

AJF Professional Services

Defence Supply Chain Support –Tendering, ILS Services and Training

Bid & Tender Support

Project and Risk Management

Reliability Engineering

Bid Coaching / Training

Logistics Support Analysis

ILS / Logistics Training

Risk Analysis



Projects • Leadership • Consulting

“... to do justly, and to love mercy, and to walk humbly with thy God.” Micah 6:8

We provide project management, logistics, reliability engineering and winning business development services to Defence, government and commercial industry clients – large and small.

We serve water, defence, construction, mining, electronics, solar, communications industries around Australia and overseas. Clients include Telstra Defence, BAE Systems, Babcock, ASC, OneSteel, PMB Defence, and more. Projects include JP 2008, Air 5428, Land 400, Land 121, Sea 5000 and more

Principal Consultant, Andrew Ferguson, MBA, BEng, CPEng, CPLog, has wide experience in bids, grants, tender writing, planning and management, project management, engineering, logistics, training, documentation and business management and consulting.

Winning more business services include bid, proposal and tendering planning, bid coaching developing executive summaries, proposal writing and bid and proposal reviews
Proposal video and audio executive summaries can also be developed.



Contact Details

AJF Professional Services

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PM and ILS Support

ILS Management and all Logistics Support Elements

Consulting and managing ILS issues across all industry sectors

Appointed an ILS manager 1994 – had been doing ILS for 30+ years

Project and Risk Management – experienced in many PM and Risk software tools including MSP, Predict! and others

Asset Management – the reason we do ILS and Systems Engineering in the Defence Material Life Cycle – we just forgot about it until ISO 55000 arrived (and some notable systems failures...)

RAM Engineering and Analysis – PTC Windchill (Relex), RAPTOR, VMETRIC

Spares Analysis – OPUS, EDCAS, RAPTOR

ILS Practitioner and Asset Management Training – developed for UniSA initially – now commercial- includes management overview sessions, hands on – practical training aids

Speciality Engineering Training– RAM, FMECA, FTA

Bid and Tender Support

Bid and Tender Management and Support

Large–

Air 5428 – Lockheed Martin and Pilatus – Aerospace & Simulation

JP 2008 3F – BAE Systems, SATCOM

JP 2048 – Saab Systems – LHD Combat System,

JP 2047 – Telstra Defence – Defence Communications

Small – supply chain companies bidding to larger Primes and Tier 1 and 2 companies

Defence Sectors – Defence, Land, Maritime, Aerospace, C4I, Defence Services

Commercial and industrial services – mining, water infrastructure, logistics, manufacturing

Bid and tender training and coaching courses – 1-2 day formats – internal or external

Miscellaneous

Risk Management – applicable to many ISO standards and management disciplines. Applies in all business endeavours – need assurance that ALL material risks to your business outcomes are known and being managed or NOT – very applicable to Asset Management – risk based decision making

Key Partners:

Noventus - Vic, REALM Solutions - SA, Goal Professional Solutions – NSW

Key Clients:

Pilatus, Lockheed Martin, BAE Systems, PMB Defence, ASC, Telstra Defence, Babcock, CPB Const...

Conclusion:

We can provide:

- support to your supply chain who may a good product but need support to bid and deliver
- additional back up support capacity and capability,
- project and risk management consulting and training / coaching
- training in bid and tendering
- training in ILS and Speciality Engineering