

THINC

partnerships





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RESOURCES

Who Is Thinc?

We work as independent advisors to those in the built environment, health, infrastructure and resources sector. We also manage projects across these industries.

We aspire to make a difference – economically, socially and environmentally. At Thinc we employ and develop the best people in their fields. We value their expertise, just as we value that of our clients. We are genuine believers in the power of collaboration. Time after time, we've shown it delivers exceptional results.

We're big but agile. Our size gives us the ability to move teams where they're needed, when they're needed. We pride ourselves on meeting our client's needs and focusing on the issues that really matter to them.

We are innovative and operate with initiative and integrity. These attributes are widely recognised. As a result, at any given point Thinc will be providing advisory and management services on projects ranging in value from a few million dollars to several billion dollars.

Advice + Action

Every project presents challenges. At Thinc, we anticipate these challenges and meet them head on. We are creative in our thinking, so the advice we offer consistently translates into well-run, efficient projects.

As we are independent, we're not part of a construction, engineering or finance company, nor are we bound by industry-specific ways of doing things. We look at every client's job on its own terms. We focus objectively on every project and deliver bespoke advice and action on specific issues.

Thinc's systems-based approach imposes a high level of discipline and structure across a project's entire lifecycle. Our size – coupled with our local market knowledge – allows us to complete projects with confidence and within agreed time, cost and quality parameters.

Our proven ability to deliver the right advice and action allows us to get the best possible outcomes on every project we work on.

Our Partnerships Team

Thinc's highly experienced Partnerships Team provides advisory services for public-private partnerships (PPPs). We work on both the public and private sector sides of these transactions, providing expert advice on innovative, collaborative forms of contracting and on procurement.

We offer the full range of consultancy services for the planning and delivery of major social and economic infrastructure PPPs, including management of the overall strategy, bids and transaction. Our team has a demonstrated record of successfully advising on and delivering PPPs and government-private collaborative projects worth up to \$1.2 billion in Australian and international settings.

We also offer strategic advice on how to procure social and economic infrastructure projects. Our advice considers a range of alternative procurement options that meet our client's time, cost and information constraints and also addresses how they wish to manage risk. Options include PPP, BOOT, DBFO, Alliancing/ Early Contractor Involvement (ECI) and traditional design and build models.

Our personnel have national and international experience in consulting on non-adversarial forms of relationship/collaborative contracting, such as alliancing. These approaches enable businesses to mutually benefit by working together in a collaborative, 'open book' manner and include project-based alliances and collaboration; strategic alliances; supply chain alliances; services alliances (CAPEX or OPEX) and planning alliances.

Our Experience

Thinc Partnerships has helped deliver a diverse range of social and economic infrastructure projects.

Highlights of our Partnerships team's experience include:



1 Darwin City Waterfront

This \$1.2 billion redevelopment centres on the Darwin Convention and Exhibition Centre and features a convention centre, community infrastructure development including a large landscaped public domain, boating marina, international cruise ship terminal and a bridge link to the Darwin CBD and residential and hospitality components.

Thinc was engaged to play an integral role in the project as advisers to consortium leader ABN AMRO, working through the bid and negotiation phases to financial close and then into the design and construction phases.

Thinc were responsible for managing overall project delivery obligations for ABN AMRO while ensuring the NT Government's project requirements were achieved.

We manage the potential operational risk issues inherent in PPPs by planning and building bespoke solutions





2 Adelaide Supreme Court

The SA Department of Treasury and Finance investigated redevelopment of Adelaide's heritage-listed Supreme Court facilities for a PPP delivery.

The Department's Projects Analysis Branch appointed the P3 Alliance, consisting of Thinc, Ernst & Young and Currie & Brown as advisers to the redevelopment. Working through the Partnerships SA process, the alliance developed an economic justification for the project.

The team completed an outline business case including a public sector comparator and PPP Proxy Model.

3 Sydney Light Rail Extension

Our team was appointed to provide transaction management services to the NSW Department of Transport on the \$150m Inner West Extension (Stage 1), an initiative to extend Sydney's light rail system 5.6km from Lilyfield to Dulwich Hill.

We are providing a range of transaction management and commercial services to assist in negotiation, evaluation of proposals and preparation of an appropriate agreement with the existing owner/operator.

The project is part of a \$500 million effort to expand Sydney's light rail system in line with the NSW Government's Metropolitan Transport Plan.



Our Approach

We begin each project by gaining a full understanding of the objectives of all public and private sector stakeholders involved. We then facilitate the creation of project solutions that align – and ultimately fulfil – those objectives.

We manage the potential operational risk issues inherent in PPPs by planning and building 'bespoke' solutions: we focus entirely on the specifics of individual projects, working creatively to meet each job's unique demands. Additionally, the approach we take to each project is underpinned by proven systems for managing time, cost, quality and project information.

Our approach is flexible: our role can extend to managing an entire project lifecycle and supporting our client throughout conception, transaction and delivery. We can assist in developing a business case, calling for expressions of interest and creating a shortlist of proponents. We can also develop appropriate payment mechanisms, write output specifications and produce tender documentation and issue an RFT.

The Thinc Partnerships team can assist in evaluating bids, selecting the preferred bidder and negotiating through to financial close. In the design and construction phases, we can manage the detailed design development process and can also manage the Special Purpose Vehicle to ensure all the project responsibilities and obligations are met. Thinc Partnerships also offers the full range of project management services for PPP projects, advising on planning, construction and operations.





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Our Services

PPP ADVISORY

- PPP advice
- Transaction advice
- Due diligence
- Procurement advice
- Strategic advice
- Business cases
- Operational plans
- Payment mechanisms
- Capital costs
- Management/analysis of Public Sector Comparator (PSC)
- Whole of life advice
- General advice

PROCUREMENT ADVISORY

- Procurement planning and strategy
- Procurement facilitation
- Contracting strategy
- Risk management and mitigation strategies
- Business case development and review
- Feasibility studies
- Analysis of industry trends
- Relationship/collaborative contracting advice (including alliancing)
- Tendering processes (EOI/RFT)
- Coaching and training
- Facilitation
- Tender and contract development
- Tender evaluation and selection
- Contract negotiation

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“We understand the risks and rationales for both sides of a PPP transaction.”

Marc Allen
Thinc Partnerships Team Leader



Marc Allen
Thinc Partnerships Team Leader

Contact Us

For all enquiries, please phone our Thinc Partnerships Team Leader, Marc Allen, on 0428 293 839.

ADVICE+ACTION

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