



BLUE OPAL
ADVISORY™

EDITION 2026

Capability Statement

Trusted advice. Practical delivery. Lasting value.

Advisory and consultancy where Defence, government and industry meet.



Trusted advice. Practical delivery. Lasting value.

Blue Opal Advisory™ is a Brisbane-based advisory and consultancy firm working where Defence, government and industry meet. We win complex tenders, build the support systems that keep capability in service, and bring disciplined delivery to organisations that cannot afford to get it wrong, drawing on a network of senior specialists to match the depth each engagement demands.

WHERE WE HAVE DELIVERED

Australian Department of Defence and CASG | New Zealand Ministry of Defence and NZDF | Department of Home Affairs |
United Nations International Organization for Migration | The University of Queensland | Australian Defence industry primes and SMEs

CORE COMPETENCIES

Bid Management & Tender Response

Full lifecycle from kick-off to lodgement. Every response anchored to an approved Storyboard, sharpened through Pink → Red → Gold → Green colour team reviews.

WHERE WE HAVE DONE THIS

International Organization for Migration - led the AUSCO tender response to the Department of Home Affairs across multiple UN country offices, 2025. IOM won and is in contract.

CAPDA Consulting - led the Department of Finance Whole of Government People Panel (P3) bid, 2024. Admitted to the panel.

Prohelion - Defence prime electrical subsystem RFP, 2026. Won.

Integrated Logistics Support

LSA, LORA, maintenance concepts, MEL and LSAR build, and ASDEFCON ILS data items, from tender through PDR and CDR into in-service sustainment.

WHERE WE HAVE DONE THIS

Luminact / New Zealand Ministry of Defence - ILS subject matter expert to the Prime Systems Integrator on the Bushmaster 5.5 Protected Vehicle C4 Integration Project, developing contract-compliant ILS artefacts for Crown acceptance.

Rheinmetall MAN Military Vehicles Australia - led the multinational ILS Integrated Product Team through the ASDEFCON (Complex) tender for ADF Land 121 Phase 3B to contract award.

Asset Management & Sustainment

ISO 55000-guided frameworks that integrate and optimise whole-of-life cost, risk and performance across your value chain.

WHERE WE HAVE DONE THIS

Rheinmetall Defence Australia - established and led the after-sales support organisation for a heavy vehicle fleet of more than 3,500 vehicles in seven configurations across Australia and New Zealand: configuration management, engineering change, maintenance, spares and program management. The business unit remains in profitable operation today.

Contracting & Procurement

ASDEFCON, Commonwealth and state procurement. Proposal preparation, tender documentation, evaluation support and negotiation.

WHERE WE HAVE DONE THIS

ADF Land 121 Phase 3B - domain lead from the Tender Evaluation Risk Mitigation Activity through Offer Definition to signature of the Acquisition and Support Contracts.

Department of Health and Ageing, Office of Chemical Safety - led business requirements, the business case, tender documentation and the evaluation process through to AusTender release.

Strategy, Planning & Capture

Vision-led business strategy and capture planning guided by the Entrepreneurial Operating System®, translated into a plan your people will actually run.

WHERE WE HAVE DONE THIS

The University of Queensland - capture strategy for the High-Speed Defence Research Centre (AUKUS Pillar II), 2025. Delivered on a fixed price, on time and under budget; endorsed internally by UQ.

International Organization for Migration - Resource Mobilization Strategy and Donor Engagement Action Plans, 2024. Accepted by the Chief of Mission and presented to IOM's Global Resource Mobilization Network.

Change & Program Delivery

Organisational change on the Prosci ADKAR® model, with fit-for-purpose program and project management built around the business outcome.

WHERE WE HAVE DONE THIS

Rheinmetall Defence Australia - Program Director for the Land 121 Phase 3B and New Zealand Medium Heavy Operational Vehicle support contracts, run as a single program. Both were acknowledged by the government project organisations as the benchmark for major Defence support contracts.

Department of Immigration and Citizenship - change agent and Training Release Manager on the Systems for People business transformation program, Australia-wide.

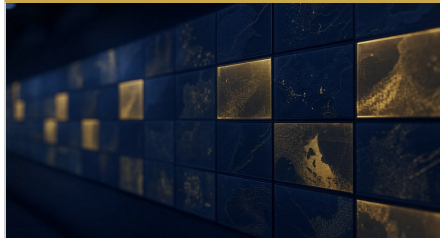
CAPABILITY STATEMENT

Digital Products · Why Blue Opal | Edition 2026

Three products. One Microsoft 365 tenant. Yours.

Built in Microsoft Copilot Studio and deployed into your own environment, not our platform. Your Bid Manager™ AI-Assistant deployed and trained to your requirements. Bid management coaching of your team on the process and the AI-Assistant.

DIGITAL PRODUCTS



1 · SEE THE PIPELINE

Tender Tracker™

The Tender Scanner AI Agent™ watches AusTender, ICN Gateway, VendorPanel, QDSA, LocalBuy and AusDIP, then issues a Tender-Manager Brief™ with capability evidence matched from your own library. A live pipeline shows every pursuit, stage, owner and closing date.



2 · RUN THE BID

Bid Manager™

Takes a qualified opportunity from Tender Tracker™ through five gated stages: triage, Go/No-Go, storyboard, colour review and lessons learned. Ten-factor %Win scoring, a Word deliverable at every stage, and gaps flagged rather than invented. Your bid manager approves every output.



3 · CLOSE THE LOOP

CRM Integration

Optional connection to HubSpot, Dynamics 365 and comparable systems via established Microsoft 365 APIs or web browser, so a qualified opportunity reaches your pipeline without re-keying. Scoped with you and actioned at deployment. Your decision, never a default.

WHY BLUE OPAL

1 Bid leadership proven at strategic scale

Our Managing Director led the bid teams that won three major complex government contracts in Australia and New Zealand, and led the ILS Integrated Product Team for ADF Land 121 Phase 3B through the ASDEFCON (Complex) tender, Offer Definition and contract negotiation to signature.

2 Capability transfer, not dependency

Every engagement mentors your team as it runs. CAPDA Consulting and Prohelion both lifted internal bid capability while their submissions were being written. You emerge stronger from each bid, not more reliant on us.

3 Sovereign by design

Our AI tools run inside your own Microsoft 365 tenant. Australian data residency, no third-party platform, no client data used for training, human approval on every client-facing output, and alignment to ASD Essential Eight (Maturity Level 1).

4 Senior practitioners only

Every person on your engagement is an experienced professional, whether Blue Opal or a teaming partner. No pyramid, no juniors billed as specialists, no one learning your business at your expense.



Colour team review in progress. Compliance and win themes are tested before submission, not after.

HOW WE ENGAGE

OPTION A

Managed bid

We embed a Blue Opal bid manager to run the pursuit end to end, using the products deployed in your tenant. The fastest route to a compliant submission when capacity is the constraint.

OPTION B

Capability uplift

We deploy the products, then coach your own bid manager to run them, mentoring your team through the first live pursuits until the capability is genuinely yours.

OPTION C

Licence only

We configure and deploy into your Microsoft 365 tenant and hand over, with documentation and induction. You own the capability outright, with no ongoing platform fee.

CAPABILITY STATEMENT

Proven Results · Principal · The Team | Edition 2026



PROVEN RESULTS

International Organization for Migration

AUSCO RFT, DEPT OF HOME AFFAIRS · JAN–MAR 2025 · SUBCONTRACTOR

Coordinated the response across multiple UN country offices under a purpose-built steering group. Fully compliant bid lodged ahead of the closing time.

CLIENT WON THE TENDER

CAPDA Consulting

DEPT OF FINANCE PEOPLE PANEL P3 · NOV–DEC 2024 · PRINCIPAL

Led the bid end to end: resourcing, schedule, risk, technical writing and review. Compliant submission lodged ahead of time.

ADMITTED TO THE PANEL

Prohelion

DEFENCE PRIME ELECTRICAL SUBSYSTEM RFP · MAY 2026 · PRINCIPAL

An invited RFP with no internal complex-submission experience and no spare capacity. Compliant, high-quality bid lodged on time and reusable bid frameworks established.

CLIENT WON THE TENDER

The University of Queensland

HIGH-SPEED DEFENCE RESEARCH CENTRE · SEP–OCT 2025 · PRINCIPAL

Capture strategy for a major Defence-linked opportunity under AUKUS Pillar II. Twenty days of effort in a 30-day window, on time and under budget.

ENDORSED BY UQ

Luminact / NZ Ministry of Defence

BUSHMASTER 5.5 C4 INTEGRATION · DEC 2025 – PRESENT · ILS SME

ILS lead to the Prime Systems Integrator on a protected-mobility C4 integration. Maintenance concept and Support Plan accepted for Crown acceptance.

IN DELIVERY

Prominence Consulting / Defence CASG

SOVEREIGN INDUSTRIAL PRIORITIES PILOT · SEP–DEC 2025 · SUBCONTRACTOR

Drafted detailed Sovereign Defence Industrial Priorities and the revised Industrial Capability Prioritisation process, feeding the Defence Industry Development Strategy.

POLICY ADOPTED

ALSO DELIVERED

International Organization for Migration - Resource Mobilization Strategy and Donor Engagement Action Plans, 2024; staff retreat design and facilitation, 2025. · **Arican Advisory** - mergers and acquisitions market research across six verticals in the United States and United Kingdom, 2024; recommendations accepted without change. · **Remote Pro** - Work Health and Safety management system design and implementation, 2024–2025. · **Dingo Defence** - business strategy development and implementation, 2021–2023.

PRINCIPAL & CREDENTIALS

Ronny (Ron) Parrello

MANAGING DIRECTOR

Australian Regular Army officer, RAEME, 1980–2004, retiring as Lieutenant Colonel. Since then, more than 20 years in executive and senior leadership: Principal Consultant, Apis Consulting Group 2004–2009; Head of Integrated Logistics Support and Program Director, Rheinmetall Defence Australia 2011–2021; Managing Director, Dingo Defence 2021–2023; founder of Blue Opal Advisory, 2024.

Government security clearance held

Australian Veteran-Owned Business

JOSCAR-AU Certified

Local Buy LB309 Verified Supplier

Cyber Wardens 2025

ASD Essential Eight ML1

Client owns all bid IP · AI Use Policy

QUALIFICATIONS AND METHODS

Certified Practising Project Director (CPPD), Australian Institute of Project Management · **Master of Defence Studies**, University of Canberra · **Graduate Diploma in Management Studies**, UNSW · **PRINCE2 Foundation** · **Graduate Certificate in Maintenance Management**, CQU · **Graduate**, Defense Acquisition University and Army Logistics College, Fort Lee, Virginia | Methods: ASDEFCON · ISO 55000 · Prosci ADKAR® · EOS® · Appreciative Inquiry

THE BLUE OPAL TEAM

We deliver through an established and growing network of **subcontractors and teaming partners**, each selected because their capability complements our own. Every one is a highly experienced senior practitioner. We do not staff engagements with juniors, because our clients pay for judgement rather than hours.

The network gives you full breadth and depth across **business advisory, delivery, implementation and change**, scaled to what the engagement needs rather than to a bench we must keep occupied. Relationships are governed by teaming and subcontract arrangements, and accountability stays with the Managing Director throughout.

Business advisory

Delivery

Implementation

Change

Senior practitioners only

Single point of accountability

Let's talk about your next bid.

Name the tender. We will tell you honestly whether it is worth chasing, and then we will help you win it.



SCAN TO VISIT

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INTELLECTUAL PROPERTY AND TRADE MARKS

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