

ESTIMATES BRIEF – Hot Issue**CONSULTANT/CONSULTANCY**

Supplementary Budget Estimates – October 2025

Use of consultants**Subject/Issue**

Growth in consultancy contracts reported on AusTender.

Key facts and figures

Financial year figures throughout this factsheet include all contracts and amendments published between 1 July 2020 and 30 June 2025, as at 11 September 2025.

- Since 2021-22, the value of all Australian Government procurement contracts has grown 33.1 per cent (\$78.8b to \$104.9b) while the value of consultancy contracts has only grown by 5.5 per cent.
 - Since 2021-22, the value of all procurement contracts (consultancy and non-consultancy) entered into with the large 8¹ consultancy firms has **reduced by 26.2 per cent**

Key information*Consultancy Contracts*

Consultancy Contracts by Volume and Value (as at 11 September 2025)				
FY	Volume of contracts	Per cent of total volume	Value of contracts	Per cent of total value
2020-2021	3,455	4.14%	\$578.7m	0.87%
2021-2022	3,734	4.08%	\$807.4m	1.03%
2022-2023	3,136	3.79%	\$575.0m	0.78%
2023-2024	3,197	3.85%	\$683.2m	0.69%
2024-2025	3,393	3.91%	\$852.1m	0.81%

AusTender values represent contract awarded value and not actual expenditure.

- A consultancy is defined as “the engagement of temporary services that:
 - involves the development of an intellectual output that assists with decision making, and
 - the intellectual output represents the independent view of the service provider.”

¹ Large consultancy firms consist of Deloitte, EY, KPMG, PWC, Scyne, Accenture, BCG, McKinsey and Nous Group.

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- In 2024-25, consultancies published on AusTender represented less than 0.81% by value (\$852.1m) and 3.91% by volume (3,393) of all contracts.
- The Strategic Commissioning Framework supports the engagement of consultants for independent advice to meet a temporary need or for urgent capability.

Top 10 Consultancy Contracts by Value for FY 2024-25				
Agency	Contract Notice ID	Value	Contract Description	Firm
Department of Health, Disability and Ageing (Health)	CN4164818	\$11,940,000.00	Maintain the National Suicide and Self-harm Monitoring System	AUSTRALIAN INSTITUTE OF HEALTH AND WELFARE
Health	CN4130507	\$9,626,371.00	Kruk Review Implementation	AUSTRALIAN HEALTH PRACTITIONER REGULATION AGENCY
Australian Submarine Agency	CN4101355	\$9,531,500.00	Industrial Uplift Strategy Delivery Partner	MCKINSEY PACIFIC RIM, INC.
Aged Care Quality and Safety Commission	CN4042611-A2	\$9,455,336.00	Provision of Digital Transformation Services	XAMPLIFY SERVICES PTY LTD
Department of Industry, Science and Resources	CN4137966	\$8,637,000.00	Preliminary sketch plan for laboratory renovation/extension	GHD PTY LTD
Department of Home Affairs (Home Affairs)	CN4120680	\$7,800,000.00	Internal Audit	AXIOM ASSOCIATES (AUST) PTY LTD
Department of Education	CN4162880	\$7,478,734.00	Early Education Service Delivery Prices Project	DELOITTE TOUCHE TOHMATSU
Home Affairs	CN4120681	\$6,000,000.00	Internal Audit	SCYNE ADVISORY PTY LTD
Department of Infrastructure, Transport, Regional Development, Communications, Sport and the Arts	CN4090061	\$5,972,482.00	USO Technical Trials	SCYNE ADVISORY PTY LTD
Department of Defence	CN4158585	\$5,333,810.02	Engineering and vessel delivery management	NOVA SYSTEMS AUSTRALIA PTY LTD

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- Refer to **Attachment A** for a detailed breakdown of large firm consultancy contracts.

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Background

The Government is committed to reducing the use of contractors, consultants and labour hire, and instead is focussed on building APS capability as part of its APS Reform agenda.

To determine if a consultancy must be listed on AusTender, the independent intellectual output must be the primary component of the contract in terms of value or importance. Procurement of consultancy services typically involve the supplier working independently and substantially retaining direction and control over the work that is performed to develop the independent intellectual output. Key features can include:

- the consultant retaining discretion regarding the performance and delivery of the services;
- development of independent output occurs without the entity's direct supervision or direction; and
- the output is expected to reflect the independent views or findings of the individual or organisation delivering the services.

The Strategic Commissioning Framework states that procuring consultants for core work is only appropriate if:

- there is a need for independent advice (for example, due to requirements in legislation or an assurance need) and it cannot be sourced from within the APS. This should be used on a one-off or limited basis; or
- there is a temporary need for unique specialist, innovative, technical and in-demand skills, at a level that would be inefficient to retain internally (that is, there is not an enduring demand for the skill); or
- there is a genuinely urgent and/or unforeseen need for a skill or capability in an area that is an enduring function, and extra support is needed while capability building or recruitment processes are underway.

Supporting information

Questions on Notice

- No QoNs asked.

Freedom of Information (FOI) Requests

- No FOIs asked.

Recent Ministerial Comments

- Nil

Relevant Media Reporting

- [Labor vowed to crack down on consultants, but spending is going up](#), Olivia Ireland and Brittany Busch, The Age, 27 July 2025.

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Attachment A

Large Consultancy Firms - Total Contracts

Large Consultancy Firms - Total Contracts (As at 11 September 2025)																						
FY	Deloitte		EY		KPMG		PWC		SCYNE		Accenture		McKinsey		BCG		Nous		Large Consultancy Firms Total			
	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	% of Total	Value	% of Total
2014-2015	260	\$67.9m	260	\$102.9m	441	\$108.6m	281	\$113.9m	0	\$0.0m	86	\$224.8m	0	\$0.0m	10	\$15.9m	47	\$4.5m	1,385	1.89%	\$638.5m	1.04%
2015-2016	320	\$98.7m	258	\$96.0m	481	\$154.4m	235	\$171.7m	0	\$0.0m	107	\$325.5m	3	\$5.2m	13	\$17.6m	48	\$9.0m	1,465	1.95%	\$878.2m	1.44%
2016-2017	330	\$85.7m	230	\$81.3m	507	\$178.7m	286	\$111.3m	0	\$0.0m	126	\$484.5m	6	\$11.6m	13	\$11.4m	65	\$10.6m	1,563	2.22%	\$975.2m	2.01%
2017-2018	327	\$118.5m	240	\$104.9m	543	\$214.5m	306	\$179.4m	0	\$0.0m	97	\$230.1m	8	\$29.9m	13	\$24.4m	52	\$10.1m	1,586	2.18%	\$911.9m	1.34%
2018-2019	340	\$172.6m	282	\$119.7m	539	\$268.9m	338	\$191.9m	0	\$0.0m	132	\$279.2m	13	\$7.7m	21	\$14.8m	86	\$13.5m	1,751	2.26%	\$1,068.3m	1.74%
2019-2020	347	\$245.6m	252	\$108.8m	576	\$293.8m	349	\$212.2m	0	\$0.0m	134	\$936.8m	30	\$52.1m	25	\$16.4m	75	\$17.6m	1,788	2.22%	\$1,883.4m	3.52%
2020-2021	400	\$259.0m	342	\$271.0m	589	\$322.3m	372	\$248.8m	0	\$0.0m	158	\$494.8m	34	\$42.1m	52	\$39.6m	107	\$24.4m	2,054	2.46%	\$1,701.9m	2.56%
2021-2022	531	\$463.6m	333	\$245.5m	661	\$569.7m	450	\$352.7m	0	\$0.0m	176	\$733.8m	32	\$41.7m	43	\$46.9m	106	\$69.0m	2,332	2.55%	\$2,523.0m	3.20%
2022-2023	432	\$357.5m	284	\$370.1m	528	\$437.3m	327	\$272.3m	0	\$0.0m	172	\$543.8m	19	\$19.3m	36	\$35.9m	86	\$29.4m	1,884	2.28%	\$2,065.6m	2.79%
2023-2024	322	\$232.5m	273	\$225.0m	479	\$387.1m	20	\$15.2m	51	\$37.6m	165	\$577.6m	13	\$22.0m	13	\$13.7m	120	\$48.0m	1,456	1.75%	\$1,558.7m	1.56%
2024-2025	349	\$336.4m	244	\$273.5m	393	\$187.4m	10	\$0.3m	74	\$68.9m	149	\$793.1m	14	\$14.8m	23	\$136.9m	135	\$47.0m	1,391	1.60%	\$1,858.4m	1.77%

AusTender values represent contract awarded value and not actual expenditure.

Large Consultancy Firms - Contracts flagged as Consultancy

Large Consultancy Firms - Contracts Flagged as Consultancy (As at 11 September 2025)																						
FY	Deloitte		EY		KPMG		PWC		SCYNE		Accenture		McKinsey		BCG		Nous		Large Consultancy Firms Total			
	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	Value	Count	% of Total	Value	% of Total
2014-2015	107	\$16.6m	102	\$39.2m	122	\$24.0m	89	\$31.2m	0	\$0.0m	5	\$18.6m	0	\$0.0m	5	\$9.8m	27	\$3.0m	457	12.89%	\$142.3m	32.78%
2015-2016	87	\$19.1m	107	\$40.2m	128	\$28.0m	119	\$70.5m	0	\$0.0m	10	\$3.2m	2	\$0.3m	8	\$13.9m	18	\$3.9m	479	13.31%	\$179.1m	32.36%
2016-2017	103	\$26.1m	91	\$27.3m	130	\$27.0m	120	\$42.6m	0	\$0.0m	3	\$1.2m	2	\$10.2m	3	\$2.5m	29	\$4.9m	481	13.70%	\$141.8m	25.46%
2017-2018	120	\$19.2m	92	\$27.4m	128	\$35.6m	109	\$48.8m	0	\$0.0m	5	\$1.7m	1	\$16.1m	4	\$5.4m	28	\$7.4m	487	13.24%	\$161.6m	28.13%
2018-2019	110	\$29.0m	106	\$20.1m	123	\$38.9m	89	\$25.9m	0	\$0.0m	9	\$1.1m	7	\$3.9m	11	\$7.6m	39	\$7.7m	494	13.82%	\$134.2m	26.17%
2019-2020	92	\$25.6m	77	\$34.8m	123	\$35.7m	112	\$56.4m	0	\$0.0m	15	\$6.3m	9	\$11.7m	8	\$6.7m	33	\$6.5m	469	13.66%	\$183.7m	31.39%
2020-2021	104	\$19.2m	83	\$37.1m	122	\$46.0m	130	\$52.2m	0	\$0.0m	23	\$8.0m	12	\$16.8m	22	\$23.4m	48	\$12.7m	544	15.75%	\$215.4m	37.21%
2021-2022	93	\$30.4m	104	\$34.4m	141	\$63.1m	166	\$104.4m	0	\$0.0m	7	\$3.1m	14	\$15.1m	19	\$27.9m	68	\$18.6m	612	16.39%	\$297.1m	36.80%
2022-2023	108	\$31.2m	100	\$32.4m	134	\$43.5m	109	\$59.1m	0	\$0.0m	8	\$1.9m	11	\$8.2m	24	\$20.0m	51	\$16.0m	545	17.38%	\$212.2m	36.91%
2023-2024	95	\$34.8m	111	\$56.4m	154	\$43.3m	0	\$0.0m	19	\$10.5m	15	\$5.2m	7	\$4.3m	10	\$8.3m	81	\$37.3m	492	15.39%	\$200.1m	29.29%
2024-2025	94	\$47.1m	91	\$39.1m	124	\$32.3m	1	\$0.1m	39	\$32.2m	6	\$6.2m	5	\$12.0m	18	\$29.6m	77	\$30.3m	455	13.41%	\$228.9m	26.87%

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