



## Qubist Rail Capability Statement

Qubist Pty Ltd is an advisory business that provides expertise to clients with utility and infrastructure assets. We help clients create greater value, new possibilities and superior outcomes for their assets and organisations.

Qubist provides services and deep domain expertise across the entire business life cycle for complex rail assets including passenger, freight and pit to port operations. Qubist understands the specific commercial, technical and collaboration challenges involved in the rail sector. We call on decades of hands on project and business experience to provide informed advice to our clients and ensure strategic, practical, commercially oriented solutions.

To provide the greatest value for our clients, Qubist services cover the full suite of strategic advisory services in developing and operating assets and businesses, existing or envisaged.

Our clients include private and public sectors, government agencies, contractors and legal organisations.

### Our services cover

- Business Case Development
- Strategic Asset Management
- PMO Frameworks, Development, Project Controls and Implementation
- M&A Technical and Commercial Due Diligence
- Independent Financier's Engineer and/or Certifier
- Project/Program Procurement Strategy and Transaction Management Including but not limited to: D&C, DCOM, PPP, Collaborative, Contestability and Performance Driven Arrangements
- Contracting and Procurement Strategy Development for Major and Complex Projects
- Contract Commercial Management/Negotiation & Contractual Services
- Project and Program Delivery Management and Leadership for Complex Infrastructure Assets
- Recovery of Distressed Projects - including Assessment and Recovery Plan Leadership and Implementation
- Operations and Maintenance - Commercial and Technical
- Cost and Benchmarking
- Risk Management
- Advanced Analytics and Modelling
- Complex Systems including Specification, Development Integration, Interface Management and Test and Evaluation
- Operational Readiness - Planning and Assessment





## Prior Experience of Individuals in our Team

Qubist's Rail Team is widely experienced in all aspects of the rail industry, including providing advisory services on projects at all stages of the project lifecycle.

We have provided strategic, commercial and project management advice to Australian and international rail agencies and rail asset owners.

Below is a small sample of our advisory experience in rail for different sectors.

### Rail Infrastructure



- Commercial and procurement strategy, transaction management and contract negotiation advisory services for NSW Country Rail Network
- Procurement of PP&E for major Rail Development in the Middle East including negotiations with key Chinese, US and European suppliers
- Project and commercial management for the implementation of European Train Control System in NSW (Automatic Train Protection Program)

### Freight



- Procurement, commercial and project management for a fully automated major Rail Coal Unloader for a Major Power generation company- 12 mtpa
- O&M commercial advisory and leadership for a major load and haul contract for 12 mtpa including transition to operations and implementation of KPI framework
- Business case, financial modelling, project development for major load and haul operation including different commercial arrangements for rolling stock

### Minerals & Metals



- Banking feasibility study and PMC development for a multibillion coal pit to port project. Works included development of two open pit and one underground mine, a 500 km rail line, rail maintenance facilities, rolling stock procurement, port development and other related activities
- Due Diligence for a large multibillion-dollar iron ore MMX including rail operations and commercial arrangements

### Transport



- Sydney Train Major Works commercial feasibility study (confidential assignment)
- Canberra Metro PPP financier's engineer
- Regional Rail rolling stock PPP financier's engineer
- Epping to Chatswood Train Station Operational Readiness and commercial support during completion phase
- Commercial advisory including financial and operations modelling for negotiation and reset of the Millenium PPP rolling stock contract
- Preparation of concept cost estimates, North West Rail Link, NSW
- Capital cost estimate review, Northern Sydney Freight Corridor, NSW

### Other



- Best Practice Cost Estimating Standard for Publicly Funded Road and Rail Construction – Department of Infrastructure and Transport NSW
- State Infrastructure Strategy, Review of Project Costs –Estimates and Cost Planning Infrastructure NSW

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