



## BUSINESS ANALYSIS

Tim Weston uses a range of business, process and financial modelling and analysis techniques in providing the services detailed below:

### Planning and strategy

- Internal / external environmental scanning
- Strategic planning
- Development of business plans

### Systems analysis

- Functional and business process mapping
- Information management systems requirements
- Business process design and review
- Performance management systems

### Feasibility studies and due diligence reviews

- Engineering capital cost estimates
- Detailed operating cost estimates
- Market studies
- Financial analysis (NPV / discounted cash flow)
- Sensitivity and “what if” analyses.

Projects and experience in this area include:

- Business requirements study for a major Asian coal producer, involving a supply chain information management system from mine to customer for multiple mine sites and shipping locations
- Modelling the major tasks and accountabilities managed by a major Australian coal export terminal, to be used as a basis for subsequent business planning, performance management, organisation development and systems analysis programmes
- Quality systems review for a major Australian software development company
- Several feasibility studies involving downstream processing opportunities for Western Australian iron ore
- Technical and commercial due diligence analyses concerning hot briquetted iron (HBI) and iron ore direct smelting technologies performed for potential stakeholders.

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