



EMA ADVISORY

SERVICES LIST

COMMERCIAL ADVISORY

Thank you for considering EMA Advisory as your commercial advisory partner. We are proud to be a leading provider of commercial advisory resources to Federal Government, Defence and Australian Industry.

The Commercial Team at EMA Advisory work with clients to achieve value-for-money solutions throughout every stage of the procurement lifecycle, including the acquisition, sustainment and disposal of goods and services. Our team are security cleared and highly experienced across a range of complex areas including contract drafting and negotiation, high-value Requests for Tender, industry and stakeholder engagement and implementing better-practice models for procurement teams and projects.

Please see below a non-exhaustive list of services that our Commercial Advisory Team provide:

- **Strategic Commercial advice & Stakeholder Engagement**
- **Interpretation of legal provisions, specifically in new technology (such as AI)**
- **Contract drafting, reviews, and negotiation**
- **Strategic procurement activities**
- **Tender advice and support**
- **Negotiation Strategy & execution**
- **Risk assessment and Management**
- **Industry research and engagement**
- **Facilitating financial approvals and budget management**
- **Contract and spend reporting and analysis**
- **Commercial governance & operational policies / compliance**