



Qubist

Asset Management Capability

Providing decision makers with accurate and commercially astute asset management services.

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 solutions across the entire project lifecycle. We understand the specific challenges involved in running an organisation and call upon decades of industry experience to assist our clients – ensuring strategic, practical and commercially orientated results.

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

Qubist Asset Management

We offer services in asset management, which is the optimal lifecycle management of physical assets to sustainably achieve the stated business objectives.

This is facilitated by a systematic decision-making process throughout the lifecycle of the asset. It is the framework that optimises the planning, resourcing, management, and disposal of the assets. Strategically, this is the concept of holistically aligning the organisation's capital investments and their assets.

Qubist's Approach

Our approach is developed from industry experience and understanding client, contractors, government, community, and other relevant stakeholders' objectives. We pride ourselves on understanding our client's true needs. We develop and leverage tailored solutions, to ensure delivery of improved business and project outcomes.

We provide services that cover the complete asset lifecycle, from the planning stage through to the asset's disposal. Our team has built this expertise over decades working with contractors, asset owners and government agencies, both locally and internationally.

We are a trusted partner to our clients because we repeatedly deliver the experienced people, deep domain expertise and knowledge as promised. In much of the work we do, we apply a commercial, risk-based approach to management, which includes gaining an understanding of risk allocation strategies, residual risks, and any underlying issues for effective and efficient management.

Our team are subject matter experts in:

- Strategic asset management;
- Business case development, asset optimisation and optioneering, risk and cost management;
- Procurement strategies for Capital Investment, and Operation and Maintenance (O&M) contracts, including modern outcomes based contracts;
- Policies, Asset Management Plans, and document management systems;
- Acquisition and disposal decisions;
- Maintenance and organisational maturity assessments, benchmarking and performance measures;
- Operational readiness and transition to operations; and
- Operational improvement and benefits realisation.





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Relevant Project Experience

Below is a selection of relevant Asset Management experience of our team:

Sector	Projects	Our staff roles on these projects
Transport - Rail	<i>Epping to Chatswood Rail Link (ECRL)</i>	Operational readiness management, stakeholder inclusion plan, identifying responsibilities and ensuring tasks correctly resourced. (\$2.6B)
	<i>Chatswood Transport Interchange (CTI)</i>	Operations Manager interfacing between constructions and operations. (\$340m)
	<i>Parramatta Transport Interchange (PTI)</i>	Review of operational readiness process. Effectiveness of planning and implementation. (\$120m) Manage operations of Public Private Partnership (PPP) including transition to operation and interfaces. (\$340m)
	<i>RailCorp Operations and Maintenance</i>	Transport Cleaning Services RailCorp. Led procurement process for performance-based contract for a Managing Contractor for cleaning of trains and stations across network.
	<i>Country Regional Network (CRN)</i>	Outsourcing O&M Contestability Project. Validation of most effective approach to O&M for the NSW country regional network. (\$1.6B)
	<i>Antiene Rail Coal Unloader</i>	Rail loop, conveyor and associated infrastructure to interface with existing rail network. Contracting strategy, interface management with operators, transition to operations. (\$120m)
	<i>CCX Coal Project</i>	Bank feasibility study, financial models, development of project operations (including rail, transmission, power supply, mine, port and roads). (US\$6B)
Social Infrastructure	<i>Single LEAP Phase 1 & 2 PPP</i>	Assessing operational readiness and issuing commercial acceptance certificates.
	<i>NSW Police Property</i>	Led the procurement of service provider to manage NSW Police Property Portfolio of approx. 1,400 sites.
Utilities - Power	<i>Various electricity providers</i>	Operational Expenditure (Opex) Benchmarking for various providers.
	<i>Ausgrid</i>	Program Performance Improvements, Capital Portfolio, Identify variability in project effectiveness and predictability across large portfolio capital works.
	<i>Confidential</i>	Technical due diligence to identify 'red flags' to consider in an investment valuation of a major industrial asset.



Asset Management Capability Statement

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Sector	Projects	Our staff roles on these projects
Transport – Roads	<i>M2 Fire and EWIS System Upgrade</i>	<i>Business case, procurement, contract negotiations for project operations.</i>
	<i>Sydney Road Assets Performance Contracts</i>	Commercial lead for maintenance performance contracts for TfNSW, procuring an outcome-based contract.
	<i>Northern Beaches B-Line Program</i>	Operational Readiness Manager for bus network improvements combining buses, roadworks, car parks, bus stops, bike facilities, active transport, passenger systems. (\$500m)
	<i>Newcastle Bus Interchange</i>	Operational readiness and handover of interchange.
	<i>Toll Roads (multiple)</i>	Due diligence review of long-term maintenance provisions – including analysis of long-term concessions, asset condition review, maintenance systems and processes.
	<i>Confidential client</i>	Strategic framework for identification, delivery and implementation of demonstrated road assets, within an existing system.
Water	<i>Bayswater Water Treatment Plant (WTP) Upgrade</i>	Contract and KPI setup, interface with power-station operators, transition to operations of 160ML/day plant. (\$80m)
	<i>Sydney Desalination Plant</i>	Management of delivery contract for construction and O&M for six-month transition period – including management plans, quality system, commercial, defects, and vesting of assets for \$250ML/day plant. (\$1B)
Oil and Gas	<i>Benthic Geotech (Remotely operated underwater drill)</i>	Construction of two remotely operated drills. Roles included Program, Project, and Procurement Manager. FAT and SAT testing, interfacing with operations team, operational risks, training plans, transition to operations.