

# Alliancing in Australia

Alliancing Delivery Model

Oliver Bartz | Arge Baurecht | Leipzig 05.03.2020





<b>Services</b>	<ul style="list-style-type: none"><li>• Alliancing Consultation</li><li>• Alliancing Designer</li><li>• Independent Verifier QA/QM</li><li>• Project Manager</li></ul>
Experiences	4 Großprojekte Alliancing (CAPEX €270m – €1,5Mrd) > 10 Projects Design & Build > 10 Projects ECI / GMP / EPCM
since 06/2018	Arcadis Germany GmbH Partnering / Alliancing Property / Infrastructure
2017/2018	Technical Director DBFO, Aecom Australia Pty Ltd
2006 – 2017	Arcadis International Middle East Australia
1996 – 2006	Freelance Consultant, International

# History

- Origin in the UK Oil- and Gas Industry early 90's to improve the delivery of complex and large projects
- Mid 90's Australia adopted – constant development and improvement of system and processes
- Mid 2000's standard for public infrastructure projects in Australia
- Limited experiences in property market

# Typical Hard-\$ Contract

„The Contractor **shall execute and complete the work** under the Contract **in accordance with the requirements** of the Contract“

„The Contractor **acknowledges and agrees** .... that the Contractor **will bear and continue to bear full responsibility** in accordance with the Contract for the execution and completion of the work under the Contract ...“

Main Roads D&C General Conditions of Contract  
(based on AS4300-1995)

**„We will work together in an innovative, cooperative and open manner** so as to produce outstanding results in delivering the program and each project included in the program“

**„We will share all risks and opportunities** associated with the delivery of the program except those which we have specifically agreed will be retained solely by the Owner“

**„We will collectively do all things necessary** to deliver the Work under the Alliance in accordance with our commitments...“

# Typical Alliance Agreement



**... to integrated project delivery**

**STATUS  
QUO  
Australia**



# Evidence Australia

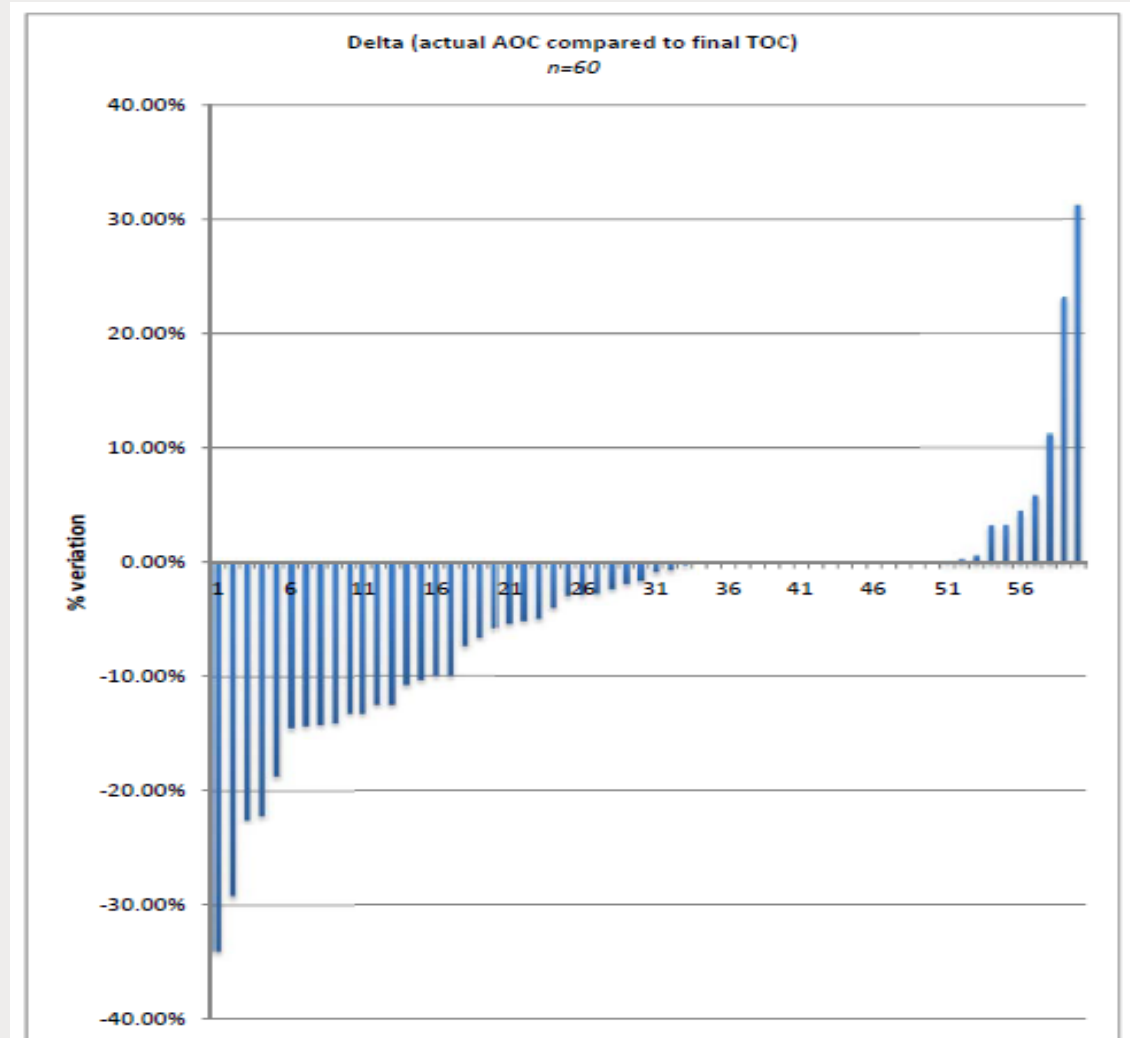
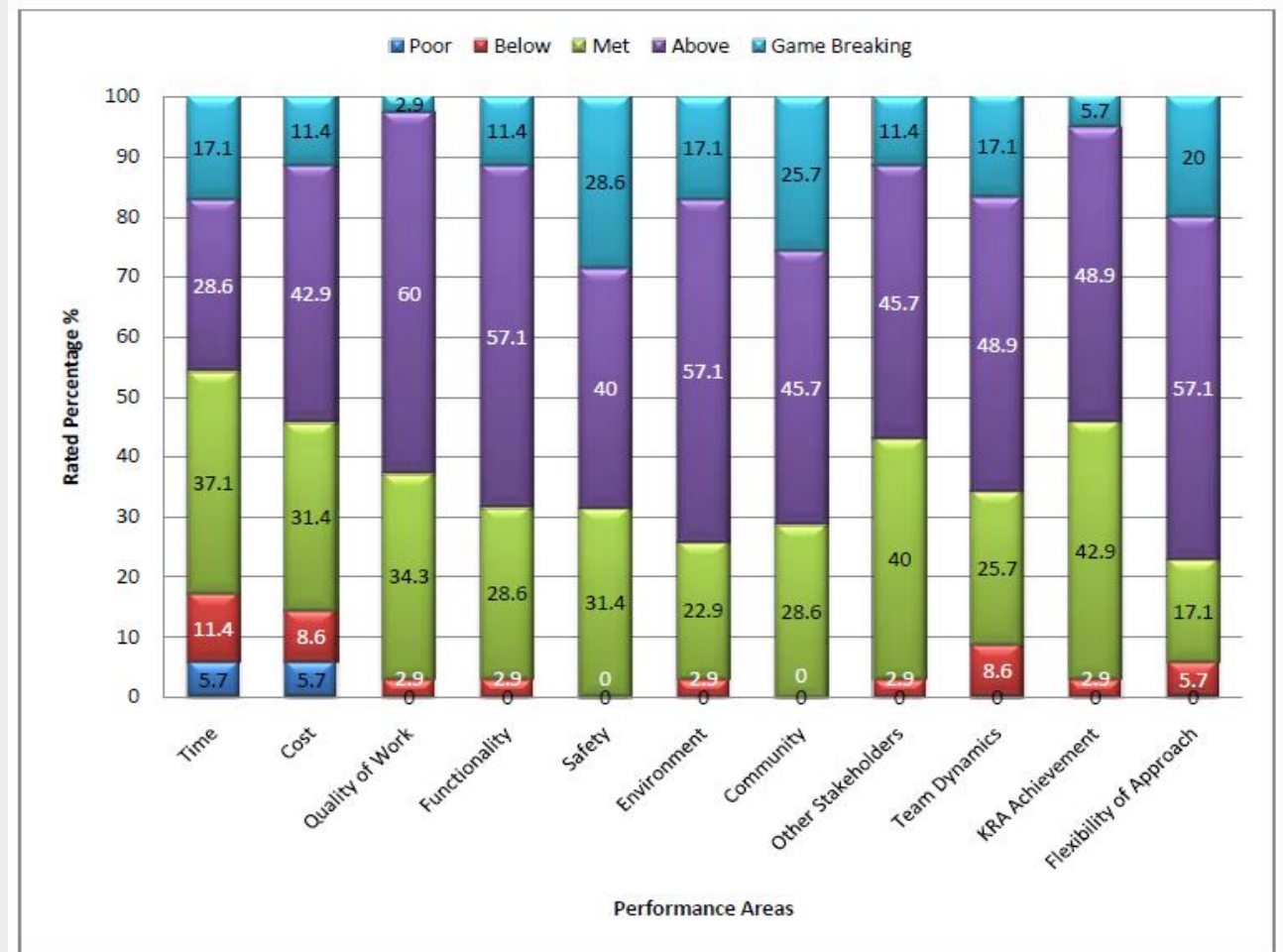


Figure 2: Delta (actual AOC compared to final TOC)



# Evidence Australia



Source: "In Pursuit of Additional Value", Department of Treasury and Finance, Victoria, Australia, October 2009

Appendix 1: This study involved a collaborative effort between Evans & Peck and the Department of Civil & Environmental Engineering at the University of Melbourne.

The re-organisation of the extension of the Ipswich-Brisbane-Motorway creates a reliable und safe traffic flow for now and future demands.

- 5 Alliance-Partner
- Investment: approx. A\$ 1,95 bn (≈ € 1,3 Mrd.)
- 8 km Extension, 24 new bridges
- 500.000 t Asphalt, 1,67M m<sup>3</sup> Earth movements

**Alliance-Model**

# Ipswich Motorway Queensland, Australia

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**6 Monate ahead of schedule  
\$A200M below Budget**

Part of the extension of the Pacific Highway,  
between Queensland und New South Wales

- 4 Alliance-Partner
- Capital Cost: approx. A\$ 300 M (≈ € 270 M)
- 3 km Extension, 330m Trough



A team consisting of RTA, Abigroup, SMEC And Seymour Whyte to upgrade the Pacific Highway at Banora Point

**Alliance-Model**

# Banora Point Upgrade New South Wales, Australia

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**\$A9M (4%) below Budget**

# Contact me!

## We are grateful to assist you.



Your E-Mail to me →

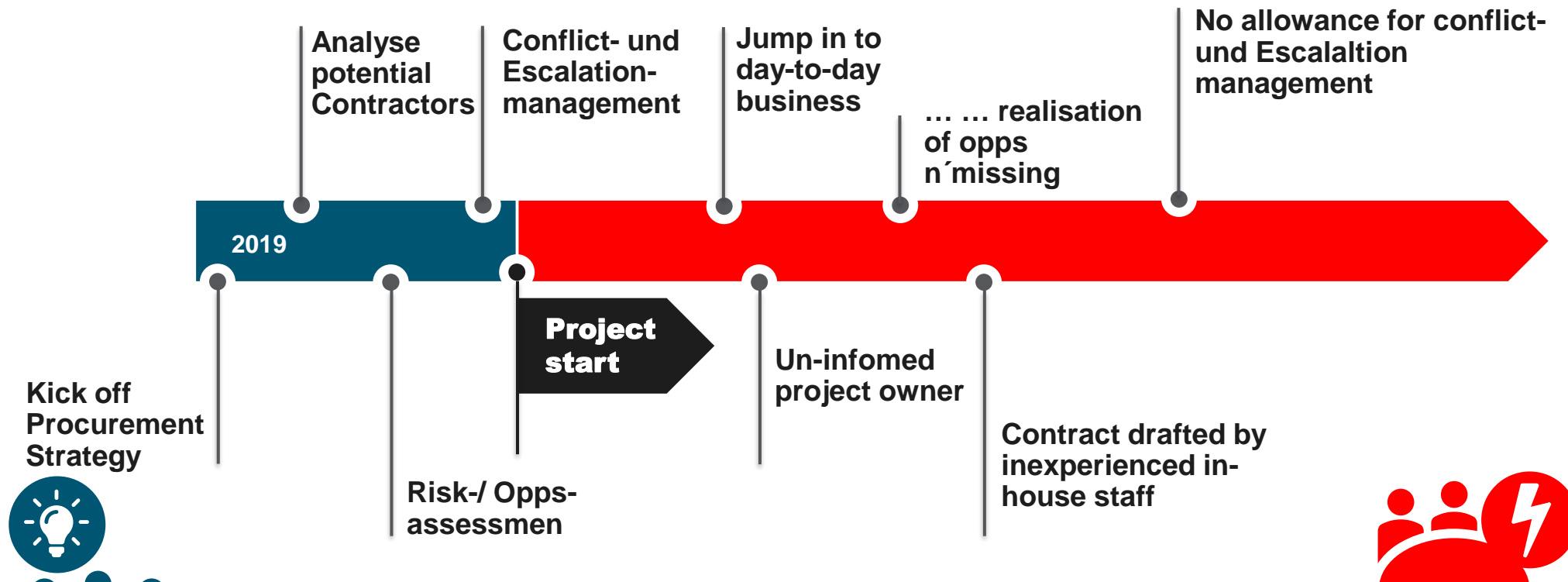
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# „Plane the Plan“ ... and then?



- Many Stakeholder client-internal
- Teambuilding recommended / Project culture / Approach of individuals

- High level of uncertainties within client organisation
- Teambuilding no value
- Client demands, but don't support



# Last Word - Be Careful!

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*Mit dieser Folie hat der Vortragende Hinweise im Zusammenhang mit den theoretischen Ansätzen des Alliancing gegeben. Hierbei wurde auf das Zusammenspiel der Elemente „Vertrag“, „Vergütungsmodell“, „Organisationsstruktur“ und „Projektkultur“ eingegangen.*

*Alle vier Element sind sorgfältig und auf das Projekt individuell derart auszugestalten, dass ein Rahmen geschaffen wird, der den Projektpartner ermöglicht, sich auf Basis einer abgestimmten und ausgewogenen Interessenlage auf den Projekterfolg fokussieren zu können – dabei gilt der Ansatz „Best for Project“, anstatt „Best for Party“.*

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