

# PRAXTRA

| Knowledge

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## Introduction

PRAXTRA is an Adelaide based specialist corporate advisory firm with expertise in major defence acquisition and sustainment projects.

## Our Team

The PRAXTRA team has significant defence industry experience. Our team has held senior management roles in leading Australian and UK defence primes, across a broad range of responsibilities. We are ideally placed to provide pragmatic and relevant advice to the Australian defence industry.

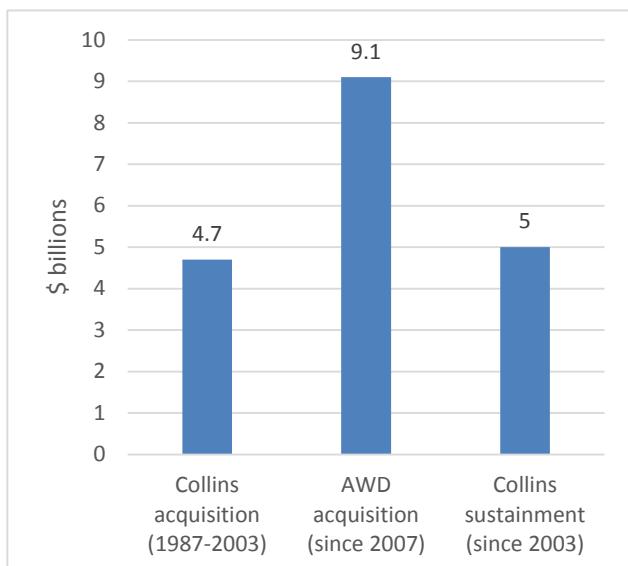
## Our Knowledge

The PRAXTRA team has extensive domain knowledge, developed over many years in a number of major defence programs:

- Corporate Strategy
- Governance
- Commercial negotiations
- Finance and earned value management
- Risk management
- Bid preparation
- IT and business systems architecture
- Program and project management
- Estimating, planning scheduling & control
- Supply chain
- Workforce planning
- Change management
- Production & engineering
- Quality & safety
- Legal IP and ITAR
- Infrastructure

## Our Experience

Members of PRAXTRA's team have been involved in Australia's major defence acquisition and sustainment programs including:



The **Collins Class submarine** program was Australia's first submarine design and construct project. **Ross Milton** and **Tony Kuhlmann** were responsible for negotiating the fixed-price developmental contract. **Doug Callow** was recruited from Vickers to manage the construction of 6 conventional submarines. The project was completed in 2003 with the delivery of HMAS Rankin.



ASC bid for and won the **Air Warfare Destroyer** shipbuilder role 2005. **Vladimir Malcik** and **Tony Kuhlmann** were involved in negotiating the commercial elements of the deal which led to the creation of the AWD Alliance between ASC, Raytheon and the Commonwealth in 2007. ASC also negotiated the development of a \$355m common user facility by the SA Government, complementing ASC's \$120m shipyard investment.



## Our Value

PRAXTRA can provide a range of defence industry experts with significant knowledge and experience, under a low overhead structure. The breadth and depth of our knowledge and experience makes PRAXTRA well-placed to meet the needs of a range of Australian defence industry clients, from government to primes to SMEs.

## About PRAXTRA

PRAXTRA Pty Ltd (ACN 113 015 660) is an Adelaide-based specialist defence industry advisory firm, able to operate throughout Australia and internationally.