



Qubist Commercial & Claims Management Capability

Providing decision makers with accurate and commercially astute commercial and claim 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 Commercial and Claims Management

Our approach to independent commercial and claims management is bolstered by a wealth of industry experience. 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 understand that reliable and good commercial advice requires a thorough understanding of the commercial matters, contractual entitlements, claims drivers, contract management and risk allocation by practitioners with subject matter expertise. Our team has deep domain knowledge in:

- Upfront commercial framework development;
- Commercial negotiations to facilitate contract finalisation;
- Contract management and administration; and
- Development/assessment of complex contractual claims.

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

Providing suitable commercial strategies - We apply a risk-based approach to develop a commercial strategy to resolve commercial matters. This includes an understanding of the risk allocation strategy, residual risks, potential underlying commercial issues (including claims) and other variables to analyse projects or program of works.

Project readiness prior to commercial commitment - We use a structured process to assess project readiness prior to entering a commercial commitment. When linked to a quantitative risk assessment, the readiness assessment can be used to test suitability of the proposed risk allocation, as well as provide guidance on appropriate reserves to be held in addition to the contract amount.

Aligning commercial, schedule and costs - We develop an integrated commercial view that considers design, procurement and construction packaging, work sequencing, and construction methodologies.

Contract administration - We can supply experienced professional staff, individuals, or teams, on an ad-hoc or full-time basis to supplement to support the project team.

Managing alliance, PPP and incentivised contracts - Our commercial expertise in alliance, PPP and collaborative contracting ensure a greater level of cost transparency and cost assurance.





Qubist Commercial & Claims Management Capability

Providing decision makers with accurate and commercially astute commercial and claim management services.

Relevant Project Experience

Below is a selection of relevant Commercial and Claims 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 Assets Performance (SRAP) Contracts – Commercial Lead (TfNSW) WestConnex (all stages) – RMS Commercial Lead NorthConnex – RMS Commercial Lead NorthConnex – Defect Liability Period Commercial Support M5 Southwest Motorway Belmore Road Ramps – Commercial Manager development phase (TfNSW formerly RMS) WestConnex Stage 3A – D&C Deed and Project Deed Contract Administration WestConnex Stage 3B – Project Controls Manager RMS Tolling Modernisation – Development phase commercial support M6 – Commercial Project Manager (TfNSW) Gateway Project – Contract Administration
	<i>Utilities - Water</i>	<ul style="list-style-type: none"> WaterNSW Major Infrastructure Delivery Program – Commercial and Procurement Lead WaterNSW ARR Program – Commercial Manager 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>Social Infrastructure</i>	<ul style="list-style-type: none"> University Campus Improvement Plan – Commercial Manager Project Assessments Single LEAP Stages 1 and 2 PPP defence accommodation – 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