



Qubist Procurement & Transaction Management Capability

Providing decision makers with accurate and commercially astute procurement & transaction 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 private and public sector clients include Government agencies, contractors, and legal organisations.

Qubist Procurement & Transaction Management

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 procurement and transaction management is bolstered by a wealth of industry experience and understanding client, objectives.

We understand that reliable and good transaction requires a thorough understanding of the commercial matters, contractual entitlements, contract management and risk allocation by practitioners with subject matter expertise.

Our team are subject matter experts in:

- Commercial framework and procurement strategy.
- Commercial negotiations to facilitate contract approval; and
- Development/assessment of complex transactions.

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 people, expertise and knowledge promised.

Qubist's Approach

We apply a risk-based approach to develop commercial frameworks and procurement strategies. This includes an understanding of the risk allocation strategy, residual risks, potential underlying commercial issues including claims, and other variables to analyse future projects or programs of work.

We use a structured process and develop an integrated commercial view that considers design, potential construction packaging, work sequencing, and construction methodologies.

We can supply experienced professional staff, individuals, or teams, who are experienced in different forms of contracting strategies, including examples such as PPP, collaborative contracting, or Early Contractor Involvement (ECI). Our commercial expertise ensures a greater level of cost transparency and cost assurance.





Qubist Procurement & Transaction Management Capability

Providing decision makers with accurate and commercially astute procurement & transaction management services

Relevant Project Experience

Below is a selection of relevant Procurement & Transaction Management experience of our team:

Capability	Sector	Sample Experience of our Team
Commercial	<i>Transport - Rail</i>	<ul style="list-style-type: none"> Vales Point Coal Haulage – Development phase Commercial Advisory services Millennium Trains – Contractor side PPP financial and commercial advisory for contract re-negotiation. MMX Iron Ore Pit to Port – Negotiation of rail transport agreements. Liddell and Bayswater Major Projects – Macquarie Generation – Commercial advice on all major projects.
	<i>Transport - Roads</i>	<ul style="list-style-type: none"> Sydney Roads Asset Performance Contracts (SRAP) – Commercial Lead (TfNSW). WestConnex (all stages) – RMS Commercial Lead. NorthConnex – RMS Commercial Lead. NorthEast Link – Transaction Manager (MTIA). M5 West Belmore Road Ramps – Commercial Manager development phase (TfNSW formerly RMS). M6 (formerly F6 Extension Stage 1) – Commercial Project Manager development phase (TfNSW formerly RMS). WestConnex Stage 3A – D&C Deed and Project Deed Contract Administration. RMS Tolling Modernisation – Development phase commercial support.
	<i>Utilities - Water</i>	<ul style="list-style-type: none"> WNSW Major Infrastructure Delivery Program – Commercial & Procurement Lead. Asset Renewal and Replacement Program – Commercial Project Manager (WaterNSW). Kurnell Desalination Plant – Commercial Manager, contract management and administration (Sydney Water).
	<i>Utilities - Power</i>	<ul style="list-style-type: none"> Renewable energy generation project – Commercial advisor for alliance agreement commercial framework. Hydro power Generation – Independent Commercial Advisor. Ichthys combined cycle power plant – Claim Management Advice.
	<i>Utilities - Gas</i>	<ul style="list-style-type: none"> Gas Pipeline mine subsidence mitigation works - Independent Contract superintendent and commercial manager.
	<i>Social Infrastructure</i>	<ul style="list-style-type: none"> University Campus Improvement Plan – Commercial Manager Project Assessments. Single LEAP 2 PPP defence living – Lead Independent Certifier and Financiers Independent Engineer.
	<i>Other</i>	<ul style="list-style-type: none"> Regional Growth Development Corporation – Commercial advisor regarding regional investment opportunities. Enterprise Data Centre new builds – Commercial Advisor.
Claims Management	<i>Transport - Rail</i>	<ul style="list-style-type: none"> Major Rail Claim – Tier 1 Construction Company – Detailed Claim development & management.
	<i>Transport - Roads</i>	<ul style="list-style-type: none"> WestConnex Stage 3A – Claims Manager SMC.
	<i>Utilities - Water</i>	<ul style="list-style-type: none"> Various claims for WaterNSW – Commercial Manager.