

The New Zealand Construction Clients Group



Meeting No. 5

when: **Thursday 17th November, 09.00 to 13.00 for buffet lunch & networking**

where: **Vector, 101 Carlton Gore Road, Newmarket, Auckland**

(Limited parking is available. Facing the building, take the right hand side driveway down to the rear of the building. Reception is on the ground floor).

theme: **A 360' VIEW ON RELATIONSHIP CONTRACTING**

Agenda

Arrive & coffee 09.00 for 9.30am

1. CASE STUDY: PAPATOETOE OVERHEAD IMPROVEMENT (OIP) PROJECT

A LEARNING & SHARING session with Doug Ray, OIP Project Manager, Vector

- Our host member will share the lessons learnt on the Papatoetoe OIP project.
- The project was the most ambitious project of its kind undertaken in NZ.

The project area covered 2200 homes in 43 streets totaling 13 kilometers and involved the simultaneous underground installation of water, gas, power and telecommunications, while completely revitalising the urban area at the same time.

The main participants were Vector, Telecom, Manukau City Council, Manukau Water, and Works Infrastructure, who required delivery of a different procurement approach to that of previous projects of this type for a better sharing of logistical and financial risks.

Innovation ■ Best Practice ■ Productivity

Contact: Amanda Warren, Director, Constructing Excellence NZ Limited
Telephone: 09 575 7670 or Mobile: 021 892 124



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The approach that was used led to better understanding, work flexibility, opportunities to save costs, and enhancement of working relationships.

The project was successful and demonstrated that both utilities and local bodies win when they do what customers expect, which is to work together for their mutual benefit.

Vector has continued to use a similar approach as it rolls out other projects within its Overhead Improvement Programme.

Morning tea break 10.30am

Next session 10.45am

2. END OF YEAR DEBATE:

“RELATIONSHIP CONTRACTING OFFERS BETTER PERFORMANCE, VALUE, PROFIT & ENJOYMENT FOR ALL MEMBERS OF THE SUPPLY CHAIN & THE CLIENT”

DISCUSS.....

As this is the last meeting of the year & there has been one or two notes of scepticism amongst the masses, a few of you thought it would be good to really air the issues in an all round debate/discussion, so...

We will hear from:

- An Engineer: Rob White, Associate with Connell Wagner Limited
- An Architect: David Quinlan, Head of Architecture with Opus International
- A Main Contractor: Trevor Kempton, MD of Naylor Love
- A Specialist Contractor: Jaques De Lange, MD of Format Interiors

Each of these people have been touched by relationship contracting in one form or other. We will hear a short address from each about their experiences, what worked, what didn't, and their personal advice to clients for the future.

We will then enter a discussion chaired by **Joe Hollander of Massey University**, a keen advocate of both relationship contracting and fast track methods.

Close around 12.30pm with a buffet lunch & networking

For your diary,

The next meeting will be in February 2006. A steering group will be setting 12 months of meeting dates and you will be notified in January of these.