



## INLAND RAIL PROGRAM

ECI, D&C, ITC

### Project Description:

Inland Rail will provide a high-capacity freight link between Melbourne and Brisbane through regional Australia to better connect our cities, farms and mines via ports to domestic and international markets. The program consists of 13 projects across Victoria, New South Wales and Queensland. Our team is working across the program, including undertaking transaction management services.

### Approach:

Our team is embedded with the Inland Rail Procurement and Commercial team providing transaction management services for all Projects within the Program. We are also providing commercial, risk and assurance services and have a wide pool of resources available to the ARTC team at critical points in the transaction.

During project delivery, we have provided leadership, commercial advisory and dispute avoidance services as the Independent Chair of the first Package Project Leadership Group, supporting ARTC and the delivery joint venture (JV) contractor.

### Details of Engagement:

Flagstaff and its Transaction Management partners (RPS, MBB and TSA) works with, and under the direction of, ARTC in the procurement of major packages and contracts for the Program and is responsible for providing dedicated transaction management services and associated advice and deliverables as directed by ARTC for the Program. These resources utilise ARTC systems, processes and ARTC retain responsibility for the procurement and commercial approach for each package transaction.

### Client:

Australian Rail Track Corporation (ARTC)

### Value of Flagstaff Engagement:

\$8,000,000\*

### Start & Finish Date:

September 2020 - 2023

### Location:

Brisbane

### GAWB Personnel Involved:

- Steve Abson, Transaction Management Steering Group
- John Purcell, Transaction Manager
  - Ben White, Transaction Advisor
- Jonathan Smith, Commercial Advisor

### Client referees

Name: David Watt  
Role: Head of Commercial  
Contact details: 0417 008 105  
Email: DWatt@ARTC.com.au

Name: Shane McDowall  
Role: Transaction Director  
Contact details: 0427 113 770  
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\*In partnership with RPS Group

## The Services include to successfully:

- Implement project start up documentation for the procurement transaction as required by ARTC procedures;
- Assist in refinement of the overall procurement strategy for each Project in conjunction with ARTC;
- Coordinate and manage engagement with industry prior to and during tender processes, including arrangement of any industry and/or tender briefings;
- Advise and develop transaction management processes and procedures that adequately support ARTC's requirements in procuring multiple packages in the delivery of the Program;
- Prepare and manage tender documentation, integrated processes, and activities for procurement phases that adequately captures the Project's requirements whilst minimising costs for Proponents and the Project overall;
- Develop documentation that reflects integration of technical and commercial elements for the overarching Program;
- Provide effective utilisation of resources in the development of tender documentation and procurement processes across all workstreams that maximises value to ARTC in a staged procurement environment;
- Utilising ARTC systems and processes, manage activities for market solicitation, interactive tender sessions, tender management, clarification process and coordination of ARTC tender data rooms;
- Facilitate tender reviews, including technical and commercial evaluations, negotiation with Proponents and recommendation of successful Proponents including provision of negotiation support;
- Incorporate appropriate risk mitigation strategies into transaction activities and tender documentation;
- In support of ARTC's probity advisor, uphold probity and ethical principles and develop effective probity arrangements in respect of management of probity considerations affecting the Program;
- Assist in optimisation of ARTC's Value for Money (VfM) outcomes for each project, contributing to the overarching Program result, in line with ARTC's published requirements;
- Manage relevant processes to achieve award of contract in accordance with the overall Program schedule;
- Assist ARTC in the preparation of the required documents for governance approvals required for the procurement processes (Board papers, briefing notes, memorandums etc);
- Support of the legal advisor, under the direction of ARTC Legal Counsel, develop and finalise all necessary documentation ready for the contract close and award of relevant contracts; and
- Manage all stakeholder engagement activities associated with the processes included in the above items.

