



NZ TRANSPORT AGENCY
WAKA KOTAHI

What Qualities are NZTA looking for in Supply Chain Partners

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Introduction

Reflection - Thoughts on Deb Archbold's presentation

Background - Who are NZ Transport Agency (NZTA) and what does Highways and Network Operations Division (HNO) do?

How do we do it?

What are your options? Are there any?

Web Archbolds Presentation

Global and Major Supply Chains –

To be successful in this market, suppliers need a good understanding of:

- The **dynamics** of major supply chains and how they operate.
- The **values** that drive particular major supply chains.
- The **expectations** and goals of major supply chains.
- These chains choose suppliers who can meet their performance requirements – quality products and services, responsive delivery and reliability

Web Archbolds Presentation

Building Capabilities in wider supply base –

Major supply chains report that, based on their experience with the broad range of suppliers in New Zealand, suppliers need to improve in these areas:

- Ability to work effectively with major supply chains (40.8%).

Web Archbolds Presentation

Assessing Opportunities –

Strategies that could increase the share of work won by New Zealand suppliers.

Based on the range of information provided during the study, the main recommendations are to:

- This includes assisting firms to build their capabilities to work with and win work from global and major supply chain expectation.

NZ Transport Agency

What we do | NZ Transport Agency - Windows Internet Explorer provided by New Zealand Transport Agency


http://www.nzta.govt.nz/about/who-and-what/what-we-do/index.html

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What we do | NZ Transport Agency

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Road & travel info Your vehicle Your driver licence Operating on roads & rail The state highway network Planning, management & funding About us

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What we do

From ensuring the government's national priorities are achieved, through to working with local councils in planning for their land transport needs. From building and maintaining state highways to supporting the use of buses and trains. From licensing your car to providing cycleways and walkways for you to use. Our [role](#) in the transport sector covers a wide range of activity. What we do and how we do it is set out in a comprehensive framework of [legislation](#). And we constantly [monitor our performance](#) to measure how well we meet our goals.



Our role and priorities

What we're here to do and the government priorities we're working to achieve.

► [more](#)


Our legal framework

The range of Acts, regulations and rules that determine what we do and how we do it.

- [Our legal responsibilities](#)
- [Our governing legislation](#)

Our legal responsibilities

Our governing legislation



Safer Journeys

The Safer Journeys road safety strategy introduces the Safe System approach.


► [Safer Journeys](#)

The Safer Journeys road safety strategy introduces the Safe System approach.

Measuring our performance

The two documents that together measure how well we're meeting our responsibilities and objectives.

► [more](#)



Highways and Operations (HNO)

The state highway network | NZ Transport Agency - Windows Internet Explorer provided by New Zealand Transport Agency

http://www.nzta.govt.nz/network/index.html

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The state highway network | NZ Transport A...

The state highway network

New Zealand's state highway network has a vital role as the strategic road network for the country – enabling people to get to and from work quickly and efficiently, providing a convenient and robust route for freight and connecting communities. Keeping the network safe, reliable and resilient is a top priority for us. We work closely with transport partners throughout the country in planning, operating and maintaining the state highway network, considering its impact on the environment and the immediate and long-term needs of the businesses and people who use it.


Explore this section

- ▶ Working with the community
- ▶ Frequently asked questions
- ▶ State highway projects
- ▶ Roads of national significance
- ▶ Contracts
- ▶ Bailey bridge supply



▶ More information about the new Austroads road engineering guides

Operating our network




Safety, efficiency and delivering roads that meet both present and future needs are the key principles underlying our operation of the state highway network.

▶ more

- ▶ Operating efficiently
- ▶ Operating safely
- ▶ Operating sustainably
- ▶ Counting the traffic
- ▶ Working with the community
- ▶ Frequently asked questions

Maintaining our network




Comprehensive monitoring, maintenance and management helps ensure the valuable state highway asset delivers the most efficient and effective performance.

▶ more

- ▶ State highway spending
- ▶ Maintenance and management
- ▶ What our highways are made of
- ▶ Our bridges and structures
- ▶ State highway plans


Tenders and contracts



We engage a range of expert consultants and contractors to help build and maintain our network. Find out more about the tender and contracting process.

▶ more

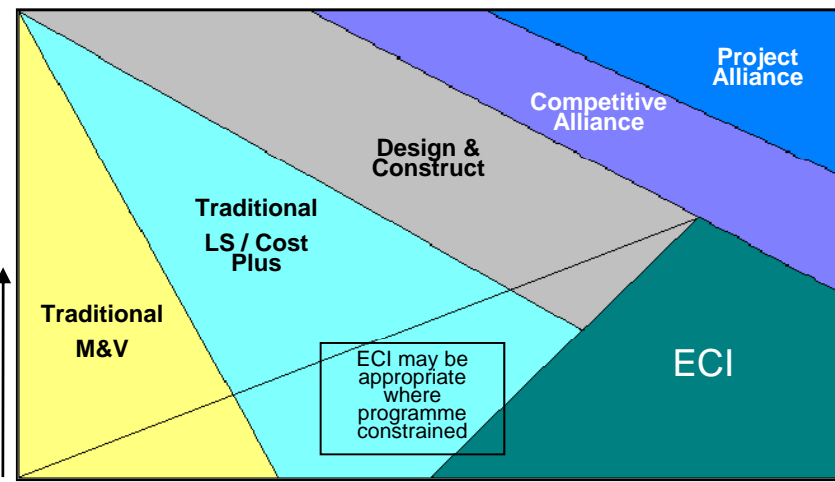
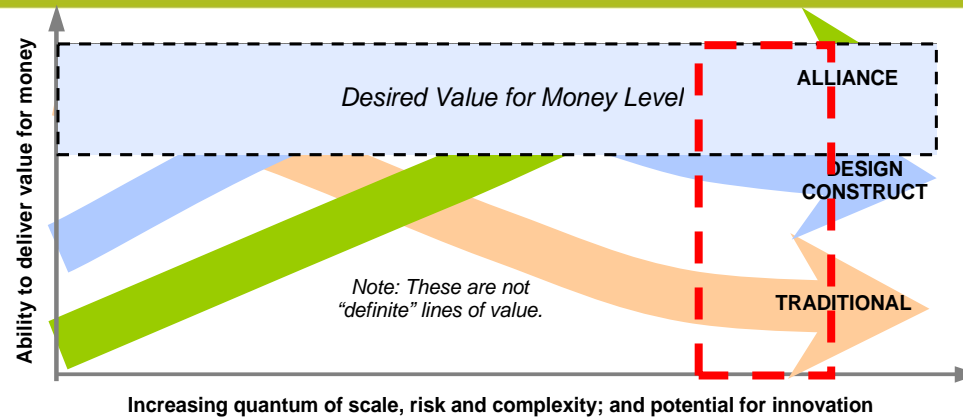
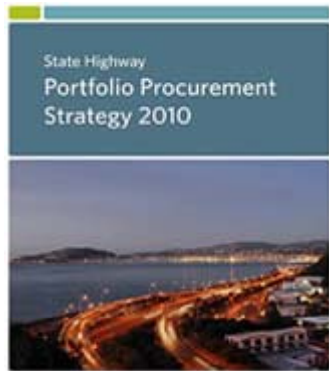
State highway projects



A sound roading infrastructure is vital to New Zealand's economic wellbeing. Find out about the current state highway projects aimed at improving safety and easing congestion.

▶ more

Tools that assist in our decision making



Tools that assist our decision making

Delivery Model Selection Matrix Manukau Harbour Crossing											
				Model Rating (out of 5)							
	Rating	Weighting	Comment	Traditional M&V	Traditional LS	Traditional Cost Plus	D&C	ECI (LS)	ECI (Prog)	Competitive Alliance	Project Alliance
1 Scale	Est>\$100M	5%	Expected Project Estimate Over \$250M	1	2	1	5	1	1	5	5
				0.05	0.1	0.05	0.25	0.05	0.05	0.25	0.25
2 Complexity / Scope for innovation	Moderate	5%	Complex interchange and bridge duplication	3	2.5	3	3	3	3.5	3	3
				0.15	0.125	0.15	0.15	0.15	0.175	0.15	0.15
3 Programme constraint	Constrained	20%	Tight delivery timeframe - completion required by mid 2011	2	1	2	3	4	5	4	4
				0.4	0.2	0.4	0.6	0.8	1	0.8	0.8
4 Market conditions	Moderate	15%	Current tight market conditions. Likely to ease over the construction period.	3	3	4	3	2.5	3	3	3
				0.45	0.45	0.6	0.45	0.375	0.45	0.45	0.45
5 Risk	High	10%	Some significant technical issues.	1	3	3	4	4	4	5	5
				0.1	0.3	0.3	0.4	0.4	0.4	0.5	0.5
6 Stakeholders	Many	5%	Numerous stakeholder and consenting issues	2	2	2	2	4	4	5	5
				0.1	0.1	0.1	0.1	0.2	0.2	0.25	0.25
7 Client involvement, control, capability and availability	Moderate	5%	Some resource issues, but desire reasonable level of client involvement and skill development	3	3	3	3	3	2.5	3	3
				0.15	0.15	0.15	0.15	0.15	0.125	0.15	0.15
8 Focus on non-cost success	High	10%	Highly visible infrastructure. Marine environment. Diverse group of end users.	2	3	2	3	4	4	5	5
				0.2	0.3	0.2	0.3	0.4	0.4	0.5	0.5
9 Tangible demonstration of value for money	High	15%	Significant political pressures on the demonstration of value for money.	4	4	2	5	2	2	4	1
				0.6	0.6	0.3	0.75	0.3	0.3	0.6	0.15
10 Flexibility to deal with change	High	10%	Incomplete statutory processes likely to necessitate scheme rescoping	3	1	5	1	5	5	4	5

Procurement Strategies



Large Project Stage 1* Procurement Strategy <<Insert project name>>

1 Purpose

The purpose of this Stage 1 Procurement Strategy is to:

- document the key considerations made in the selection of a delivery model for the <<insert project name>> project; and
- confirm the high level details in the approach to be taken to procurement.

2 Background

2.1 Description

<<List the high level objectives of the project, its key features, and the major scope items>>

<<Note the latest project outturn cost estimate and the allocation for the D phase>>

<<Summarise the key programme dates, or attach the most recent Risk Adjusted Programme, based on the selected delivery model>>

2.2 Status

<<Include a brief description of the status of critical aspects of the project such as: funding, statutory approvals, property acquisition, consultation, investigations including geotechnical data, Scheme Assessment, etc.>>

2.3 Large Projects Portfolio

<<Describe the tie-in with other projects due for tender / construction during the same period, including where possible consideration of both internal and external projects, at both a regional, and national level, if there are likely to be any capacity constraints etc>>

<<Include consideration of the expected tenderers for the respective PS and PW tenders>>

3 Key Project Characteristics and Risks

The following project characteristics or risks have been identified as key to the decision on the most appropriate procurement model:

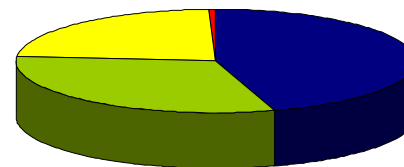
- Project Procurement Strategies for all large projects (>\$4M)
- Selection Matrix used as a rough sorting tool
- Regional Procurement Strategies for Block Programmes (<\$4M)
- Empirical approach taken

What are the Delivery Options and Supplier Selection Methods?

Delivery Models –

- Traditional
- Design Construct – since 2001
- Pure Alliance – since 2001
- ECI – since 2006
- Competitive Alliance – since 2007
- PPP – in the near future

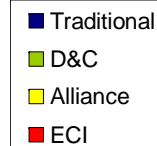
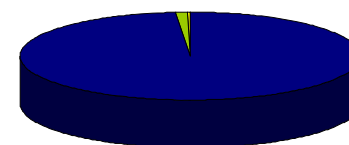
Delivery Model (By Value)



Supplier Selection Methods –

- Direct Negotiation or Closed contest
- LPC
- PQM – Simple (Different weighting for price and quality)
- PQM – Complex (Tangible Cost Adjustments)

Delivery Model (By Number)



What are your options

Sub-Contracting

Winning a project in your own right?

- Realistically do you stand a chance?
- Why should we risk using you?

Vendor De-briefs

Contractor prequalification

Contractors who are registered as 'prequalified' by us may be eligible to tender for state highway contracts with us without going through the preliminary formalities every time. The prequalification system is an acknowledgement of your skills, resources and experience – and it simplifies the tendering process, saving time and effort in the tender process.

Prequalification is available for five categories (each with four sub-categories).

works

construction

in

s.



Contractor prequalification

and your business would benefit

Prequalified suppliers

Read on up to date list of all the contractors that

What are your options

Sub-Contracting

Winning a project in your own right?

- Realistically do you stand a chance?
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Vendor De-briefs

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