

Demonstrating value in renewing complex Alliances

“ WE HELP NEW ZEALAND GROW,
BY KEEPING AUCKLAND MOVING ”

Auckland Motorways



Auckland Motorway Alliance (AMA)

1 million vehicles per day
870km of lane length
3,500 resource consent conditions
2 tunnels
270 bridges
4.7M m2 of pavement
2,500 ITS assets
1,400km of line marking
350km of guardrail
6,800 lights
7,700 signs

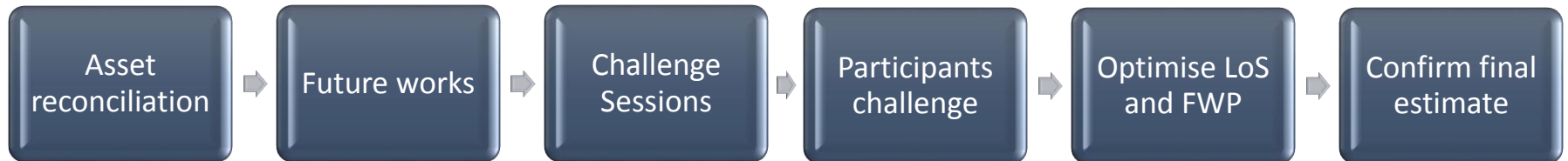


Demonstrating value

- To renew the AMA services there was a need to:

“outline the value proposition offered by the Alliance Participants for undertaking the Alliance Services for the specified TOC Period”

- Process was straightforward

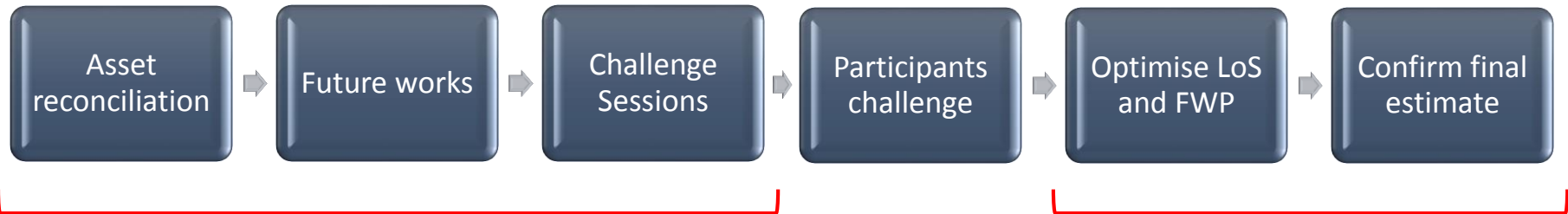


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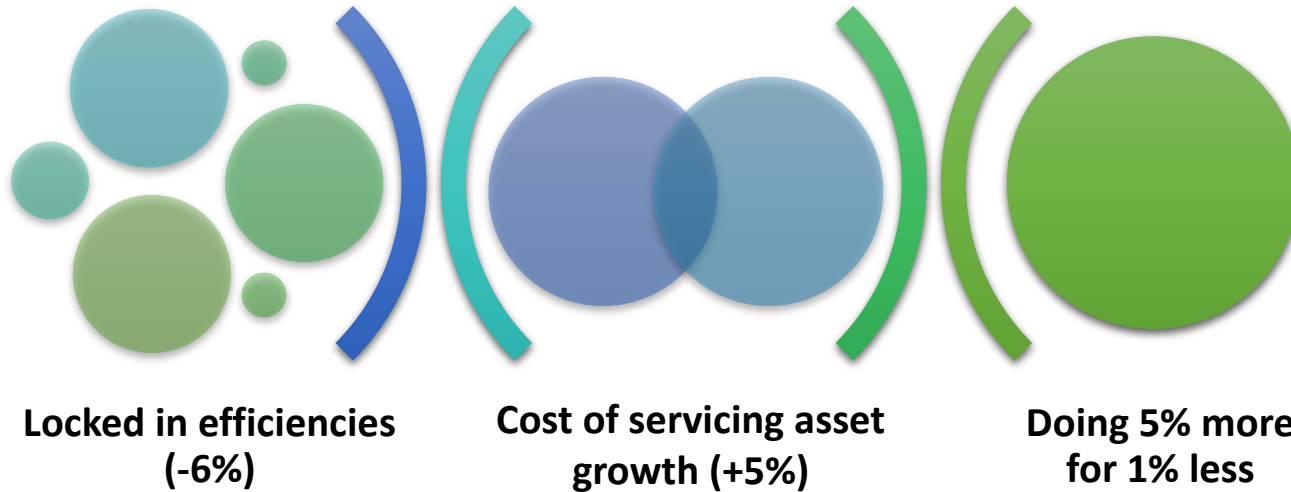
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We included key technical client representatives from “outside the alliance”

Demonstrating value

- Not a problem – we had a compelling story



- **We are demonstrating value... aren't we?**

Are we demonstrating “true” value?

But what if the clients expectations have shifted?

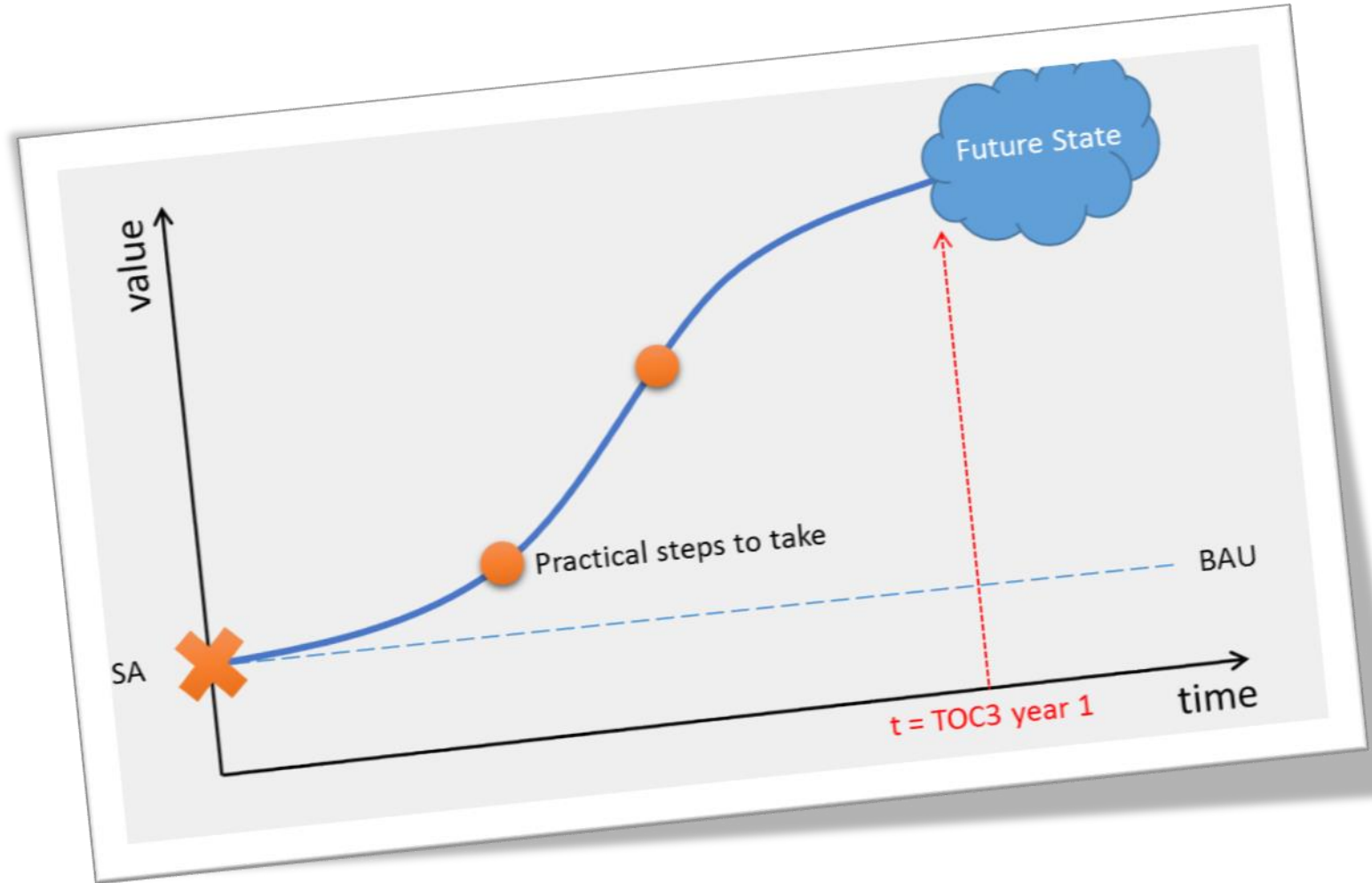




What is value?

- The trick for organisations is to be aware of how to identify, drive and measure value
- Value truly is in the eyes of the beholder, be sure your eyes are wide open!
- **“Price is what you pay. Value is what you get”** (Warren Buffett)

Opening our eyes



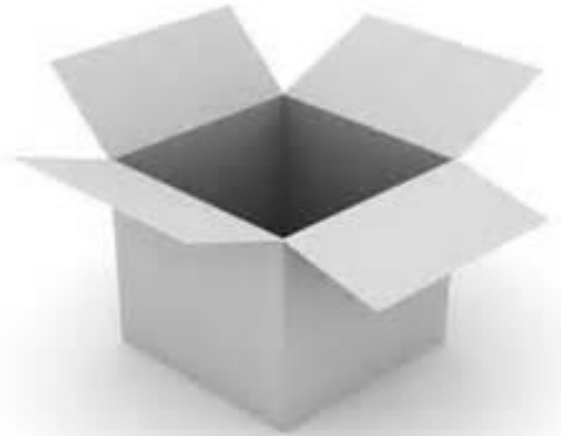
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We need to change tack – and quickly



Demonstrating effective value

- Effective communication to the who have responsibility for outcomes
- Don't be a closed box
- Alignment with client strategy and priorities – not just project objectives
- Continue to innovative but take others with us
- Measure and share what matters



Build trust with your client

- Know them – take out the guess work
- Stick to your knitting
- Play to your strengths



Measuring up to others

- The AMA is different but still gets compared to traditional models
- Explain the rationale why the alliance is the best procurement model
- The objective is known – but be clear on outputs and outcomes
- Be crystal clear that we are set up to be value driven
– not measured in terms of just cost



AMA – where is the true value?



**DELIVERING
OPERATIONAL
EXCELLENCE**

**ENABLING
SMARTER
JOURNEYS**

INNOVATING

**SHARING OUR
KNOWLEDGE
AND EXPERTISE**

**LIVING
ALLIANCING
AT ITS BEST**

Here it is...

the real value



Collaboration and partnering will be the primary focus of adding additional value as a AMA

A compelling story of value

Auckland Motorways

A photograph of a worker in safety gear (hard hat, ear protection, safety glasses, and a high-visibility vest) using a brushcutter to clear grass. In the background, there is a large metal power line tower and another worker in the distance. The scene is outdoors with a cloudy sky.

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