SIMCON

Resume of Peter Hill

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Nationality: Australian

Education: Master of Business Administration, Deakin University, 1992
Bachelor of Engineering (Electrical), University of NSW 1978,
Bachelor of Science, University of NSW, 1976
     (Majoring in Mathematics and Computer Science)

Courses

- Simulation Verification, Validation and Accreditation
- ISO9001:2000 Lead Quality Auditing
- Defence Industry Study Course
- Sales Management
- Tendering Technical Projects
- Major Account Selling
- Introduction to Simulation in Australia (part developer and trainer)
- Simulation Contract Management (developed and delivered for SimTecT 2011)

Services:

- Simulation technology and market advisor
- Technical Project Management in an IT or engineering environment
- Systems Engineering (requirements analysis, development, testing)
- Vendor selection (writing specifications, evaluation plans)
- Tendering and Business Development
- Market analysis and development

Skills:

- Project management in the Public or private sectors
- Excellent knowledge of simulation principles and the simulation market
- Sound knowledge of project management principles and software development lifecycles
- Systems Engineering approach from Requirements Analysis, interface definition through to Acceptance Testing and Support
- Excellent interpersonal and written communication
- Good financial and business management knowledge

Work Experience:

ORGANISATIONS

1. **SIMCON SERVICES PTY LTD**   October 1999 to present

   Simcon Services was founded by Peter Hill, and provides services to the IT, defence and simulation communities.

2. **ADACEL TECHNOLOGIES LTD**   October 1997 to October 1999

   Adacel is an Australian software company.

3. **WORMALD TECHNOLOGY**   September 1987 to October 1997

   Wormald Technology (now Thales Training & Simulation) was formed in 1987 to undertake major high technology contracts in the defence, industrial and commercial sectors.

4. **GEC DIGITAL**   December, 1978 - September, 1987

   GEC Digital was a division of GEC Australia, specializing in the development of PLC, microprocessor, SCADA and general computer systems.

SIMULATION SPECIFIC CONSULTING

1. **Industry Development - DIISR**   October 2003 to present

   Contracted to the Department of Innovation Industry Science and Research to provide expert simulation technology and market knowledge to assist the Joint Strike Fighter Industry Team (JSF IT) in winning work for Australia. This involved:

   - Researching high-level technical capabilities (eg ADL CoLab, DSTO's R&D, CRCs) within Australia and between JSF Partners to form synergies for Australia to win work on JSF.
   - Liaising with JSF IT to nominate complex technically compatible consortia to provide comprehensive and competitive responses to requirements.
   - Eliciting opportunities by critically analysing the customers' published, spoken and inferred requirements.
   - When required by JSF IT, representing Australian industry to global networked simulation and training organisations.
   - Evaluating R&D proposals.

2. **Industry Development – QLD**   April to June 2009

   Conducted an assessment of the Queensland simulation industry, and potential for growth and investment in new sectors, for the Queensland Government's Department of Tourism, Regional Development and Industry.

3. **Marketing Strategy**   December 2003 to February 2004

   Analysed a new range of CAE's modelling products and matched their capabilities with the requirements of the Defence Capability Plan. A market potential and strategy document was produced. This was largely put into effect.

4. **Tender Evaluation**

   Estimated the MUARC car simulator upgrade cost for a grant application by Monash University, and was a technical advisor on the Tender Evaluation Committee. Project Management advisor during implementation (May 2007 to December 2009).

   Project Manager and Technical adviser for the Tender Evaluation of RailCorp's Training Simulators (see 6), and replacement of specialised reality centre projectors (February 2008 to March 2009).

5. **Introduction to Simulation**   May – June 2004

In conjunction with CSC, wrote an "Introduction to Simulation" for the Australian Defence Simulation Office's "Simulation Manual". The Introduction was designed for novices to the field, and was written in a user-friendly, engaging manner, with numerous photos.

6. **Training Simulators**   July 2001 – June 2003, February 2008 - present

Technical Adviser for the purchase and later upgrade of four training simulators by RailCorp NSW, from Request For Tender to project implementation. Consulting included:

- Developing the funding submission documentation, and obtaining senior management approval
- Liaising with the Customer to determine the operational requirements, and expressing them as technical requirements for the supplier
- Conducting the Request For Tender Process (specifications, evaluation plan and report)
- Reviewing and approving the design
- Verifying test documentation for completeness and witnessing the testing
- Checking the cost / benefits of contract variations

Contributed to the technical aspects of the Systems Design Review, Preliminary Design Review and Critical Design Review of RailCorp's A-class PPP Train Driver and Guard simulators.

Project managed the upgrade of RailCorp's V-Set Simulator to add Automatic Train Protection functionality; including: preparation of technical specification, tender evaluation plan.

7. **Simulation Standards**   March – June 2002

Surveyed the ADF for the Australian Defence Simulation Office for potential candidates for simulation standards.

8. **Simulation Due Diligence**   June – November 2000

A company with little experience of simulation was interested in purchasing a simulation company. The consultancy included analysing the market in the relevant sectors, and assessing the value of the company's simulation intellectual property.

9. **Tendering**

Assisted a number of companies in producing tenders in roles ranging from technical expert, through to bid manager.

PROJECT MANAGEMENT

1. **Training Simulators**   February 2008 – present

Project Manager for the addition of Millennium / OSCar train simulators to RailCorp's capabilities, and for the technology refresh of the original simulators, including replacing the reality centres' projectors. Project Manager for the addition of Automatic Train Protection capability to the simulators.

2. **Training Simulators**   July 2001 – June 2003

Project Manager for the purchase of four training simulators by RailCorp, from Request For Tender to project implementation ($20m).

3. **Training Simulators**   May, 1999 - March 2000

Project management of the software and hardware development, supply and installation of two anti-submarine simulators for the RAN.

4. **Service Contract**   October, 1997 - October, 1998

Established and managed the IT (PC Help Desk) and simulators Maintenance (software and

hardware) and Engineering Development Contract at HMAS WATSON (19 staff), including the writing of the Quality Management System.

5. **Mission Critical System**   September, 1987 - September, 1991

Negotiation, establishment and management of the Integrated Ship Control, Management and Monitoring System ($40m). This was a mission critical system for the RAN's Collin's Class submarines. The project involved extensive hardware and software design (300,000 lines of Ada code), in close co-operation with the customer, Saab Instruments AB. In addition, the contract required the manufacture of five complete shipsets of ISCMMS equipment, including assembly of PCBs, racks, consoles, and procurement of major items from Australia, Europe and USA.

6. **Project Director**   September, 1991 - May, 1996

As Business Unit Manager, Peter Hill was the Project Director for a number of major defence projects:

- Submarine Cabinets ($7m)
  Hardware design and manufacture
- Submarine Fire Protection and Suppression System ($7m)
  Embedded software and hardware design, and manufacture
- ISCMMS System Test and Software Support Facility ($3m)
  Design of a workstation-based simulation and test system.
- F-111C Mission Simulator ($19m)
  Design and manufacture of a complex realtime system, with a development staff of 30.
- Realtime Computer Image Generator ($1.2m)
  Software design
- Minehunter Remotely Operated Vehicle Manufacture ($7m)
  Manufacture and supply.

7. **Project Director**   December, 1983 - October, 1985

As Computer Systems Department Manager, Peter Hill was the Project Director for a number of projects:
- Train Describer for SRA
- Automatic crane for a paper warehouse
- Production monitoring system
- Hot rolling mill control system
- Train management systems
- Crane management system for BHP.

TENDERING

- Production of tender responses including deliverable plans and documents, and estimates, for two major army training simulators, and an aircraft mission training simulator, including through-life support.
- Member of a team producing a successful tender for a RAN simulation interoperability system.
- Bid Manager for a number of the above projects, which were subsequently won.
- Production of Request For Tender technical documentation for a number of projects for a government purchaser.

BUSINESS DEVELOPMENT

Sales and Marketing Manager

Responsible to the Wormald Technology General Manager for the sales and marketing activities of the company, including strategy formulation, alliances, tendering and promotions.

Market sectors included:

- Simulation
- Systems integration
- Industrial control
- Specialised fire detection and protection systems
- Electronic assembly

Won a number of contracts; including:

- F-111C Mission Simulation for the RAAF - $19m

- Image Generator for the Defence Science and Technology Organisation - $1.2m

- Underground Mining Vehicle Simulator for North Mines - $350k