



Commercial opportunities

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Contractor's Representative



## Procurement – Lessons learnt

- Projects such as FSP-ID can not be delivered without a capable supply chain with capacity to meet technical and program challenges
- Local Industry add considerable value to successful project outcomes
- Early Industry engagement provides greater opportunity to participate and be successful
- Value all Project contributors and contributions
- Not all Trade Partners appreciate the value of how their offer is presented and the importance of non-priced criteria
- Not all Managing Contractors' undertake their role in the same way
- Differences of opinions are often related to not understanding or appreciating the rules of engagement and expectations)
- One size does not fit all



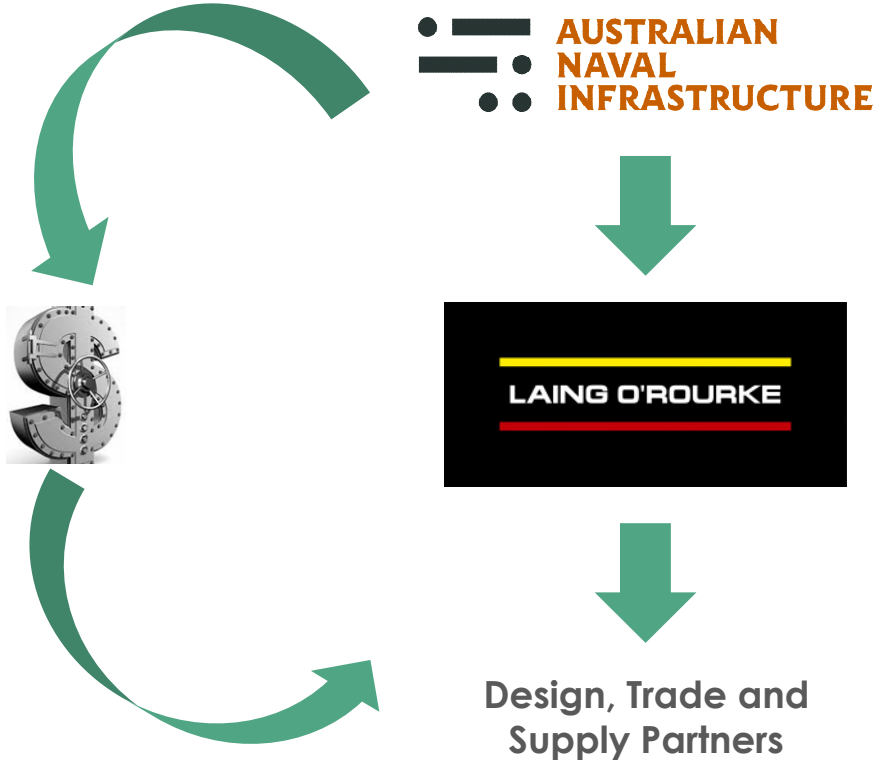
## Procurement – Full, fair and reasonable opportunity

- Early Industry engagement
- Detailed Industry evaluation
- Packing of the Works
- Reduce burden on industry
- Early Trade Involvement (ETI)
- Make expectation clear
- Prepare Industry for FSP
- Forums for learning and development



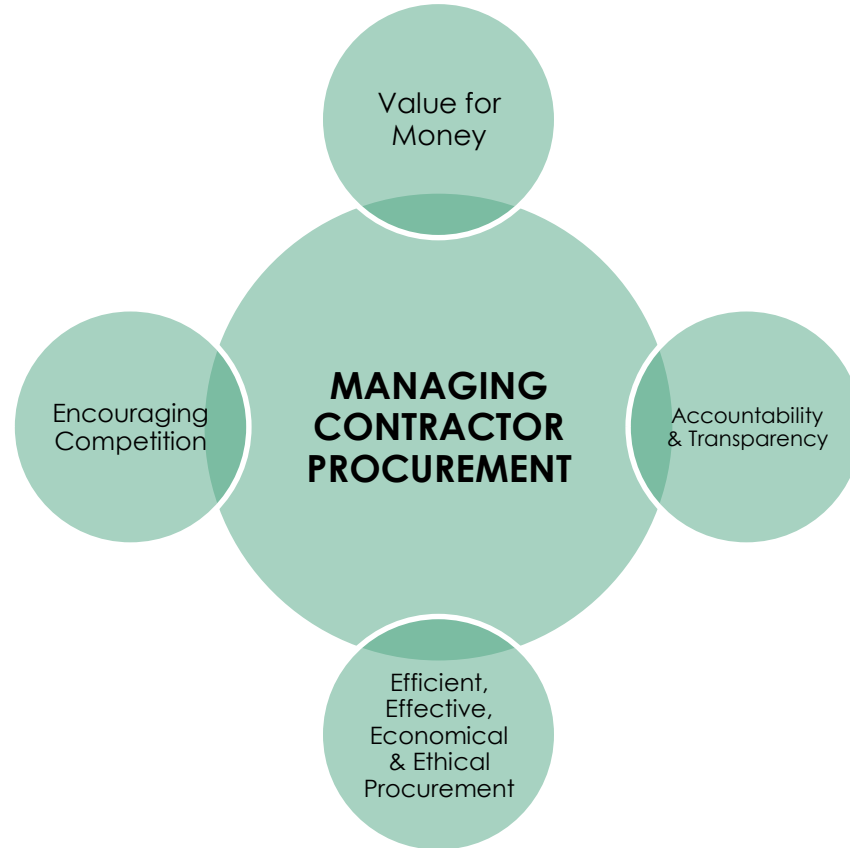


# Managing contract structure





# Procurement process fundamentals





# Indicative Work Packages – Phase 1

Phase 1			
Planning Phase	General/Site Wide	Initial Site Works	Precinct 1
Quantity Surveyor/WOL Consultant	Dilapidation survey	Minor demolition/earthworks	Concrete works
Systems Assurance Consultant	Temporary services	Piling	Structural steel
Independent Commissioning Agent	Site security	Utility diversions (power/water/comms)	General metalwork
MFPE Consultant	Cleaning		Masonry
Select early trade involvement	Logistics		Roofing and cladding
Various site investigations	Site surveyor		Roller shutter
Services identification	Waste management		Precast panel
Supply Chain audits	Construction fencing		Window and glazing
	Site accommodation		Louvres
	Small tools		Ceilings and partitions
	Sundry materials		Operable wall
	Concrete supply		Access floors
	Reinforcement supply		Fire doors
	Scaffolding		Electrical (HV and LV)
	Permanent fencing		Communications
	Signage		Mechanical
	Furniture, fixtures and fittings (FF&E)		Hydraulics
	Gantry cranes		Wet/dry fire
	Passenger and cargo lifts		Epoxy floors
	HV infrastructure		Joinery
	ICT infrastructure		Carpet and vinyl
	Electronic security systems		Tiling/waterproofing
			Painting
			Roads and car parks
			Landscaping (hard and soft)
			Final clean



# Indicative Work Packages – Phase 2

Phase 2			
Planning Phase	Precinct 2	Precinct 3	Precinct 4
Quantity Surveyor/WOL Consultant	Civil Works	Civil Works	Civil Works
Systems Assurance Consultant	Concrete works	Concrete works	Piling
Independent Commissioning Agent	Structural steel	Structural steel	Concrete Aprons
MFPE Consultant	General metalwork	General metalwork	Modular Buildings
Select early trade involvement	Masonry	Masonry	Building Refurbishment
Various site investigations	Roofing and cladding	Roofing and cladding	Wharf and Marine Works
Services identification	Roller shutter	Roller shutter	Wharf Support Building
Supply Chain audits	Precast panel	Precast panel	HV Infrastructure
	Window and glazing	Window and glazing	
	Louvres	Louvres	
	Ceilings and partitions	Ceilings and partitions	
	Operable wall	Operable wall	
	Access floors	Access floors	
	Fire doors	Fire doors	
	Electrical (HV and LV)	Electrical (HV and LV)	
	Communications	Communications	
	Mechanical	Mechanical	
	Hydraulics	Hydraulics	
	Wet/dry fire	Wet/dry fire	
	Epoxy floors	Epoxy floors	
	Joinery	Joinery	
	Carpet and vinyl	Carpet and vinyl	
	Tiling/waterproofing	Tiling/waterproofing	
	Painting	Painting	
	Roads and car parks	Roads and car parks	
	Landscaping (hard and soft)	Landscaping (hard and soft)	
	Final clean	Final clean	



## Trade & supply partner appointment process







## Stage 1 – Expressions of Interest (EOI)

- Industry Capability Network (ICN) will support and administer the pre tender procurement process for and on behalf of Managing Contractor (MC)
- Registration of Interest (ROI) via the ICN Portal [www.LOR\\_OsborneNorth.icn.org.au](http://www.LOR_OsborneNorth.icn.org.au)
- EOIs will be advertised on ICN Portal, companies registered will receive a automatic notification from ICN
- Download the EOI questionnaire and complete:
  - FSP-ID EOI Questionnaire
  - Attach requested supporting documentation
- Laing O'Rourke will assess trade partners EOIs and short list for each Works package
- All trade partners will be notified on whether they have been shortlisted, with ICN updated accordingly.



## EOI evaluation criteria

- Workload & Resources
- Capability Statement
- Safety, Quality & Environment Questionnaire
- Previous Performance
- Registration of Interest (General Company Information)
- Compliance
- Financial & Insurances



## Stage 2 - Request for Tender (RFT) Process

- Upon notification of shortlisting the following must be completed prior to release of RFT documentation to tenderers:
  - Executed Confidentiality Agreement
  - Registration onto Aconex AU2, prior to being invited to the project
- RFT documentation will be issued electronically via Aconex
- Major RFTs to receive a Works Package Industry Brief
- RFT periods anticipated to be between 2 – 6 weeks
- RFT to be submitted electronically via Aconex



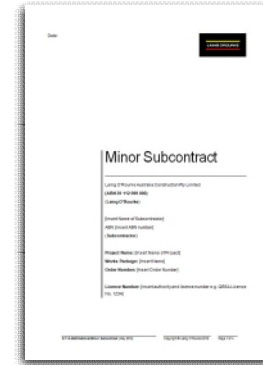
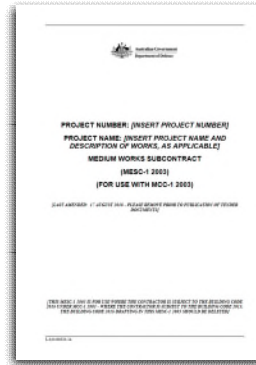
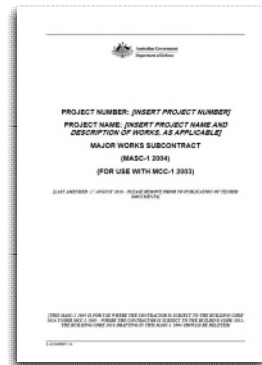
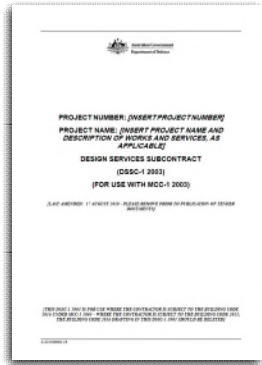
## RFT evaluation criteria

- Workload & Proposed Resources
- Trade Partner Activity Proposal (TPAP) and Management Plan
- Previous Performance
- Program
- Apprentices and Trainees / Social Procurement
- HSEQ Assessment
- Alternative Proposals (Innovation, Value Engineering and Alternatives)
- Tenders Security & Insurance Details
- Miscellaneous Contract Particulars
- Building Code 2016



# Forms of contract

- Design Services Subcontract (DSSC) → Design Partners
- Major Works Subcontract (MASc) → Major Trade Partners
- Medium Works Subcontract (MESc) → Medium Trade Partners



- Supplemented by Laing O'Rourke agreements for supply of materials & goods, provision of services and minor works



## What can Industry do to prepare for EOIs?

- Registration of Interest (ROI) via the ICN Portal [www.LOR\\_OsborneNorth.icn.org.au](http://www.LOR_OsborneNorth.icn.org.au)
- Track ICN notifications for EOI package releases
- Attend 'relevant' Industry Briefings/Forums and/or learning and development opportunities
- Visit [www.abcc.gov.au](http://www.abcc.gov.au) for information on Building Code 2016
- Visit [www.defence.gov.au/estatemangement](http://www.defence.gov.au/estatemangement) to review 'standard' forms of contract
- Visit [www.nextgearsms.com](http://www.nextgearsms.com), review Laing O'Rourke's Safety Management System



## Future industry engagements

Initial Industry Briefing	14 March 2019
Phase 1 Initial Site Works Industry Briefing	Q2 2019 (TBC)
Phase 1 Construction Works Industry Briefing	Q3 2019 (TBC)
Industry Learning and Development Initiatives (Safety (Next Gear), Building Code 2016, Tendering and others)	



## Questions

- Please submit an specific queries to [FSPID.Osborne@laingorourke.com.au](mailto:FSPID.Osborne@laingorourke.com.au)







Thank you

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