



Rachel Hopkins

Senior Associate

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Areas of expertise

Procurement | Commercial contracts | Probity | Governance

Overview

Rachel was admitted to the Supreme Court of the Australian Capital Territory in 2003 and began her career in the Commercial and Government Law practice of Phillips Fox in Canberra. Rachel was recruited by the Department of Defence in 2006 and began to accumulate experience in the acquisition of major military platforms, support systems and a diverse array of other services and programs required by the organisation. In 2019, Rachel joined the National Naval Shipbuilding Office (NNSO) which is responsible for the next generation of Australia's frigates and submarines. She joined Page Seager in 2023 after returning to Tasmania.

Experience

Rachel's expertise lies in major tendering, evaluation and acquisition processes. She excels in preparing high value contracts and enjoys translating client needs into effective, clear statements of work. Rachel can support clients undertaking competitive tendering efforts and provide advice on legislative, regulatory and policy compliance.

Rachel's past work includes:

- infrastructure development and land remediation arrangements;
- Government Business Enterprise (GBE) management, including shareholder representation;
- drafting and negotiating contracts, standing offers and memorandums of understanding;
- preparing Request for Proposals (RFP), Requests for Tender (RFT) and conducting Tender Evaluations;
- overhauling, renewing and improving established contracts;
- Foreign Military Sales processes;
- contract management and planning; and
- drafting submissions for departmental delegates and Commonwealth ministers.

Some past projects and clients include:

- Australian Super Hornet (ASH) Project Office;
- Mulwala Redevelopment Project, munitions manufacturing;
- Aerospace Maritime Surveillance Systems (AMS) Branch, CASG;
- Helicopters, Unmanned Aerial Vehicles and Guided Weapons (HUG-D), CASG;
- The Defence People Group;
- Defence Exports;
- Navy Minors Projects including construction of an Argon gas storage facility; Navy Projects in relation to Generic Communications Simulator and Tactical Electronic Warfare Simulator.