of critical system and processes
- Protect against the loss of data
- Meet compliance mandates set by legislators and regulators.

### Case Study

Precision was engaged by a leading Australian asset leasing company to establish an enterprise-wide risk management capability and define the underlying strategy and process for which it was to operate.

In only three months, Precision founded and trained up the new capability, and in the fourth month, it had engrained a true "risk culture" throughout the organisation. From the CEO to the customer coalface, risks and hazards were identified, recorded and successfully mitigated.

The new capability was a success. The following quarter, we received word from the Risk Manager that there had been a marked reduction in incidents.



## Change & Transformation Portfolio

### STRATEGY & ANALYTICAL RIGOR **AT WORK**

#### Overview

Precision's Change & Transformation Portfolio draws on both local and international expertise to play a vital role in the flawless facilitation of complex and critical-risk organisational, process and technology changes within the modern enterprise.

This portfolio's value distinction lies in its well-documented record of success in accomplishing complex, cross-organisational change with high levels of inherent risk.

#### Change Management

Successfully reaching change objectives is not accomplished through excellent project management or functional expertise alone; the true determining factors of successful change lies beyond the somewhat busy and visible activities that surround change. Successful change at the core requires a strong culture of employee engagement, executive endorsement and well-considered organisational integration, firmly anchored to established frameworks and toolsets.

To maintain a competitive advantage, organisations need to embrace this philosophy and manage change with precision, driving accountability and an overall greater certainty of outcome at a fast and continual rate.

#### Specialists in Business Transformation



Facilitating the modern corporate agenda necessitates the successful delivery of a variety of transformational journeys with both speed and agility. Precision understands how to help companies succeed in transforming towards their goals.

Our offerings in this area extend across the full spectrum of service solutions – everything from departmental consolidation and business processing solutions to creating supply value chains and distribution channels, enterprise-wide systems integration, cloud and customer relationship solutions.

We have the foresight to look ahead at industry, business and technology trends and the insight to advise our clients how to optimally exploit this knowledge to gain a strategic and competitive advantage.

Today, Precision serves leading companies and governments by bringing together world's best capabilities, technologies, business processes and industry knowledge to deliver game changing transformation that help our clients win.

#### Solving Complex Challenges

Precision's comprehensive portfolio of services integrates five business lines to help clients solve today's most complex organisational, technological and strategic challenges and business issues to achieve tangible results.



Precision has industry and subject matter experts in the field of change management and retains a distinguished record of success transforming organisations by working with our clients to define and realise future state outcomes.

Our Change Management Consulting services are underpinned by Prosci's ADKAR framework and cover the entire lifecycle of a change programme:

- Innovation, envisioning and strategic planning
- Change enablement and delivery
- Organisational change capability
- Leadership development and process alignment
- Stakeholder engagement and change culture advocacy

Our customer-centric approach guides our clients through the definition, management, execution and training of strategic organisational change programmes of all types, including:

- System and process change
- Supply and/or sourcing transition
- Mergers and acquisitions





### IT Architecture & Design

Our industry veteran technologists have been working on the cutting edge of IT architecture designing some of the largest and most critical IT solutions in use today.

Our experience in IT systems architecture and design spans over 17 years and covers both hardware and software.

We excel at defining strategic solutions compliant with organisational standards, benchmarks and set governance that align with our client's immediate and future goals.

### Business Impact Analysis

Our qualified BIA services are positioned to analyse, identify and quantify the potential impact upon your organisation of a decision, opportunity, disaster, bottleneck or other potentially impacting event.

Our business impact analysis allows key stakeholders and executive management to make timely and appropriately informed decisions to navigate their business towards, around or away from future events, potentially affecting factors such as business process, insurance coverage, and commercial funding decisions.

### Sales & Bid Management

Working very closely with your own sales, technical, delivery and commercial teams, Precision Consulting can assist by providing experienced and suitably skilled:

- Bid Managers,
- Business Development Managers, and
- Sales professionals

to integrate within your existing sales force, undertake a strategic sales assignment pursuit, or coordinate tender responses including the preparation of all required documentation and, if required, conducting client presentations.

Precision also provides business-interfacing, copy-writing and technical writing resources to enrich the quality of your sales pursuits or tender submission.

### IT Systems Integration

Our specialist expertise is at the ready to guide the migration or implementation of that next wave of technology critical to the progression and continuity of your organisation's sustained success. Precision can add value in the sound delivery of complex, multi-faceted technical system consolidations, refreshes, in-place upgrades or new implementations. Our experience spans the following technical areas:

- Call centre / IVR and computational linguistics
- Mainframe
- Windows / Wintel / Virtual hosting / UNIX / Linux
- Networking / Switching / Routing
- Database / Data Warehousing / Big Data
- Storage and Storage appliances
- Web and web load balancing technologies
- Security / Security firewalling / Perimeter Protection



### Corporate Linguistics Consulting

Precision offers a comprehensive range of linguistic advisory and tailored language learning programs to support a range of both corporate and individual objectives, including accent reduction, speech delivery, international relocation support, presentation development, cultural adaptation and much more.

Equipped with modern research and cutting edge resources, our linguistic specialists are not only gifted communicators, they are accomplished and recognised experts in their field and offer specialised consultation tailored to all levels and contexts. No matter what the language learning or advisory objective, Precision's language consultants' unwavering commitment to focussed language development ensures our clients reach their goals.

## Capability Maturity

Precision Consulting commits to and delivers quality outcomes through adherence and compliance to best practice techniques and methodologies.

Our Crisis Management personnel draw on their unique experience managing real-world crisis events to deliver valuable insight into situations of critical business disruption or adverse circumstances impacting an organisation.

Our Enterprise Consulting Services division operates at level 5 within SEI's Capability Maturity Model Integration (CMMI) benchmark. This designation signifies an organisation's ability to successfully analyse both performance and process while also demonstratively self-optimising. All of our Project, Program and Portfolio Managers carry University Degrees, have attained (PMI's) PMP™ certification and most also hold additional qualifications in ITIL, PRINCE2 or P3M3.

Many of our Enterprise Risk Management staff and our Project and Programme Managers have achieved MBA's and the vast majority of our consultants carry more specialist accreditation in service management, risk and business strategy.



## Sensitive & Adaptable to Client Culture

Where possible, the delivery of all Precision Consulting's services is fundamentally underpinned by ONE™ Delivery Framework, a dynamic and internally authored adaptation of PMBOK iV, currently in its fourteenth major revision.

Often, however, we find ourselves working deeply integrated within our client's environments. Many such environments mandate strong governance with well-tailored capabilities and have highly defined processes already in place. To maximise delivery efficiency in such environments, we have built up agile skills to dynamically integrate with the many diverse corporate cultures, service delivery frameworks and internally developed client methodologies to "hit the ground running" under highly specialised governance. Our track record demonstrates our success on this scale.

Precision Consulting operates within an ISO9001:2000 quality system. We have led many of our clients through compliance initiatives to achieve the same ISO Accreditation.

Within our own organisation, we maintain a fully operational ITSM and Quality Management System and commit to operational excellence through knowledge sharing in communities such as AIM (Australian Institute of Management), AIPM (Australian Institute of Project Management), and the Project Management Institute's Sydney Chapter (PMI).

Our top consultants regularly publish in leading Australian and international magazines in the areas of Risk Management, Project Management and Service Delivery Management.

A small sample of our professional qualifications across both an organisational and an individual realm:



Project & Programme Management Professionals



Certified Scrum Masters by The Scrum Alliance



PRINCE2 Practitioners  
(Projects IN Controlled Environments)



Certified Business Continuity Planners and  
Master Business Continuity Planners



ITIL ITSM Certification  
(Information Technology Infrastructure Library)



Professional Risk Managers (PRM™)



Oracle Certified Professionals (OCP)



Microsoft Certified Application Developers  
(MCAD)



Certified Business Resilience Managers  
(CBRM)



Six Sigma Green Belt and Black Belt Certified  
Consultants

## A FEW OF OUR ENTERPRISE CONSULTING SERVICES CLIENTS ■ ■ ■



➤ REFERENCES AND CASE STUDIES AVAILABLE UPON REQUEST ■ ■ ■

