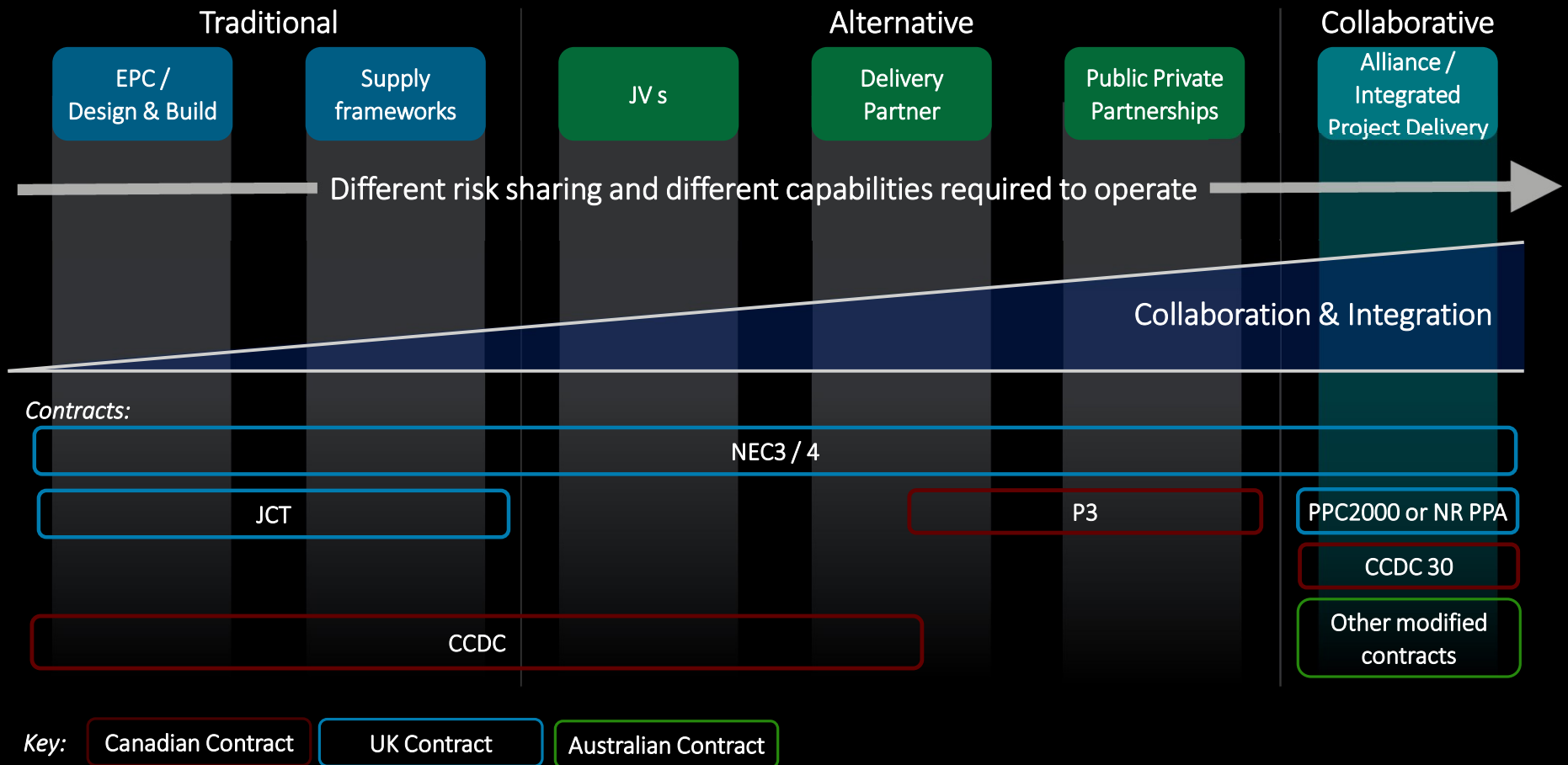


Collaborative Contracting – Alliancing and Integrated Project Delivery

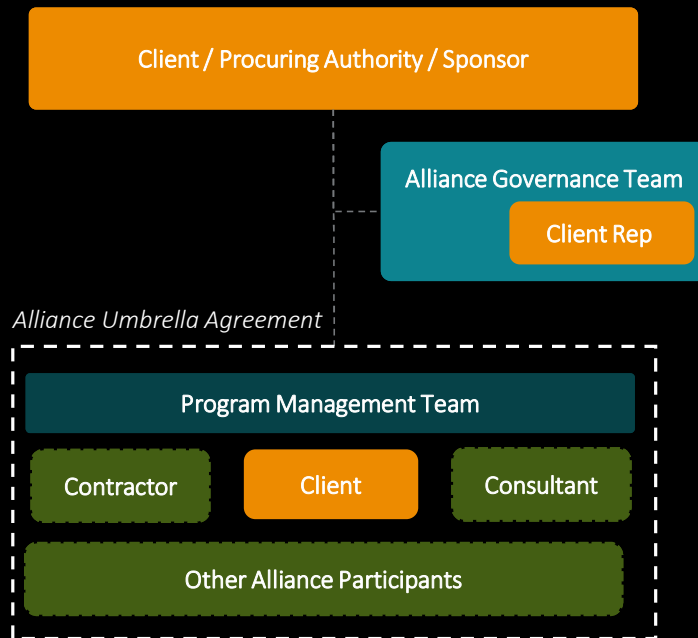
There are a range of delivery models that can be used to deliver infrastructure projects.



Characteristics of an Alliance

Collaborative contracting - Alliance model structures can vary depending on scope, client role, and other key program features. We have outlined some of the key commercial features for Alliances below.

Potential Alliance structure



Key Commercial Features

Single multi-party contract between the partners (including the client)

Overarching alliance contract between all parties covering governance and risk/reward mechanisms

Individual **bilateral service contracts** between customer and each supplier for localised terms

Common incentive pool aligning parties' interest and program outcomes by sharing risks, pain/gain

Collective performance against target/scope and outcomes on an **open book** basis

Key Lifecycle Considerations

There are some key considerations when assessing suitability of Alliancing to deliver a project or a program and the shape of the specific operating model.

