

The New Zealand Construction Clients Group

17th May 2007

The New Zealand Construction Clients Group

Overview of Talk

- Introduction
- An English Construction Industry Experience
- Best Practice Procurement
- Mainzeal - The Next Chapter

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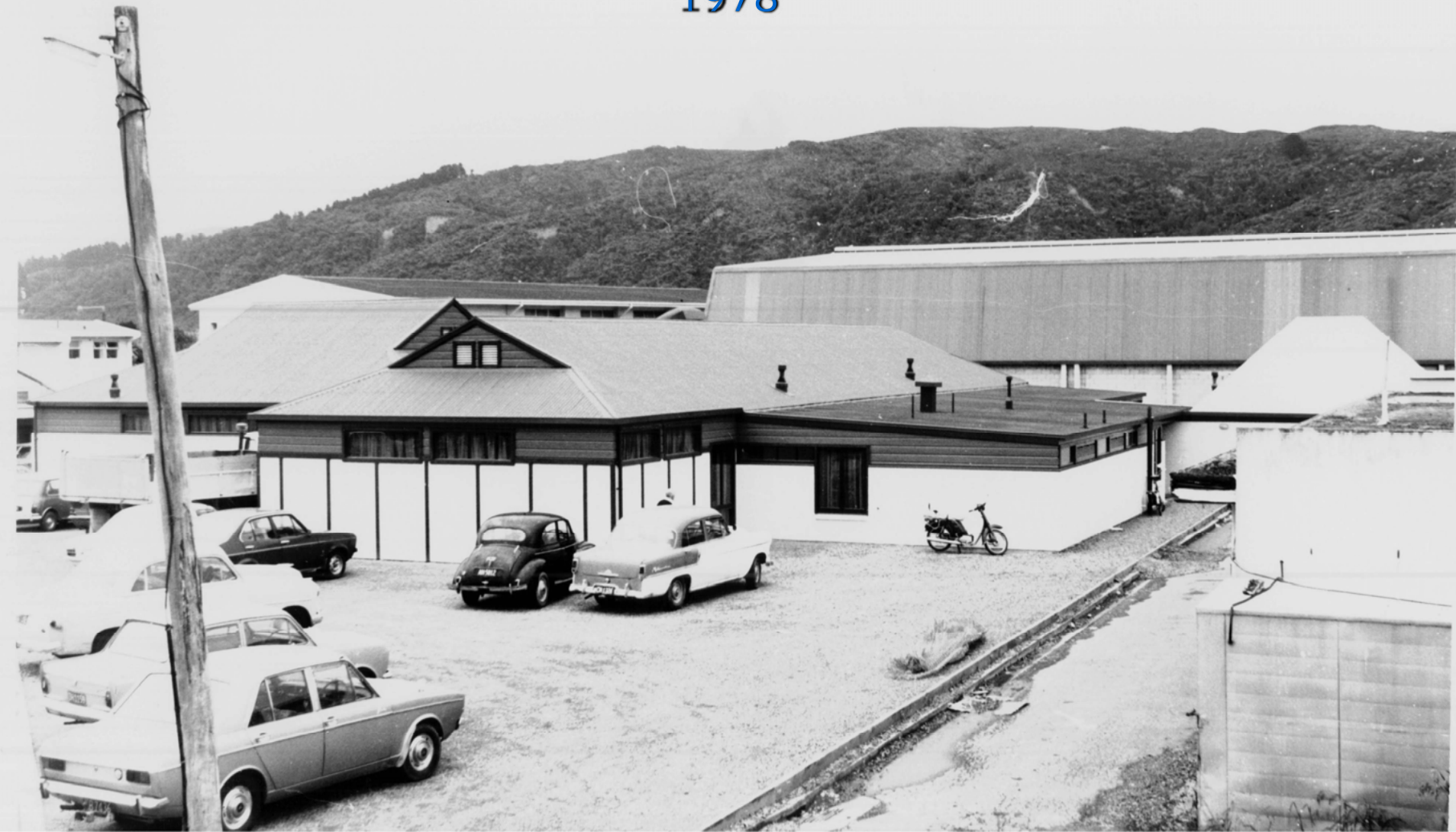
Introduction

- Vote of Confidence
- Past Projects

Taita RSA

Wellington

1978



BNZ Tower

Auckland

1985





Mobil on the Park

Wellington

1998

Vector Arena

Auckland

2007



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Introduction

- Industry Leadership
- Background of Peter Gomm

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An English Construction Industry Experience

- Procurement Problems
- The Dichotomy of an Industry
- Documentation Errors
- Administrative Waste
- The Procurement Challenge

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Best Practice Procurement

- Best Practice
 - Capital Cost Reductions Up to 14%
 - Time savings approaching 30%
 - Cost predictability to 95%
 - Site accident reduction 50-60%

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Mainzeal - The Next Chapter

- Collaborative Working Agreement
- Spring Hill The Benchmark



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Mainzeal - The Next Chapter

- Experience
- The People
- The Market

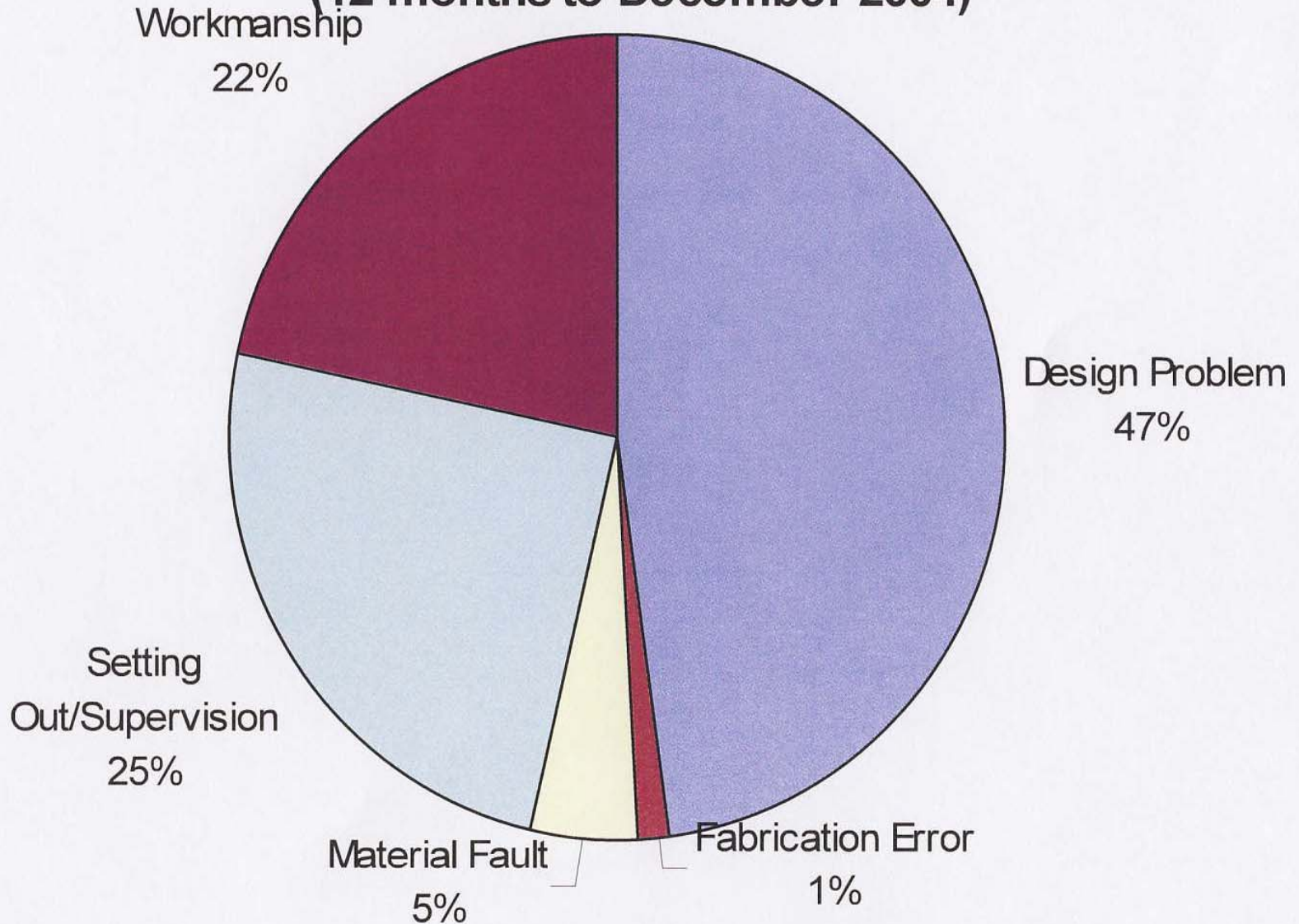
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Mainzeal - The Next Chapter

- The Issues
 - Defects

Prime Causes of Defects discovered during Construction (by cost to correct)

(12 months to December 2004)



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Mainzeal - The Next Chapter

- The Issues
 - Documentation
 - Resources
 - Quality
 - The Wholistic Delivery
 - The Client