

A Case for Alliancing

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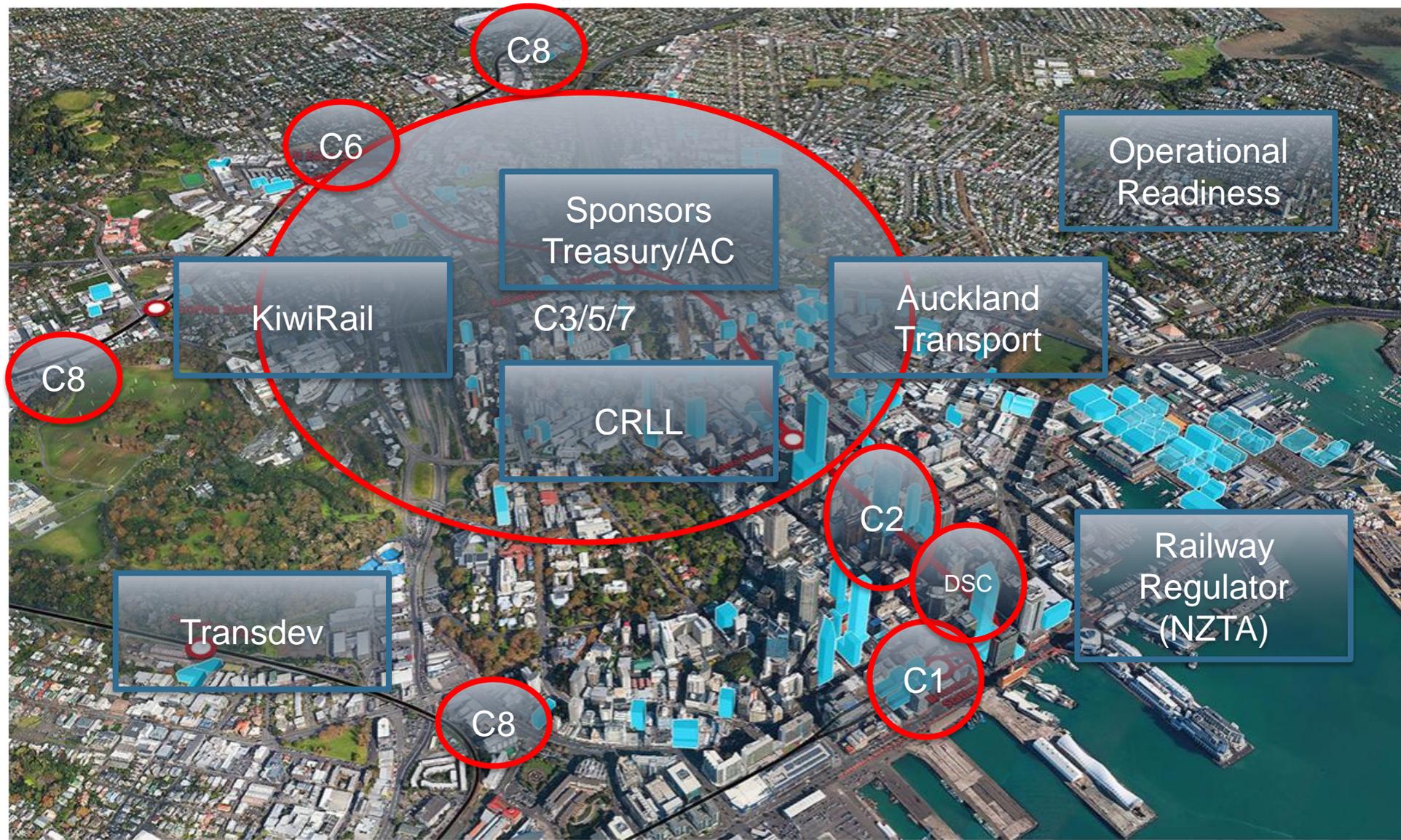
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Construction Client's Group

Overview...

- Update on CRL
- Critical Project Success Factors
- Lessons from CrossRail
- How may Alliances be able to help
- Challenges to Alliances

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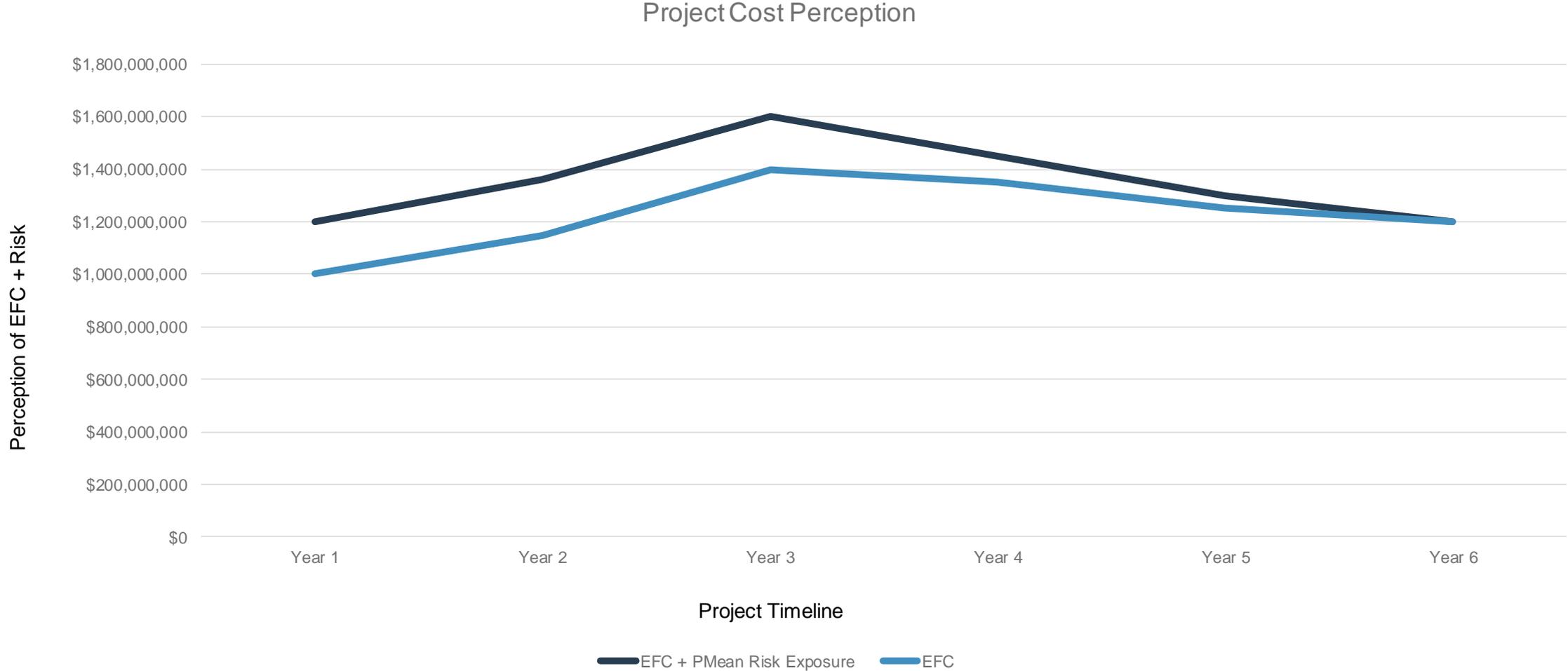


Critical Mega-Project Success Factors...

Lessons from CrossRail

- CrossRail Treasury Report
- CrossRail Client Report
- The Contractor mislead the client team and sponsors as to the real progress, status and challenges of the project.
- NO SELF-AWARENESS

The Problem...



How may Alliances Help?

- If we agree that there is a communications issue...what is the best form of contract to break this down?
- Open book/transparency
- Best for project decisions
- Focus on problems rather than on who pays
- Collaborative Culture
- Risk Ownership



Challenges with Alliances...

- What if the procurement got it wrong?
- No emphasis on spend, how is the contractor incentivised?
- Are Client people seen as equals in the Alliance?
- Once we have finished having a big cuddle...
- Collaborative culture doesn't require an Alliance.

Questions...