

Concurrent Session L
Wednesday 2 September
1.55pm – 2.45pm

Session 1

Contractor Panels for FM - The Solution to Maximising the Efficiency of Compliant Engagement - Reducing Costs and Optimising Outcomes

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Scott Alden is a partner at DLA Piper specialising in Finance and Projects. Scott has extensive experience in providing advice to the tertiary sector over the years including in relation to Facilities Management, the establishment of Contractor Panels, Construction Projects and Procurement.

Mick Serena is a Director at DCWC SAFM and after a long and successful career in the tertiary education facilities sector has now moved into a consultancy role allowing him to bring his experience to many different organisations.

Russell Vicary is the Construction Manager at the University of Melbourne. Russell was a key part of the successful delivery and implementation of the Contractor Panels project at the University of Melbourne working with both Mick Serena and Scott Alden.

Universities in Australia are complex and dynamic institutions, with diverse stakeholders, multiple users and a progressively changing infrastructure landscape. Over the last few years, Australian Universities have been rapidly growing, and this has led to strong investment in infrastructure assets and the facilities base.

With this change, issues have started to emerge, such as timetabling and site access and the effective management of both aging and new infrastructure, which requires a large number of different skilled contractors.

Further, Universities are required to procure in a regulated environment with value for money and market testing at its heart. These procurement processes can sometimes be long and inefficient and be process rather than outcomes focussed. This can lead to:

- High cost of procurement
- Lengthy time in the procurement process
- Market frustration with unclear, lengthy and costly processes
- Internal (and stakeholder) frustration with the process.

These issues can all be overcome by the establishment of Contractor panels.

Contractor Panels provide for innovative processes to maximise efficiency whilst achieving the regulated and probity requirements of the individual procurement. They allow for flexible, efficient and nimble procurement in a market tested environment which ensures value for money (of both outcome and process).

Panels lend themselves to high volume, low to medium cost, recurrent procurement, which makes them perfect for their use in the Facilities Management environment at universities.

The University of Melbourne has implemented contractor panels for use in relation to its facilities management and broader facilities and services requirements. This has proven to be such a success that the University is currently refreshing those panels.

In addition panels are starting to be used successfully by other universities.

This presentation will provide an insight as to Contractor Panels best practice, in the context of the successful University of Melbourne story and will be brought to you by both the consultants and internal stakeholders that made it such a success.