



Qubist Business Case Development Capability

Providing decision makers with accurate and commercially astute business cases.

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 Business Case Development

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.

Our approach to business case development is conditioned by a wealth of industry experience and understanding client, government, contractors, community and other relevant stakeholders' requirements.

We understand the specific commercial, technical, and collaborative challenges involved when producing business cases.

Qubist's Approach

Our team has built our expertise over decades working with asset owners and government agencies both locally and internationally. We apply this knowledge and experience in business case development, producing concise evidence-based business cases with supportable recommendations.

Our approach is to provide depth of experience, knowledge, and where required, rigorous analysis to the problems that may arise when producing business cases.

We are a trusted partner to our clients because we repeatedly deliver the people, expertise and knowledge promised. We regularly collaborate with a leading independent economic and industry forecaster to provide seamless results.

Our team are subject matter experts in:

- Business case writing, including capturing the "narrative" of project justification;
- Interrogation of technical project solutions;
- Interrogation of capital cost estimates;
- Interrogation of constructability/program durations for project delivery;
- Change management analysis associated with the project or program;
- Benefits realisations planning;
- Proper project and corporate governance;
- Working closely with other key functions such as economic/financial analysis to ensure a cohesive and well assembled business case document
- Performance of Expert Peer Reviews and readiness reviews of business cases to ensure their adequacy prior to client and assurance body reviews (such as INSW Gateway 1 and 2).





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Relevant Project Experience

Below is a selection of relevant Business Case Development experience of our team:

Sector	Project	Sample Experience of our Team
Transport – Rail	<i>Coal Haulage</i>	<ul style="list-style-type: none"> Business case for Vales Point coal haulage.
Transport – Roads	<i>M2 Control System Upgrade</i>	<ul style="list-style-type: none"> Business case lead for signs and control system upgrade.
	<i>M5 Belmore East Ramps</i>	<ul style="list-style-type: none"> Commercial input into business case development.
	<i>M2 Fire & EWIS</i>	<ul style="list-style-type: none"> Business case lead for upgrade project.
	<i>WestConnex Revenue Collection</i>	<ul style="list-style-type: none"> Tolling systems, including back-office and revenue collection business case.
	<i>NSW Tolling Modernisation</i>	<ul style="list-style-type: none"> Development of cost and financial models for Tolling Modernisation business case, including different tolling options.
Utilities – Water	<i>Avon Deep Water Access Project</i>	<ul style="list-style-type: none"> Expert Peer Review of Strategic Business Case (WaterNSW).
	<i>Kangaloon Borefield Project</i>	<ul style="list-style-type: none"> Expert Peer Review of Strategic Business Case (WaterNSW).
	<i>Glennies to Lstock Pipeline Project</i>	<ul style="list-style-type: none"> Finalisation of Strategic Business Case.
	<i>Macquarie River Re-Regulating Storage</i>	<ul style="list-style-type: none"> Manage and lead Final Business Case.
	<i>Lake Rowlands to Carcoar Pipeline</i>	<ul style="list-style-type: none"> Manage and lead Final Business Case.
Utilities – Power	<i>Sydney Airport Systems</i>	<ul style="list-style-type: none"> Supporting business case and system upgrade for 11kV busbar and key electrical system for Sydney Airport.
Other	<i>Nuclear - Energy Augmentation</i>	<ul style="list-style-type: none"> Business and investment case study for the augmentation of the electricity market in Argentina, including development of new transmission, distribution, and nuclear power generation alternatives.