



SSCL

CAPABILITY OVERVIEW



We are a specialist advisory firm with expertise in logistics, supply chain, engineering, procurement, training design and delivery, contract and commercial management, project and change management.

SSCL helps organisations build capability, transfer knowledge and be more sustainable.

Since 2005, SSCL consultants have been called on to provide management services as well as strategic and organisational guidance to industry, local bodies, Government and Defence, and bring a wealth of expertise in working within complex multi-agency and varied stakeholder environments.

SSCL is challenging the traditional high-end, tier one multinational consulting firms by leveraging its strategic thinking, delivering practical results, and up-skilling client capabilities to ensure technology and talent are matched with current and future demands. This approach ensures a sustainable return on investment (ROI).

With a wide commercial skills base, SSCL delivers solutions across a broad spectrum of challenging projects that require innovative thinking and a hands-on approach to problem solving.

SSCL is a committed member of the New Zealand Defence Industry Association (NZDIA) and a current approved New Zealand Defence Force (NZDF) Vendor. Complementing the team of experienced consultants are numerous former senior military personnel who contribute tailored support to Defence related projects.

From offices in Auckland and Wellington, SSCL has delivered successful outcomes for a significant number of projects throughout Australasia, Asia, the United Kingdom and the Pacific.

SSCL Point of Difference

What makes SSCL different from traditional, multinational consulting firms is our agility, close client engagement and results-oriented focus. Our turnaround time from brief to deployment is quicker than the larger firms, with lower administrative burdens.

All SSCL consultants are senior, high-level, qualified and experienced practitioners and subject matter experts with extensive hands-on operational experience; work is not transferred to juniors or graduates.

- We can leverage a considerable and diverse experience base across multiple industry and government sectors to deliver change programmes. We enable clients to maximise the efficiency of their existing business or process frameworks and systems and, where necessary, create new operating models to align with their unique requirements.
- SSCL is a trusted NZ Defence sector consultancy able to deploy senior former military engineers, operators and supply chain managers to support both the Crown and the industry participants who seek to supply equipment and services to the NZDF and Ministry of Defence.
- Our aim is to enable clients to optimise their supply chain function by sharing knowledge and coaching personnel to operate independently and confidently.
- We focus on the delivery of practical and relevant outcomes. We can very quickly understand the organisational and commercial environment and execute solutions effectively.

- Knowledge transfer is a critical point of difference that enables clients to be self-reliant and sustainable.
- SSCL consists of a stable team of committed consultants who build trusting client relationships on challenging, high-quality projects.
- The firm maintains a strategic partnership with World Commerce & Contracting (formerly the International Association of Contract and Commercial Management), a leader in the field of commercial relationship management, contract negotiation, diagnostics and training.

SSCL is challenging the traditional, multinational consulting firm approach with our agility, results and value-orientated focus.



Scope of Services

The collective talent, skill and experience of the SSCL consultants is broad and varied and includes:

PROCUREMENT / SOURCING. SSCL has extensive experience supporting public and private sector clients with the procurement process, from strategy to contract negotiation and implementation, across a wide range of industries.

LOGISTICS / SUPPLY CHAIN. SSCL assists with design and implementation of logistics and supply chain systems, including MRP (Material Requirements Planning), inventory management, and ERP (Enterprise Resource Planning).

CONTRACT / COMMERCIAL MANAGEMENT. Founded by Bernie Diver, a Harvard Business School Strategic Negotiation Programme attendee, SSCL covers all aspects of contract and commercial management. Our experts ensure clear understanding of rights, responsibilities and deliverables.

BID / TENDER MANAGEMENT. We help clients secure new business through strategic contract negotiation, focusing on value and benefits for buyers. We have a strong track record of winning NZ Government contracts for international clients.

ORGANISATION DESIGN. SSCL helps organisations perform across the full spectrum of Logistics, Procurement, Supply and Repair Chains.

TRAINING. We design, develop and deliver training courses in Procurement, SLAs, Contract Writing, Inventory Management, MRP and Warehouse Management. Defence sector training courses include Contract Management, ILS, CT & FMS, and Supply/Repair Chain Training. We can create custom programmes to meet your unique requirements.

PROJECT / CHANGE MANAGEMENT. Our project and change managers support initiatives including organisational change and supply chain optimisation.

ASSET THROUGH-LIFE MANAGEMENT. Leveraging our significant Defence sector experience, our experienced team can support all aspects of Asset Through-Life Management, from acquisition to in-service support and disposal.

PRE DEPLOYMENT SERVICES. SSCL offers pre-deployment training to NZDF, including language, culture, interpreter training, and realistic scenario support. With a team from over 11 different cultures, we provide tailored training for travel preparation and handling hostile situations. Our PDT services are current and aligned with emerging commitments of the armed forces.

SSCL Consultants

The SSCL team consists of very experienced New Zealand-based practitioners with high-level operational experience within industry, Government and Defence environments.

Visit www.sscl.co.nz for more information.





Bernie Diver, Director

As Director of SSCL, Bernie works with the team of SSCL consultants to provide governance, support and training services. Since establishing SSCL in 2005, he has been committed to ensuring sustainability for both customers and suppliers.



Peter Johnson

Peter brings decades of senior Defence aviation, airworthiness and regulatory leadership, strengthening SSCL's technical credibility across EMARs/DARS implementation, safety assurance, systems integration, ILS training and advisory services.



John Campbell, MNZM

Following a wide and varied 40-year career with the New Zealand Defence Force, including ship commands and the appointment as Maritime Component Commander, John brings an understanding of Defence capability design, development and delivery, governance, ILS and bid writing.



Siobhan Cohen

Siobhan brings over 25 years of executive HR and organisational leadership and design experience, driving people and capability strategies for global organisations in industries such as the primary sector, high-tech, manufacturing, airlines, and agritech.



Mark Dunlop

Mark helps organisations scope and shape strategic initiatives, focusing on identifying business opportunities, facilitating, training, shaping systems and processes, enabling change, and sustaining performance by releasing internal potential.



Brad Gallop

Brad has over 30 years of experience with military operations, training and capability, and as an officer of the New Zealand Army.



Lorena Thomas

Lorena brings over 25 years of training, organisational and strategy development experience to SSCL, and works collaboratively with clients to deliver training and operational process improvement solutions as part of an organisation's overall capability.



Dirk de Jong

Dirk is an accomplished international supply chain and procurement professional with more than 30 years of FMCG, automotive, energy, construction and utility industry experience in New Zealand and Europe.



Grant Isherwood

Grant first worked with SSCL in 2009 and with over 30 years of experience in the aerospace/defence sectors provides specialist management and technical guidance primarily for logistics, engineering and operational solutions.



Matt Comber

Matt serves as SSCL's ORACS Capability Integration Lead, providing end to end coordination across testing, airworthiness, multinational stakeholders and CIF driven integration activities to ensure the NH90 ORACS capability is safely, coherently and operationally delivered.



Renata Mathewson

Renata is an experienced writer with over 25 years of communications, publishing and marketing experience in New Zealand, Canada and the United Kingdom.



Mike Sutherland

Mike supports SSCL as a Business Analyst for Supply Chain & Inventory, bringing structured analysis, disciplined Defence sector stakeholder engagement and practical, data driven problem solving that strengthens SSCL's delivery of inventory, logistics and sustainment advisory services.



Charles Jury

Charles leads SSCL PDT services. He is an intelligence professional with extensive military experience including overseas deployments. Charles has founded training support companies for government agencies to design and deliver high-quality training programs.



James Craig (JC)

JC delivers SSCL PDT services and brings extensive experience in military and civilian operations, including 23 years with the UK Land Forces and 14 years with the NZ Defence Force. He demonstrates strong leadership, expertise, and operational skill across diverse roles and environments.



Nick Ferdinando

Nick joined SSCL in 2022 after 14 years with the RNZAF as an Avionics Technician and Aeronautical Engineering Officer. He recently spent two years abroad as the Type 26 Frigate Engineering Manager under development for the Royal Navy.



Julie Ibbotson

With 30+ years of experience in design, Julie specialises in creating customised graphic solutions producing user-friendly, high-quality documents and materials tailored to the unique needs of SSCL's clientele.



Carmel Clark

With over 25 years of experience helping clients manage their businesses, Carmel specialises in client relationship management, customer service, bookkeeping, and back-office operations.



Keith Clark

Keith is an RNZAF trained chef by trade with a strong financial and planning background, along with experience in the commercial property arena.

Accreditations

PANELS / CLEARANCES

- All of Government Consultancy Panels: Procurement and Logistics - Tier 2; Business Change; Human Resource
- NZDF Integrated Logistics Support (ILS) Panel
- Ministry of Defence: Technical and Support Services Panel
- Approved NZDF Vendor
- Holders of New Zealand National Security Clearances
- Accredited to Defence Industry Security Programme (DISP)
- Approved access to NZDF IT Systems SAP and DIXS
- Completed Defence, ITAR and EAR Trade Controls from a non-US Perspective
- US Defense Logistics Agency's Demilitarisation Course



CERTIFICATIONS / MEMBERSHIPS

- Prosci Change Management training
- World Commerce & Contracting Certification (including Fellowship status)
- ITIL® 4 Foundation Certification
- Member of the New Zealand Defence Industry Association (NZDIA)
- Memberships, Human Resources Institute of New Zealand
- Memberships, New Zealand Institute of Directors (including Charter status)
- Memberships, Leadership New Zealand

Strategic Capabilities

SSCL works across four key sectors

- New Zealand Government
- New Zealand Defence
- Australian Defence
- Industry

Clients Include:

SSCL

- Aegis Media (London)
- Aeromotive Holdings
- Air New Zealand
- Air New Zealand Engineering Services
- Air New Zealand Gas Turbines
- Air Niugini
- Argenta Manufacturing Limited
- Atihau Whanganui Incorporation
- Auckland Council
- Audit NZ
- Auditor General
- Australia Defence Apparel (ADA)
- Axon
- Babcock International Group – New Zealand
- Bapcor
- Columbine Industries
- Compass Group
- Corporate Express
- Corys Electrical
- Express Logistics
- Fletcher Building Group (Humes)
- Frater
- GE Capital Aviation Services (GECAS)
- Goodman Fielder
- Honeywell Limited
- IRD
- Leighton Contractors NZ Ltd
- Lockheed Martin
- Ministry of Defence
- Ministry of Transport (NZ Search and Rescue)
- National Glass (EuroGlass)
- New Zealand Customs Service/National Maritime Coordination Centre
- New Zealand Defence Force (NZDF)
- New Zealand Defence Industry Association (NZDIA)
- New Zealand Police
- Pfizer
- Ports of Lyttelton
- Rotorua Regional Airport
- Royal New Zealand Air Force (RNZAF)
- Royal New Zealand Navy (RNZN)
- Sacred Hill Wines
- Saddlery Warehouse
- Tegel Foods Ltd
- TimTech Chemicals Limited
- Tourism NZ
- Travelair Group (Start-up Airline, PNG)
- Tuatahi First Fibre
- University of Auckland
- Vidak Ltd
- Warehouse Stationery Group
- Watercare
- Watts Water Technologies Inc
- WEL Networks Ltd
- Wellington City Council