

CANAM

COMMERCIAL



Canam and Whangarei District Council's innovative procurement approach on the Civic Centre project promotes community objectives – from prioritising local companies to offering training

BEACONS
AWARDS
2021

FINALIST

**Canam Commercial and
Whangarei District Council**

For its move to supply chain leadership, with a focus on developing long-term supplier partnerships, prioritising safety and protecting the financial health of its contractors.





Alan Adcock
General Manager - Corporate & CFO
Whangarei District Council

Whangārei Civic Centre – a hub for the community



In the Whangārei District Council's City Centre Plan, a new Civic Centre was identified as being needed so as to consolidate staff, create efficiencies and form a vibrant, attractive and experience driven centre for the district.

The resulting requirement for a 7,000m² Civic Centre will house 350 council staff and all Northland Transport Alliance staff that are currently scattered around the city. It's also been designed to cater for growth – future-proofing for the next 50 years.

Requirements included:

- Housing council operations to meet the needs of residents and ratepayers as the district continues to grow and develop
- Creating efficiencies by consolidating the two main council sites at Forum North and Walton Plaza
- Being fit for purpose and meeting statutory requirements
- Reflecting the community's needs now and in the future
- Being designed with sustainability in mind
- Providing value for money
- Including innovative ideas
- Ensuring that the wider benefits and broader outcomes of this development for the local community are achieved

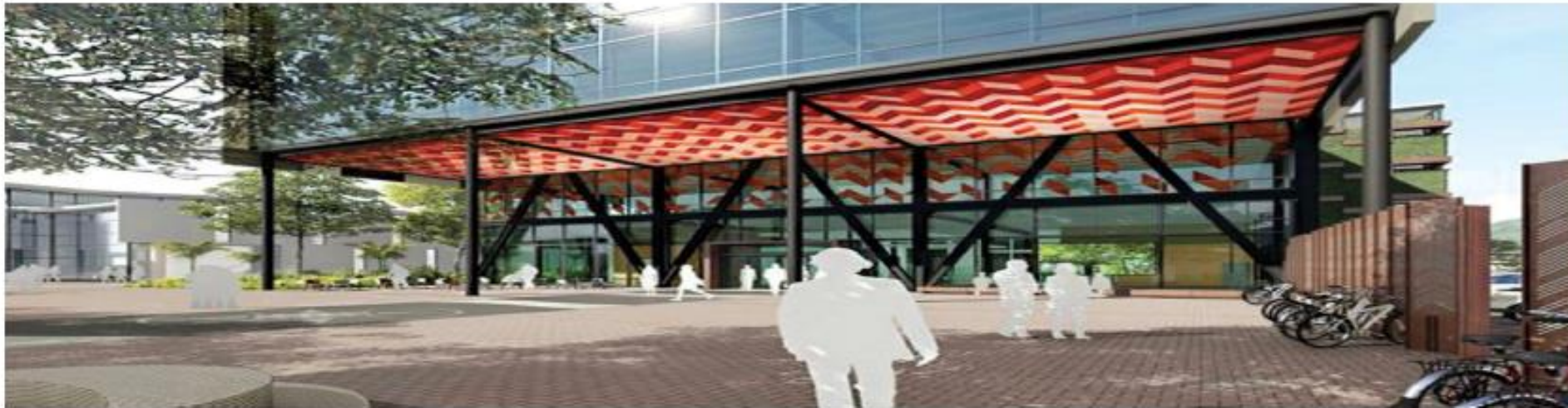


Connecting to communities through construction



In 2018, Whangārei District Council took an innovative approach to procurement by appointing a construction partner before they had even selected a site for the new Civic Centre building. This move ensured that any appropriate design and construction considerations were factors when locating a suitable site for the project so that a fully informed decision could be made to ensure value for residents and ratepayers.

Canam Commercial were appointed by the Whangārei District Council as the lead contractor after a rigorous process including proposals and interactive workshops with alliance partners. They were chosen by the Council with the objective to ensure the project is a positive experience for all parties and that it will create opportunities to benefit the district.



Connecting to communities through construction

This objective allowed Canam and the Council to collaboratively develop their *Community Outcomes* which included using **local firms**, using **local workers**, **training opportunities** for the local workforce and to **engage with the local community to promote the construction sector** and the potential opportunities in the sector.



The community-based approach adopted by the project team includes three key focus areas:

1. Promoting the use of local companies
2. Developing training opportunities for the local workforce
3. Engaging with the local community to promote the construction sector



Promoting the use of local companies

Whangārei District Council, Canam and its project partners agreed on a procurement objective of using local consultants, subcontractors and suppliers where possible.



To ensure this objective was reflected in the procurement activities, a non-price attribute* was established that related to geographic location of respondents within the wider Whangārei District.

In this approach, the key to making sure that this is effective is that the non-price attributes are aligned to community-based values and goals. It is also essential that the proportion of the overall tender evaluation weighting is sufficient that it has a bearing on the final decision.

* In a weighted attributes procurement method, factors other than the tender price are evaluated such as for example, methodology, programme etc. These are called non-price attributes.





TONCHI GLAMUZINA
GENERAL MANAGER
CANAM COMMERCIAL

10% TRAINEES



IDEA,
COMMITMENT,
FOCUS,
TRACKING,
EARLY ENGAGEMENT,
ENCOURAGEMENT!

COMMUNITY ENGAGEMENT



PARTNERSHIP

Art student's logo to be used at Civic Centre Project

22 September 2020



COMMUNITY ENGAGEMENT



CHARITABLE ENGAGEMENT

COMMUNITY ENGAGEMENT



FOR THE FUTURE



COMMUNITY ENGAGEMENT



**WIDER
COMMUNITY
JOURNEY**

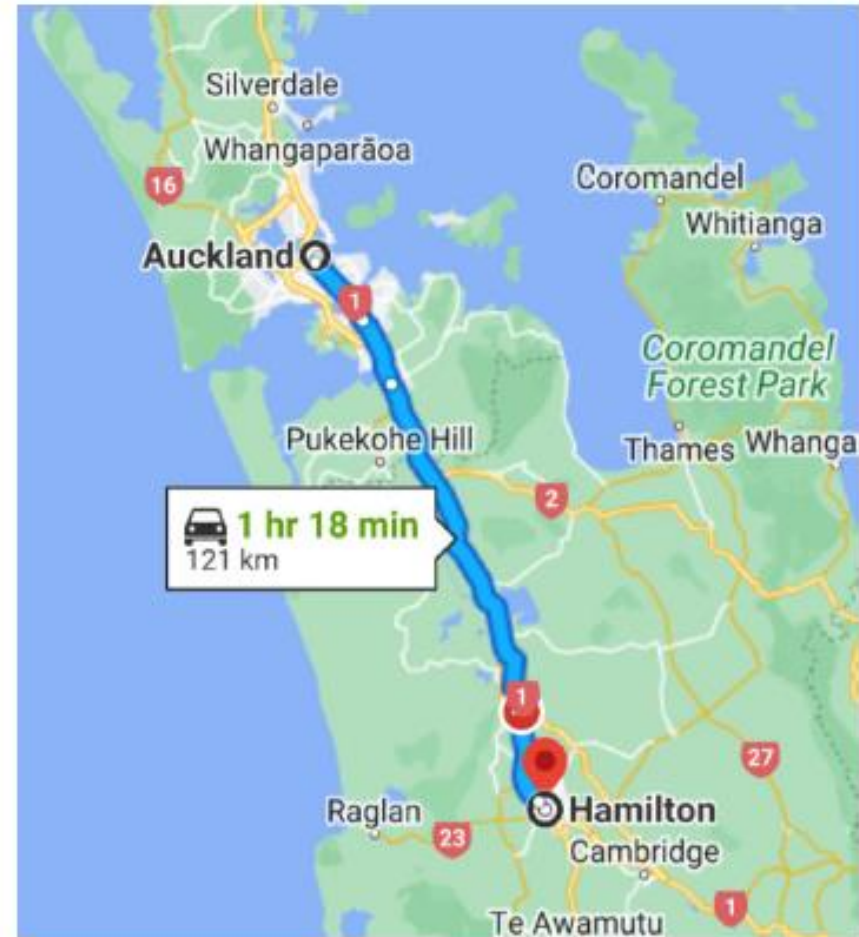
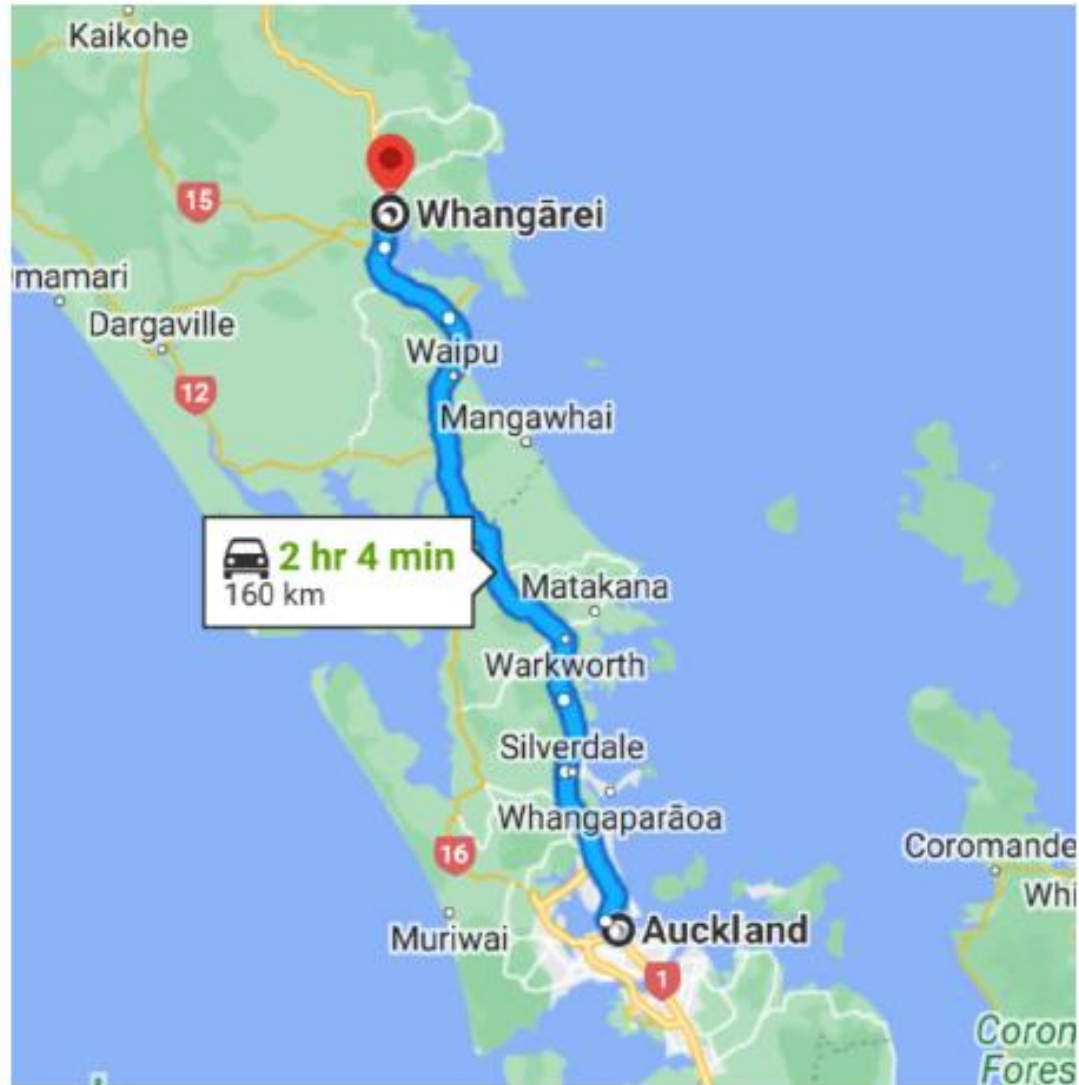


LOCAL CONTENT



**OPPORTUNITIES,
USING SKILLS LOCALLY,
LARGEST WHANGEREI SITE,
KEEPING IT LOCAL,
SUSTAINABLE EMPLOYMENT,
BUILDING CAPABILITY,
MOVING HOME!**

LOCAL CONTENT



IT'S CLOSE TO AUCKLAND.....?



GOOD THINGS HAPPEN



**OUTSIDE OF CONTRACT,
ENCOURAGEMENT,
PROGRESSIVE BEHAVIOURS,
PROVIDING ENVIRONMENT,
LEADERSHIP,
INSPIRATION,
NATURAL PROGRESSION?**



GOOD THINGS HAPPEN



**TEAMWORK,
COLLABORATION
INNOVATION,
HIGH PERFORMANCE,
'ATTITUDE NORTHLAND'**



GOOD THINGS HAPPEN



**WIDER BENEFITS,
CROSS PROJECT GAINS,
APPLY ELSEWHERE,
EMPLOYMENT BENEFITS,
TRAINEES,
INNOVATIVE THINKING,
PROGRESSIVE THINKING**



LESSONS LEARNT

“Providing tender responses to non-price requirements in a Subcontract tender process requires more of a time commitment from subcontractors to be able to submit an appropriate bid. This means that respondents have to invest more time, effort and money into tendering.

As a result, unsuccessful tenderers have required significantly more clarity and communication as to the reasons of why they were unsuccessful.

This has necessitated more training of our staff to ensure that there is good quality feedback to bidders so that are aware of how they could improve their performance in future tenders.”

**STEPHEN JONES,
DIRECTOR, CANAM**



LESSONS LEARNT



**IT'S NOT EASY,
BOLDNESS BY CLIENT,
ENGAGEMENT EARLY,
PROCUREMENT TAKES TIME,
TEAM EFFORT,
LEADERSHIP REQUIRED,
NON TRADITIONAL APPROACH,
MORE THAN 'PAID' GIVEN BY STAFF,
ADDITIONAL GAINS IDEALS DRIVEN,
SUCCESS DRIVES INNOVATION,
TENDERS COST MORE TO SUBTRADES,
NON PRICE FEEDBACK**

QUESTIONS?

