

Value Network

Creating value solutions for your business

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Value Network is a specialist consultancy providing innovative value adding business improvement solutions and strategies to clients.

Value Network has established a reputation for excellence in service delivery. This is built on the belief that '*success isn't about doing things right – it's about doing the right things well*' (David McNicholl)

Our Approach

We work with clients to optimise their business outcomes in an ever-challenging climate by providing a range of business development, infrastructure investment and acquisition management consulting services. We are committed to delivering realistic and measurable outcomes for clients.

A key Value Network strategy is to work seamlessly with clients thereby facilitating smooth working relationships and service delivery

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Services

The individual and collective capabilities of Value Network personnel enable us to provide a wide range of value adding services to clients covering:

'Provided a superior level of service for the works. Experienced, knowledgeable, great communication skills'
Barangaroo Delivery Authority 2014

Business Consulting Services

- Business improvement
- Supply chain solutions
- Asset management
- Organisational development
- Policy development
- Training & Facilitation
- Project planning services
- Contracting solutions

Team Formation and Development

- Individual and team development
- Project start-up/close-out and lessons workshops
- Team formation, building and alignment

Acquisition Management Consulting Services

- Procurement strategies and management
- Project reviews
- Tendering planning and management
- Project management systems, processes and controls
- Project assurance and governance
- Probity services and advice
- Issue and dispute management services
- Security of Payment

Infrastructure Investment Services

- Business cases & feasibility studies
- Value management
- Risk management
- Economic & Financial Appraisals
- Project / Procurement analysis



'Value Network's superior knowledge of procurement and delivery of major projects has been an invaluable resource for progressing the complex and highly sensitive Metropolitan Water Plan projects'

Sydney Catchment Authority 2010

Our Accreditation

Value Network is:

Prequalified for Value Management Facilitation by the Department Finance, Services & Innovation Transport for New South Wales Probity Advisor Services Panel. Accredited Panel Members: Alan Griffin, Ted Smithies, Rosemarie Risgalla

Prequalified under the Consultant Performance and Management Services Scheme with the NSW Department of Finance, Services and Innovation for:

<i>Work Type 341 – Performance Review</i>	<i>Work Type 344 – Organisational Capacity</i>
Agency Reviews	Corporate and Business Strategy
Targeted Reviews	Asset Management & Procurement
Management Reviews	Governance & Reporting
Policy	Agency Procurement Assessment (Goods & Services)
Strategy Reviews	
<i>Work Type 342 – Infrastructure & Major Projects</i>	<i>Work Type 345 – General Technical Expertise</i>
Strategy & Planning	Policy Development
Risk	Business Case Development
Major Project Procurement & Delivery	Contracts & Contracting
Contracting	Economic / Financial Analysis

What our Client's Think

[Northern Beaches Council – Major Capital Works Procurement Review 2017](#)

Value Network provided a timely response to the brief ... quickly understood the requirements ... recommendations for future best ... The final report was comprehensive ... Executive Management of Council were very satisfied

[Infrastructure, Finance and Capital Works ACT Government – GC21 Contract Masterclass 2017](#)

Superior information on contract management principles provided by Value Network ... the case law provided was very relevant to the point being discussed and the key messages clearly explained to the training group

[State Water – State Water Wise 2012](#)

Value Network provided a quality and professional service and was able to relate effectively with all levels of the organisation in the execution of the engagement. I have no hesitation in recommending their services

[State Water 2010](#)

Value Network provided a professional, focused and flexible service. All consultancy services provided by Value Network were considered to be of high quality and value for money

[Road and Traffic Authority \(now Roads & Maritime Services\) 2010](#)

The staff at Value Network undertook considerable research to develop the procedure. The procedure developed was considered to represent best practice

[Abigroup \(NSW\) \(now Lend lease\) 2008](#)

Ted and his team not only provided the information we were originally seeking, but also were able to suggest better strategies for Abigroup to adopt to obtain the advice we were after. I and my senior management colleagues have benefited greatly from his insight and overall knowledge of our business

[Roads and Traffic Authority \(now Roads & Maritime Services\) 2006](#)

Value Network has extensive experience in procurement, contract management and dispute management and has extensive knowledge of construction and goods and services contracts. They have provided a timely, value added, value for money service to the RTA. Their outputs are well regarded

Our People

Ted Smithies, Director / Principal

B.Eng. (Civil) UNSW, Accredited VM Facilitator & Fellow of Institute of Value Management Australia

Ted has significant public and private sector experience in both strategic and operational roles. This is complemented by experience in business strategy, resource allocation and management, policy development, public/private partnerships, project feasibility / initiation, business cases, risk management studies, value management, probity, procurement, project management, contracting and supply chain solutions, client / stakeholder surveys, adjudication and dispute resolution

Rosemarie Risgalla, Director / Principal

B.Ec. (Hons) University of Sydney, MCom. UNSW

Rosemarie has extensive public and private sector experience and a high level of achievement in asset planning and management strategy, business strategy, policy development, business cases, procurement reviews, procurement services, project reviews / assurance and workplace relations. This is complemented by experience in team building, client / stakeholder surveys, adjudication and value management facilitation

Alan Griffin, Director

B.Sc. (Civil Engineering) UNSW, Grad. Dip. Admin SIT, FIE (Aust)

Alan has experience in the public and private sector at senior and executive levels. His experience covers probity, project management, construction / contract management, dispute management/resolution, project assurance, supply chain solutions, commercial and environmental stewardship roles. Alan's experience is complimented by time spent managing a number of business improvement, organisational and performance reviews into both state and local government issues and international projects advising clients on tendering and project management

Alana Smithies, Senior Associate

Bachelor of Science – Psychology, Macquarie Uni

Alana brings a well-rounded skill set to both project and change management. Alana has a background in project planning, and over five years hands on experience as a Project and Change Manager for various NSW government departments in the ICT sector. Major achievements include the development of stakeholder surveys that re-engineered the Start-up Workshop process used on GC21 contracts, developing and executing the Change Management strategy for the Child Protection Helpline, and managing the procurement and tender process for the Housing Contact Centre Platform Replacement Project at FACS

Ron Hincks, Senior Associate

B. Commerce (Economics) UNSW

Ron is a Senior Associate in Value Network. Ron has more than 30 years' experience in economic and financial analysis and appraisals for infrastructure and related projects undertaken for a range of NSW and Australian Government agencies, Local Government and private developers

Voytek Kawecki, Senior Associate

Master of Engineering, Warsaw Polytechnic (Poland), Master of Engineering Science UNSW

Voytek is an expert in project-based planning and resource modeling, designing of project control systems and strategic planning analysis. Voytek has over 30 years of commercial experience in Australian and International projects including the M5 East, City Link Tollway, Adelaide Desalination Projects, Hong Kong Airport Infrastructure and a number of Australian and international mining projects. Voytek has provided senior project planning services to TfNSW for Wynyard Walk, Wynyard Station Upgrade, Museum Station Upgrade and Barangaroo Ferry Hub. He is currently providing planning services for the Northern Beaches B-Line project

Chris Taylor, Senior Associate

Bachelor of Economics and Graduate Diploma in Environmental Studies(Macquarie Uni)

Chris has more than 35 years commercial experience providing economic advice on infrastructure (rail, dam, construction, water and sewerage). He has also undertaken a range of financial and economic appraisals; designed and implemented costing systems for the private sector, NSW Government and local government clients. Chris is experienced in program reviews, which have included a review of CityRail's value to the NSW economy

Some of our Projects

The following examples are provided to demonstrate the breadth and diversity of our work and our success in assisting clients achieve their goals.

Barangaroo



Business Cases

- Barangaroo Reserve (Headland Park)
- Barangaroo Point Integration Works
- Central Barangaroo Stage 1
- Wynyard Walk
- Waranara Venue

Completed the business case and economic appraisal for each of the projects demonstrating the value of the project to government with minimum risk in the proposed delivery strategies

Successfully shepherded the business cases through the NSW Government Gateway review process

Majura Parkway



Risk Management

Undertook the following risk management studies, which included workshop planning, facilitation and reporting:

- Pre-Construction Phase Risk Management Study
- Delivery Phase Risk Management Study
- Traffic Management Workshop

GC21 Start-up Workshop

Worked with the project team to establish / agree cooperative contract values, which included development of a pre workshop survey, workshop facilitation and reporting

Project Team Alignment

Completed team alignment workshop to identify and resolve issues, which were impacting on the contract relationship

State Library of NSW



Specialist Procurement Services

Digitisation of Library Collections

Established a panel of approved service providers to assist in digitisation of the Library's DS Mitchell collection and the WW1 diaries

Café & Catering Services

Managed the outsourcing of the café and the catering services for functions carried out at the State Library of NSW

RMS M5 West Widening



Project Management Support

Assisted RMS with development of M5 West Widening BOOT / PPP scheme to obtain the best value for money for the NSW Government. The deliverables included:

- Assistance with the assessment of proponent's PFP offer
- Development of RMS project plans
- Assessment of PFP proponents initial project plans

Shoalhaven River



Public Consultation: Water Supply Transfers and Environmental Flows Discussion Paper

Developed / authored the discussion paper for the Sydney Catchment Authority's public consultation process

Tallowa Dam Fish Transfers Business Case

Prepared the Business Case approval of the fish ladder and environmental flow works at Tallowa Dam

Probity Services



Parramatta City Council

Probity advisory services for the EOI for the sale of 169 Macquarie Street, Parramatta. The sale was a key part of the Parramatta Square project, one of the largest urban renewal projects in Australia

Transport for NSW – Probity Advisor Services Panel

Provided probity advisory services for a range of transport related projects

Jenolan Caves Reserve Trust

Procurement & Probity Advisor for tender of operator for Jenolan Caves Commercial Businesses

Harbour Control Tower



Reuse Options Assessment

Completed the independent Options Assessment Report as part of the Barangaroo Delivery Authority (BDA) planning submission for approval to demolish the tower

Review of the NSW Heritage Council's submission to retain the Tower

Prepared the response to the Minister for Heritage's request for comment on the NSW Heritage Council's submission. The NSW Government subsequently decided to remove the Tower

Sydney Metro North West



Project Definition Phase – Expert Panel Review October 2011

Managed, facilitated and reported the review by a panel of international and Australian experts. The aim of the review was to give confidence that the metro transport product met the needs of the NSW Government

Value for Money (VfM) Framework – 2012

Developed the VfM project concept which defines VfM in the context of the project objectives and established framework to demonstrate VfM achievement



Best Practice Procurement – Tools and Processes

Reviewed TransGrid practices and identified best practice tools / processes and recommended strategy to enhance TransGrid's business and procurement outcomes

AbiGroup Contractors

2011 Lend Lease acquired Abigroup



Strategic / Business Planning

- NSW Civil Division 3-year Business Plan 2006
- QLD Civil Division 3-year Business Plan 2006
- Abigroup Northern Division (QLD) 3-year Mid Term Review Business Plan Review 2008
- National Water Group Start-up Business Plan 2008
- Abigroup North Queensland 3-year Business Plan 2009

Client & Stakeholder Survey

- NSW Civil Division Client & Stakeholder Survey 2007
- NSW Engineering Client & Stakeholder Survey 2010

Business Improvement

- Developed / facilitated Northern Civil Project Managers Conference
- Developed Knowledge Management Principles to capture project learnings
- Developed 'Safety in Design' Process Guideline
- Facilitated Karuah to Bulahdelah Contract Start-up Workshop

Alliance Contracts



RMS Alliance Contract Governance Audit

Audited nine major RMS alliance contracts to ensure that good governance practices were in place. The audit considered:

- Achievement of the objectives of the Alliance projects
- Mechanisms for protecting the interests of RMS and the NSW Government
- Clarity in definition and understanding of roles / responsibilities of the RMS Alliance Leadership Team and RMS staff
- Processes and safeguards to ensure senior RMS management are appropriately informed and involved



Jenolan Caves Reserve Trust 2008

Developed 5-year Total Asset Management Strategy (TAM) providing the first integrated approach to management of the Trusts asset portfolio

Centennial Park & Moore Park Trust 2009

Develop 10-year capital investment plan (\$110M) and TAM Strategy to ensure the parklands asset base meets service delivery need

Sydney Harbour Foreshore Authority (SHFA) 2015

Developed TAM strategy to provide a detailed strategic decision-making framework for the Authority's \$996M asset portfolio

Place Management NSW 2016

Developed TAM Plan for Place Management NSW (formerly SHFA)

Value Management



Completed forty (50) Value Management on a diverse range of projects ranging from land development, environmental, major infrastructure (urban renewal, water, road and rail transport, social, IT system) projects

Clients include Barangaroo Delivery Agency, ACT Procurement & Capital Works, ACT Health, Roads ACT, Water NSW (formerly Sydney Catchment Authority and State Water), SMEC, Calibre Consulting and Housing NSW

Wynyard Transport Projects



Provided project planning services to Transport for NSW for Wynyard Walk, Wynyard Station Upgrade, Museum Station Upgrade and Barangaroo Ferry Hub (May 2015 to March 2017):

- Establish project schedules for TfNSW (client schedules)
- Analysis and performance review of contractor's schedules
- Schedule risk analysis
- Monthly and periodic performance reports
- Interdependencies control and communication



NorthConnex Performance Review (2017)

Expert review of the process used to determine the NorthConnex funding model adequately considered value for money for taxpayers and road users

CBD & South East Light Rail Performance Review (2016)

Independent expert review on the formation, approval and contract award of the CBD & South East Light Rail CSELR). The review assisted the Audit Office of NSW performance audit assessing whether Transport for NSW (TfNSW) applied appropriate processes to provide assurance that the CSELR project represents the best value for money

Tibby Cotter Bridge Performance Review (2015)

Advised the Audit Office on the adequacy of the project formation and delivery. Issues considered included adequacy of the business case, project timetable / program, design performance, budget performance, contract framework and commercial performance

WestConnex Performance Review (2014)

Advised the Audit Office on the adequacy of the project business case, the Gateway review and take up of assurance recommendations. Issues reported include risk and risk management, budget, transport outcomes / benefits, value for money, economic appraisal, sustainability, stakeholder management, change management and delivery strategy



OneSKY Review (2018-2019)

Expert review of the contract arrangements for the OneSKY project.

The objective of the review was to assist the Audit Office in the Performance Audit by analysing the complex procurement process and contract arrangements

Security of Payment



Adjudication

Ted Smithies and Rosemarie Risgalla are Senior Adjudicators under security of payment legislation in Queensland, New South Wales, Victoria, South Australia, ACT and Tasmania. Collectively, they have completed 730 Adjudication Determinations with a total disputed value of \$160 million

Local Government



Northern Beaches Council

- Manly Oval Carpark and Whistler Street Carpark Redevelopment Project Review (2016)

Assessed the business case, procurement strategy, tender evaluation, contract formation and aspects of the project approval

- Major Capital Works Procurement Review (2017)

Reviewed capital works procurement practices across the organisation, identification of the gap between current NBC Council procurement policy and processes and best practice in capital works, including budget allocation process, contract forms and roles and responsibilities

- Mona Vale Performance Space Feasibility Study (2018)

Identification of the overall viability of the project including a detailed financial appraisal and extensive stakeholder and community consultation

Blacktown Council

- St Bartholomew's Cemetery Expansion Business Case (2018)

Provided a detailed demand and financial analysis of service need and assessed an expanded range of options that encompassed three (3) fill strategies (low, medium and high). The business case also identified optimum staging options

Inner West Council

- GreenWay Delivery Project Assurance Advisor (2019)

Independent assurance review and advice on the GreenWay delivery arrangement. The 4-stage advice comprises:

- Governance & Process Review Report
- Project Risk Assessment and Risk Register
- Project Assurance Plan
- Ongoing assurance oversight