

September 2008

### **Secrets to alliancing success revealed**

Success stories from some of the projects that have made Australia the world leader in project alliancing practice will be shared at next month's annual industry event in Brisbane.

Senior public and private sector project partners will discuss the region's leadership in this highly successful collaborative contracting model at the Alliancing Association of Australasia's National Convention in Brisbane on 20-21 October.

AAA Executive Director, Alain Mignot, says Australia leads the world in the practice of project alliancing, with 214 known public sector alliances valued at more than \$65b undertaken since the first in 1998, Sydney Water's \$400m Northside Storage Tunnel Alliance.

"Alliancing has emerged over the past decade as a distinct management competency and Australasian practitioners are leading the way," Mr Mignot said.

"Extensive project alliancing in Australia has developed and expanded the principles established in early UK alliances to enable new possibilities for infrastructure delivery, particularly for projects considered too complex and challenging for delivery by other traditional contracting methods," he said.

Alchimie Pty Ltd Director, Andrew Hutchinson said Alchimie is pleased to be involved again with this year's AAA National Convention as it is an opportunity for alliancing best practice to continue evolving in the region.

"We have been involved extensively in alliance contracting and have supported more projects than most specialist management consultants, including delivery strategy analyses, selection process and commercial facilitation of Melbourne Water's most recent \$2b program of works," Mr Hutchinson said.

"Our involvement included facilitating a massive increase in Melbourne Water's capital program within 12 months, demonstrating how collaborating with the right partners through alliancing enables organisations to expand rapidly," he said.

"We are also coaching and facilitating the Strategic Indigenous Housing Infrastructure Program with Parsons Brinckerhoff in the Northern Territory to transform industry's approach to a nation building challenge of our generation.

"Through our work with project alliances we have seen major spin-off benefits from this form of contracting into other collaborative delivery approaches, and are proud of the industry's achievements to date."

AAA's Mr Mignot said delegates and speakers at the two-day convention will share key learnings and discuss latest alliancing research findings and future trends.

## ***MEDIA RELEASE***

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“Alliancing is very different to traditional contracting, requiring the right skills to build relationships and manage risk on complex projects. That’s why there is such a focus on helping AAA members and others interested in this model to succeed with alliances by connecting them with best practice information, education and experience,” he said.

Speakers include:

- Queensland Deputy Premier and Minister of Planning and Infrastructure, The Hon. Paul Lucas on the impact of the current trends on future infrastructure investment
- New Zealand’s MetroWater Chief Executive Jim Bentley on the value of alliances compared with other types of contracting
- Queensland Department of Main Roads Director General Alan Tesch on the Department’s perspective as Australia’s most experienced project alliance proponent.

The AAA will release the first industry-wide Alliance Performance in Infrastructure Projects study reporting on key success indicators from approximately 40 completed alliance projects.

“Our convention program is experiential, encouraging everyone to participate rather than suffer dark rooms, mints and death by power-point,” Mr Mignot said.

“Content is generated by the audience via group, panel and workshop discussions around the burning issues. Case studies will assist practitioners to evolve their collaborative practices and we’ll celebrate outstanding performance at the annual national Awards for Excellence,” he said.

The National Convention will take place on 20 and 21 October at the Brisbane Sofitel. AAA provides members with best practices resources, conducts 20 regional events, undertakes benchmarking and research and promotes industry excellence.

### ***ENDS***

**For further information or to arrange an interview contact:**

Alain Mignot, Executive Director, AAA, Ph 02 9960 3651

Fran Walker, Communication Advisor, AAA Ph 0414 489 225

[www.alliancingassociation.org](http://www.alliancingassociation.org)

**For details of the National Convention contact:**

[events@alliancingassociation.org](mailto:events@alliancingassociation.org)

Lisa Whitehead, Ph 02 9281 9079

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