

Women's Infrastructure Network Webinar
presented by Bennett Jones:

Alliance Contract Model

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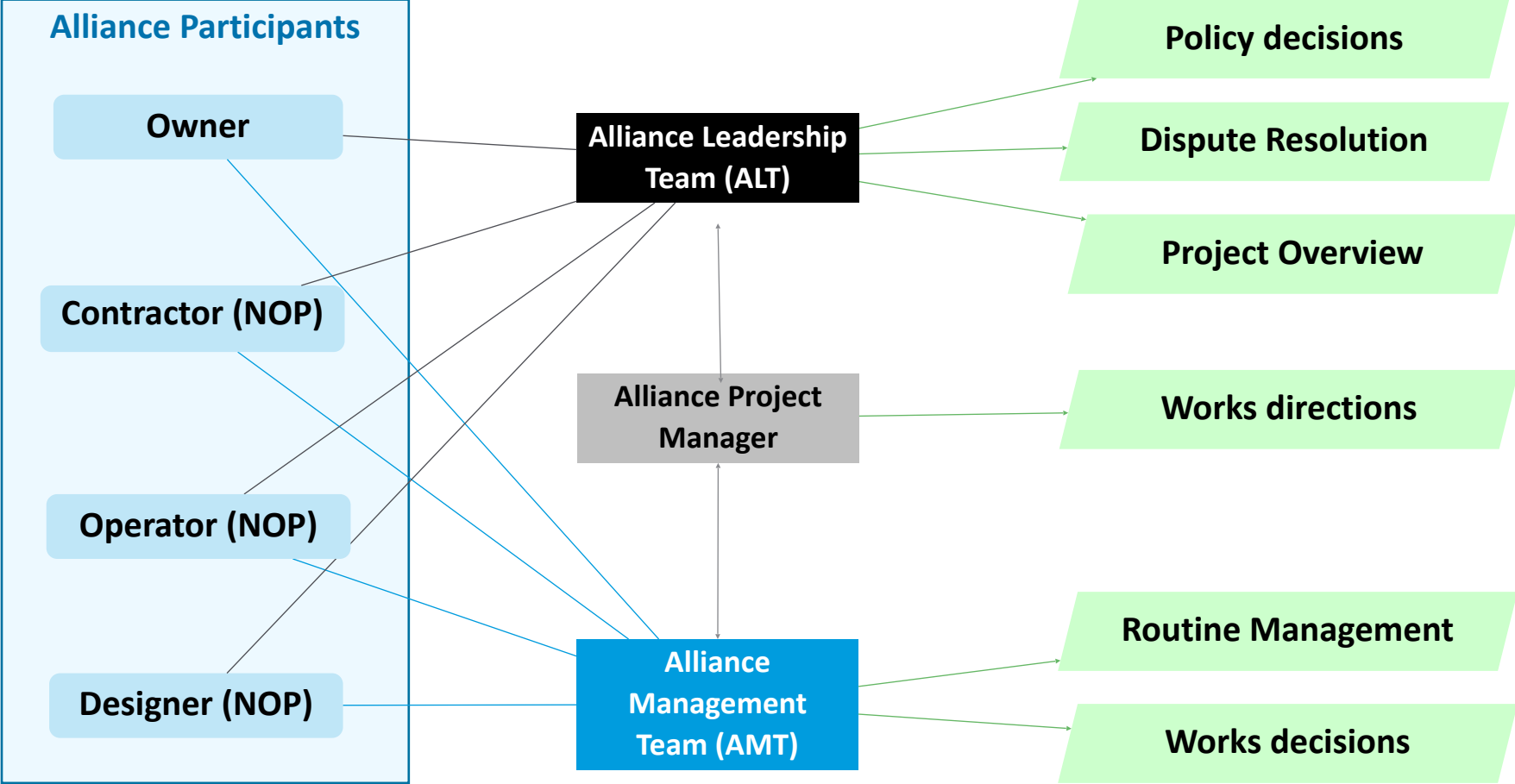


Bennett Jones

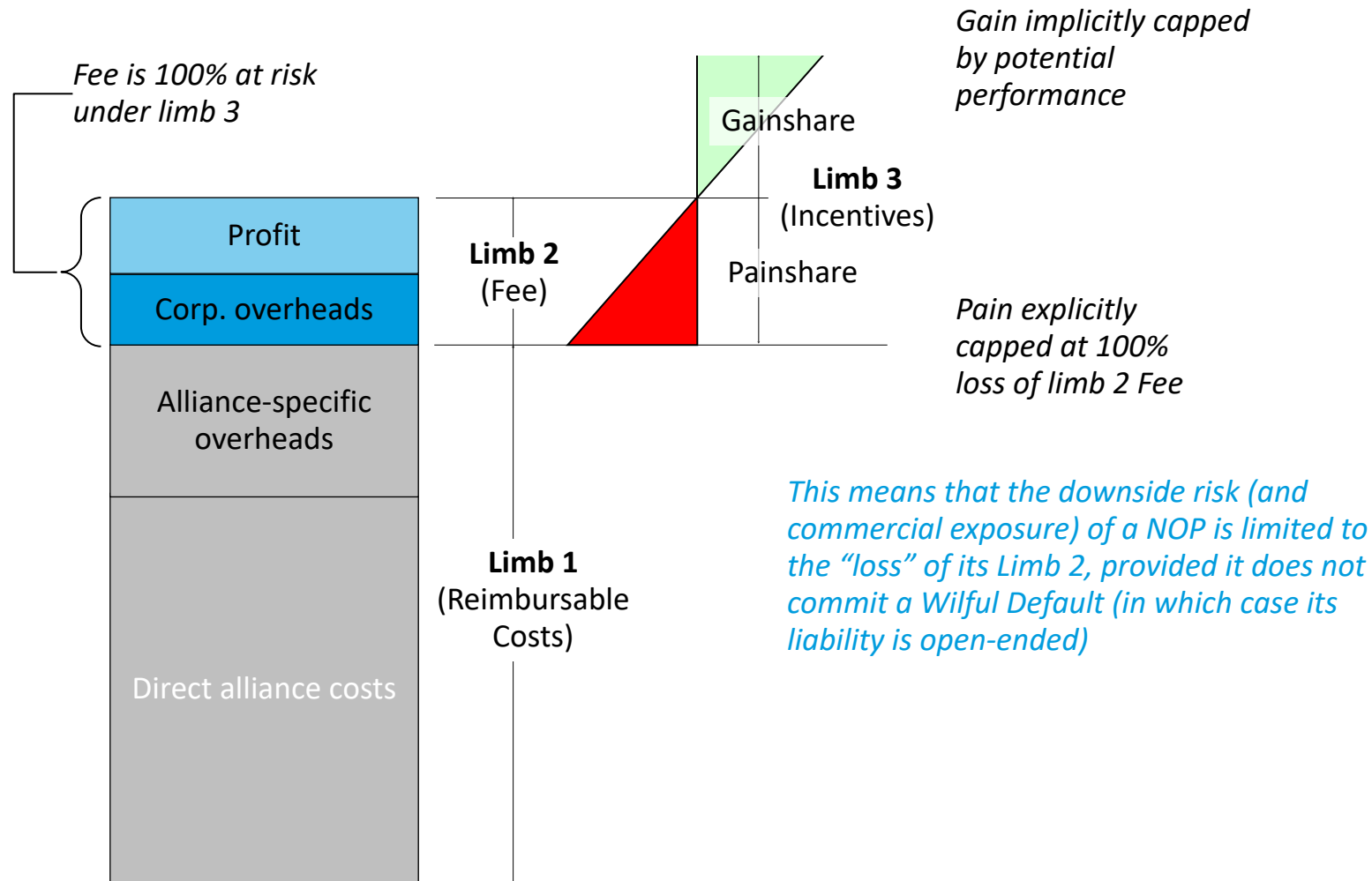


MinterEllison

Alliance Participants

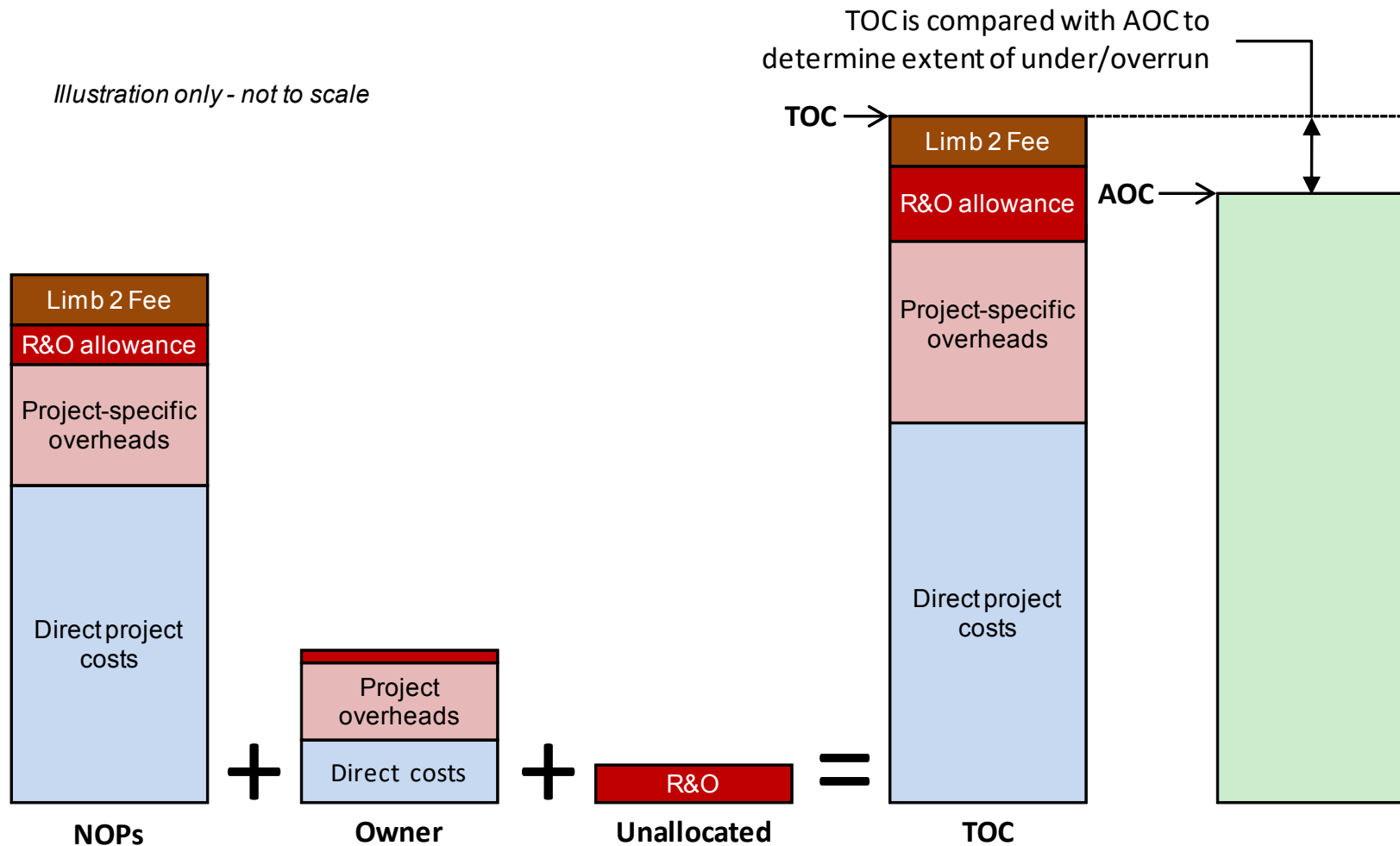


3-Limb Compensation Model

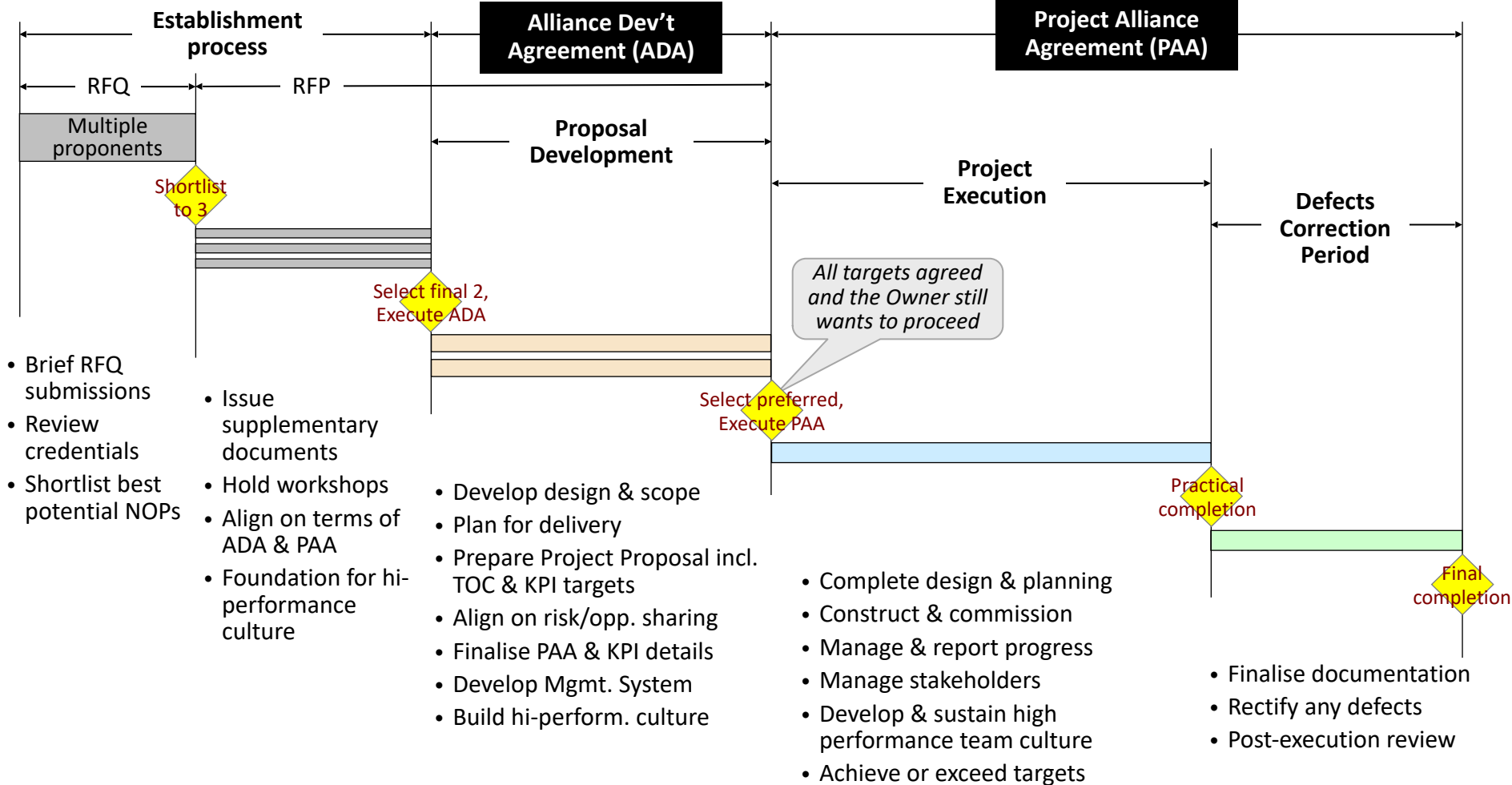


Build up of Target Outturn Cost (Simplified)

Illustration only - not to scale



Alliance Procurement Process & Lifecycle



- Brief RFQ submissions
- Review credentials
- Shortlist best potential NOPs

- Issue supplementary documents
- Hold workshops
- Align on terms of ADA & PAA
- Foundation for hi-performance culture

- Develop design & scope
- Plan for delivery
- Prepare Project Proposal incl. TOC & KPI targets
- Align on risk/opp. sharing
- Finalise PAA & KPI details
- Develop Mgmt. System
- Build hi-perform. culture

- Complete design & planning
- Construct & commission
- Manage & report progress
- Manage stakeholders
- Develop & sustain high performance team culture
- Achieve or exceed targets

- Finalise documentation
- Rectify any defects
- Post-execution review

Typical Alliance Evaluation Criteria

Comparative criteria		RFQ	RFP	ADA
No	Outline			
1	Relevant corporate experience & track record	✓	✓	
2	Key individuals' and team member's demonstrated experience and capability	✓	✓	✓
3	Approach to achieving project objectives		✓	✓
4	Demonstrated leadership and collaborative behaviours in action		✓	✓
5	Target outturn cost			✓

Contacts



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