

Capability

About

Horsell is a 100% Australian, family and veteran owned professional services business which assists buyers and sellers to make better procurement decisions primarily for the Defence sector.

We offer Academy training in key specialities, Consulting services to enlighten teams and Technology applications for both specific and everyday business use.

We consult to both sides of the market; the buyer and the seller, but never on the same project.

We value transparency, knowledge sharing, and making complex simple.

Academy

- Digital Transformation and AI/ML
- Continuous Improvement and Innovation
- Data Analytics & Value Stream Mapping
- Mission Engineering & ILS Specialties
- Agile Lean Six Sigma Training & Certification

Consulting

- Commercial & Procurement (ASDEFCON)
- Engineering & Technical Management
- Integrated Logistics/Product Support
- Project Management
- Publications Development (incl. \$1000D)

Technology

- Agent VFM (vfm.ai)
- Bid or No Bid (bidornobid.com)
- RateMyTender (ratemytender.com.au)
- templatebot (templatebot.com.au)
- Plus... custom AI/ML applications

Key Discriminators

We are different because...

- 100% Australian, family and veteran owned founded in 2007 - truly Sovereign
- Our founder puts his family name as your guarantee - we can't afford to ruin it
- We believe in transparency and the sharing of our knowledge and expertise
- We make complex simple - we make it about you, not about us or anyone else
- FTE of 30 staff - large enough to be robust, small enough to be agile
- 40% of staff are veterans - we have lived the pain and know where to look first
- 33% female participation rate including a Director / General Manager
- All staff are trained and certified in Lean Six Sigma to varying grades (belts)
- Guided by an expert Advisory Board helping us scale up to our full potential
- Services above and below the line - we know the system from both perspectives
- Experienced and currently providing relevant services to Defence and industry
- Complimentary products and services offered between three business units
- Academy supports Defence and industry with key skills to do more with less
- Consulting delivers complex problem solving and mapping the value stream
- Technology injects artificial intelligence and other tools for exponential results
- Melbourne based office - secure, discrete location for up to 50 personnel
- Most staff have AGSVA security clearances (Baseline to NV2)
- Defence Industry Security Program (DISP) Accredited
- Excellent financial viability with no debt or venture capital impacting our decisions

Certifications and Accreditations

Security

- Defence Industry Security Program (DISP) accredited
- Most staff have AGSVA security clearances (Baseline to NV2)
- Able to sponsor and self manage staff security clearances
- Chief Security Officer and Security Officers responsible for all security operations
- Operating System is Microsoft 365 for secure data and communications
- All technology products are built in Microsoft Azure for the highest cyber security

Professional Certifications and Memberships

- Horsell staff hold many certifications from professional associations such as AICD, Engineers Australia, PMI, AIPM and APMG including PRINCE2, Certified Trainer, etc.

Contact

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Partners and Current Customers

Defence

- Department of Defence, supporting Land, Maritime, and Joint Systems Divisions
- Jacobs Beca Team (Jacobs Australia and Beca Consultants) - Major Service Provider Agreement (MSP) (CASG)
- KEY Team (Kellogg Brown & Root and Ernst & Young) - MSP (CASG)
- Team Nova (Nova systems Australia, QinetiQ and PricewaterhouseCoopers Consulting) - MSP (CASG)
- Team Downer (Downer EDI Engineering Power, AGIS Group, DXC Technology Australia, Systra Scott Lister Australia, Envista, and Providence Consulting Group) - MSP (CASG)

Industry

- EXAIL (France) - SEA 1905
- JFD Australia - SEA 1910
- L3 Harris Communications Australia - Publications updates

Academia

- University of Canberra - delivery of Capstone projects to post graduates
- Australian Lean Six Sigma Society of Professionals - LSS training certification