

22 yrs in Infrastructure - has it been collaborative?

Jarrod Bates









# Why spend time on collaboration?

Budgets reduced – pressure on networks.

Cost increases - seen record fluctuations.

People - Churn or turnover is large.

Why Listen to me ...? What would I know....?





## I have worked on a few different contracts

**Traditional** maintenance SOMAC

JV Alliances

**PSMC** 

Network Outcomes **NEC** 

Cost reimbursable

Alliances

**Brooks Law** 

TNZ Hybrid

3917

(NOC)

**PBC** 

# With a few different clients







3910

















































# Cover .. 4 insights of Great collaboration

- 1. The model doesn't matter...but it can help.
- Understanding motivations... it takes two, or three, or more.
- 3. Collaboration takes commitment ... from suits to boots
- 4. Collaboration isn't just agreement... Challenge is key.



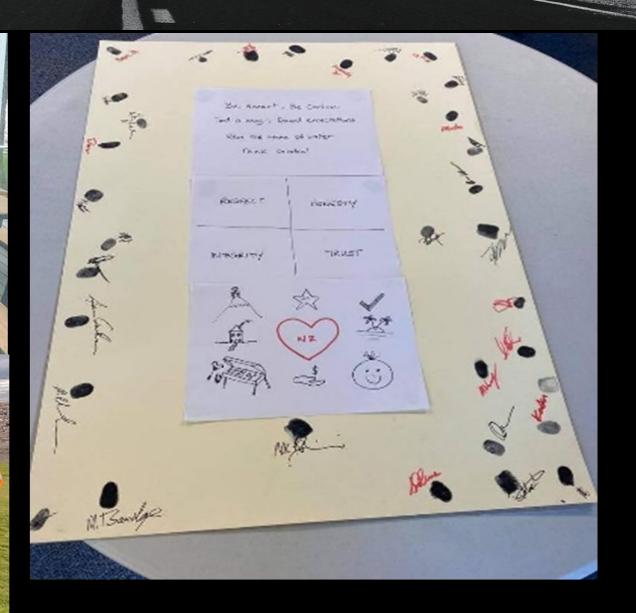
1. The model doesn't matter...but it does help.

Tender Schedule...Well defined – clear.

Change ... 3 / 5 /10+ years.

Build price together – Brooke's law / Alliance type







3. Collaboration takes Commitment.

Everyone on board...from Suits to Boots

Remove the outliers - brave conversations



Journey - Roadmap.



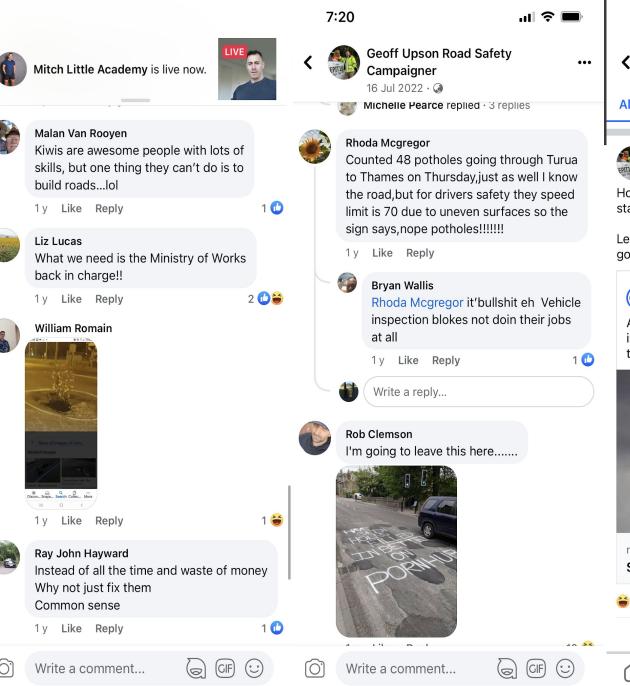
# 4. Collaboration isn't just agreement... Challenge is key.

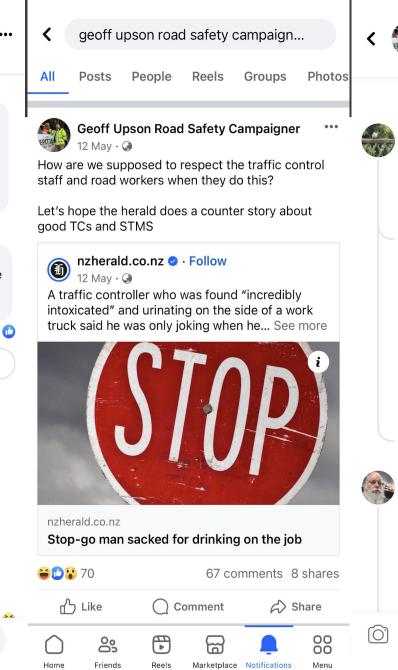
Unicorns and rainbows....nope

Healthy challenge - encouraged.

Co-location – critical.







7:17





### Geoff Upson Road Safety Campaigner



National party, bye, Im outa here...

33 w Like Reply



#### Rob Dodds

How about we start calling out the contractors that are doing the half arsed work.....

33 w Like Reply





### **Craig Taylor**

Rob Dodds downers in the Naki

33 w Like Reply



### **Rob Dodds**

Craig Taylor \$150 million after tax profit

33 w Like Reply



Write a reply...



Write a reply...

### Pete Bronlund

Excellent advice Mr Upson! I have already seeing SM comments; "...it's 2023 the year we get rid of the Ardern Govt". We sure need our country fixed in the Infrastructure dept so the Economy doesn't keep getting further wrecked by for instance terrible roads!













Marketplace Notifications

Friends

7:17

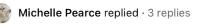


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12 🖒





7:20

**Geoff Upson Road Safety** Campaigner

16 Jul 2022 · 🕥

THE JACINDA GOVT, AT ITS BEST, TOYTALLY INEPT, UNFIT FOR PURPOSE!.

1 y Like Reply

John Badham replied · 5 replies



#### **Bill Corinne**

Why do contractors do such substandard work?

Wasting ratepayer and taxpayer money! Can we sue the contractors?

1y Like Reply



#### Top fan

#### **Grant Saunders**

Bill Corinne so they can do it again, and again ... that way they get paid again, and again, and again .......

1 y Like Reply



Write a reply...



### Neil Blackstock

Hey Geoff, perhaps roads should have wof?

Like Reply







Has it been collaborative?

Yes - Contracts are getting better

Future - sustaining collaboration





Thank you.... Questions?

# Menti - Open menti.com

Access code: 7193 6423 or use the QR code

**Jarrod Bates** 





