

Emba Consulting

Emba Consulting — Government ICT Capability Pack

Australian-owned ICT labour-hire and technology advisory for BuyICT and AusTender pathways.

Procurement fit

Government ICT buyers are usually balancing five things at once: value for money, delivery confidence, clear evidence, security-aware data handling and low evaluation noise. Emba is built for that problem.

Emba Consulting Pty Ltd is an Australian-owned, senior-led ICT labour-hire and advisory firm focused on complex government and regulated-sector work. We support buyers who need practical specialists, not generic CV traffic: business analysts, systems analysts, test and quality specialists, data practitioners, software engineers, cloud/security-adjacent technologists and delivery support.

Emba is an active DMP2 / ICT Labour Hire seller and works through BuyICT-style RFQ processes. Our operating model is deliberately narrow and disciplined: understand the role, map the criteria, present evidence-backed specialists, state assumptions clearly and keep every binding action behind a human approval gate.

Why agencies use Emba

- **Value for money:** Emba has one of the lowest management fees on the BuyICT panel. Rate build-ups are kept transparent at RFQ stage and can be tuned to the buyer's value-for-money position.
- **Fast, evidence-led responses:** each proposed specialist is mapped to mandatory criteria, location requirements, availability, eligibility and referee evidence before a quote is lodged.
- **Low buyer effort:** concise response packs, direct answers to Q&A, and fast turnaround on interview, BAFO and contract steps.
- **Risk control:** no automated lodgement, signature, invoicing, payroll or compliance determination. The system prepares; the accountable human approves.
- **Bench-first sourcing:** Emba maintains a structured, privacy-conscious bench so repeat role shapes start from warm, tagged market knowledge rather than a cold search.

Core ICT capability areas

CAPABILITY	WHAT EMBA SUPPLIES	GOVERNMENT VALUE
Business and systems analysis	Senior analysts for discovery, requirements, process mapping, stakeholder engagement and delivery handover	Clearer scope, lower rework and stronger traceability from policy or operational need to delivery output
Testing and quality assurance	Test analysts, UAT/regression support, accessibility-aware testing and data-validation capability	Better release confidence, evidence for acceptance and practical support for complex legacy or enterprise systems
Data and reporting	Data analysts, BI/reporting specialists and migration or validation support	Cleaner decision evidence, reporting uplift and reduced operational risk during change
Software engineering	Full-stack, Python/C#, integration and platform-aware developers for federal ICT environments	Delivery capacity that can work inside existing governance, architecture and security constraints
Cloud, cyber-adjacent and IAM support	Cloud/platform, infrastructure, DevSecOps and identity-aware practitioners where the role is implementation-focused	Practical delivery help without overclaiming formal security assurance
RFQ and workforce operations	Role triage, candidate screening, response drafting, onboarding, timesheet-to-invoice control and contract evidence tracking	Faster procurement cycles with cleaner audit trails and fewer loose ends

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Government-relevant experience

Emba's current operating base is federal ICT labour hire. Recent government-relevant work includes:

- **Prime Minister & Cabinet:** senior business-analysis capability supplied through a multi-candidate government RFQ pathway, with the engagement extended to 2027.
- **Department of Finance:** PDMS test analyst role won through DMP2 / ICT Labour Hire, including rapid candidate pack preparation, same-day value-for-money response and executed work order.
- **Active federal RFQ pipeline:** current and recent activity across software engineering, systems analysis, data analysis, testing and analyst-style roles for Commonwealth buyers.
- **Repeatable delivery machine:** each RFQ becomes a structured record: agency, role, mandatory criteria, location, clearance or eligibility posture, response deadline, candidate evidence, submission status and outcome learning.

The practical pattern is consistent: Emba responds quickly, keeps the quote concise, avoids unverified claims and improves the bench after every RFQ whether the outcome is win, loss or no-bid.

Compliance, privacy and trust posture

Emba's posture is designed for government work at a modest, controlled scale.

- **Privacy-first handling:** candidate and client data is minimised, separated from public systems and handled under Privacy Act / APP discipline. TFNs, bank details, date-of-birth records, police-check results and clearance numbers are not copied into working notes, chat systems or unapproved processing tools.
- **Human approval gates:** RFQ lodgement, client emails, LinkedIn sends, signatures, Xero invoices, pay runs, payroll/super and compliance determinations remain human-approved actions.
- **Jurisdiction checks:** labour-hire licensing, workers compensation, insurance certificates, Statement of Tax Record and payroll/super obligations are treated as pre-lodgement or pre-supply gates. If a required status is not confirmed, Emba escalates or declines rather than guessing.
- **Security-conscious web and identity posture:** public and candidate-facing surfaces use modern controls such as HTTPS/HSTS, content-security policy, bot checks, restricted admin access and monitored Cloudflare/Microsoft 365 posture.
- **Audit-ready records:** CRM, finance, timesheet, RFQ and contract records are reconciled back to source evidence. Automation is used for preparation and checking, not for irreversible commitments.

What Emba is best used for

Use Emba when the role needs a short, credible path from requirement to shortlist:

1. Invite Emba to the BuyICT or AusTender opportunity.
2. Provide the role description, evaluation criteria, work location, clearance or citizenship requirements, rate ceiling and close date.
3. Ask for a same-day or next-business-day market read: availability, likely fit, risks, assumptions and whether Emba should quote or decline.
4. For suitable roles, Emba prepares a concise response pack with the proposed specialist evidence, rate logic, compliance notes and open assumptions for buyer review.

Call to action

For a live role, invite Emba through the relevant government procurement channel and include the role title, agency, location, clearance or eligibility requirement and closing date.

For early market sounding, use the contact form at emba.au/contact and ask for a short capability or availability check.

For privacy and trust context before engagement, review emba.au/trust and emba.au/privacy.

Next step: For a live role, invite Emba through the relevant procurement channel and include the role title, agency, work location, eligibility or clearance requirement and close date.