

THE SUPPLY CHAIN PERSPECTIVE

ASSET MANAGEMENT

WHERE A BUILDING PARTNER CAN ADD VALUE TO ASSET MANAGEMENT

1. UNDERSTANDING YOUR BUSINESS
2. INTEGRATED APPROACH
3. MANAGING EXPECTATIONS

DELIVERY

1. CERTAINTY OF DELIVERY
2. QUALITY – DEFECT FREE
3. MINIMUM DISRUPTION TO ONGOING OPERATIONS
4. SAFETY

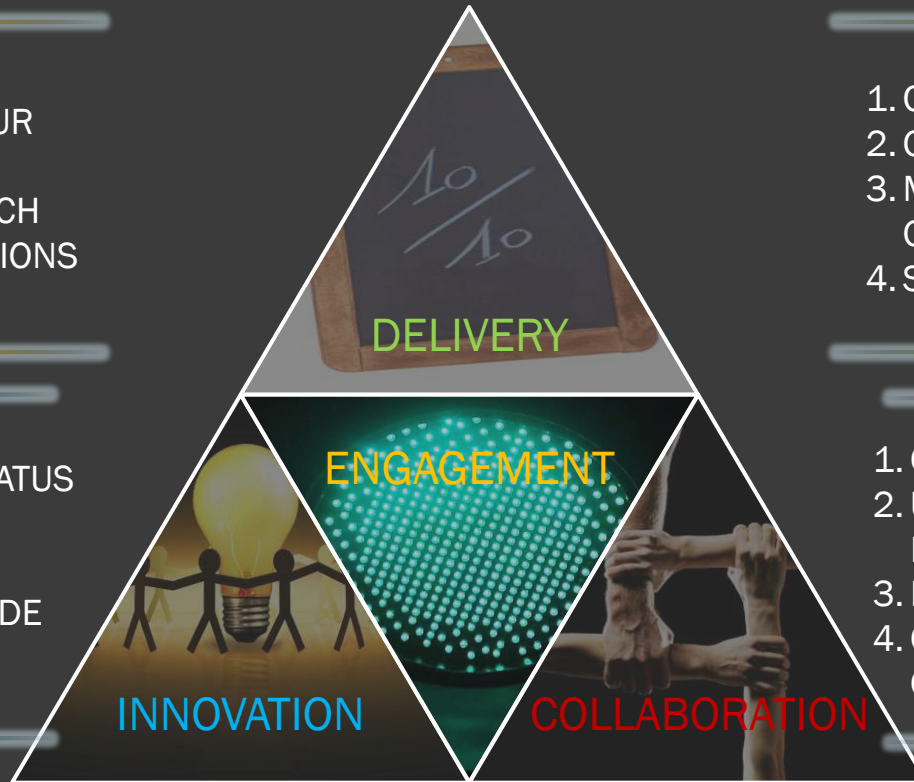
1. CHALLENGING THE STATUS QUO
2. CHANGE READY
3. FLEXIBILITY OF ATTITUDE
4. LATERAL THINKING

INNOVATION

ENGAGEMENT

1. ONE TEAM PERSPECTIVE
2. UNDERSTANDING YOUR REQUIREMENTS
3. RESPECTING OPINIONS
4. OPEN AND HONEST COMMUNICATION

COLLABORATION



EARLY CONTRACTOR ENGAGEMENT

THE ADVANTAGES

- EARLY AVAILABILITY OF SUPPLY CHAIN INFORMATION INFORMS AND CHALLENGES THE DESIGN
- LIFE CYCLE EQUIPMENT SELECTIONS MARKET TESTED EARLIER IN THE PROCESS
- ROBUST COST REVIEWS OF WHOLE OF LIFE MATERIAL SELECTION
- FLEXIBILITY OF DESIGN, BUILDABILITY AND MAINTENANCE HOLISTICALLY REVIEWED
- SAFETY OF MAINTENANCE PROVISIONS REVIEWED FROM A PRACTICAL PERSPECTIVE

CASE STUDY 1: UNIVERSITY STUDENT ACCOMMODATION OF AUCKLAND

- ORIGINALLY SUBMITTED AS A B.O.O.T SCHEME. AUGUST 2009 (BUILD, OWN, OPERATE, TRANSFER)
- FINANCIALLY NOT VIABLE AS “BOOT” BUT UNIVERSITY STILL REQUIRE THE ACCOMMODATION.
- OCTOBER 2009 HAWKINS INVITED BACK TO THE TABLE TO NEGOTIATE.
- CLIENT LOOKING FOR DELIVERY AND COST CERTAINTY.
- OCTOBER 2009 – MAY 2010 HAWKINS WORKED TOGETHER WITH CLIENTS PROJECT TEAM.
- MAY 2010 CONTRACT SIGNED AND DESIGN TEAM NOVATED TO HAWKINS.
- PROJECT ON TRACK TO RECEIVE STUDENTS FIRST TERM 2012.





CASE STUDY 2: EAST BUILDING OFFICE DEVELOPMENT, BRITOMART

- HAWKINS ENGAGED EARLY FOR PRECONSTRUCTION SERVICES
- WORK WITH JPW – CONCEPT DESIGNER (MASTER PLANNER) FOR PRECINCT.
- CONSULTANTS THROUGH EARLY PRELIMINARY DESIGN WERE CONTRACTED TO CLIENT DIRECT WHILE GMP WAS BEING FINALISED.
- ONCE GMP AGREED, CONSULTANTS NOVATED TO HAWKINS.
- MAIN FOCUS FOR HAWKINS:
 - UNDERSTAND AND DISECT CLIENT BRIEF.
 - GREENSTAR DESIGN.
 - MULTIPLE TENANTS AND USERS.
 - LEASE AGREEMENT UNDERSTANDING.
 - ONGOING BUILDING OPERATIONAL COSTS. (OPEX)
- BENEFITS OF CONTRACTORS EARLY INVOLVEMENT:
 - EARLY PROCUREMENT OF LARGE VALUE ELEMENTS.
 - TEST PRODUCT DURABILITY AND MATERIAL SELECTIONS.
 - COST AND TIME CERTAINTY.
 - UNDERSTAND THE BUILDING OPERATION TO ACCOMMODATE LARGE AMOUNT OF VARIATIONS FOR BOTH CLIENT AND TENANTS WITHOUT EXTENDING THE ORIGINAL CONTRACT PROGRAMME.