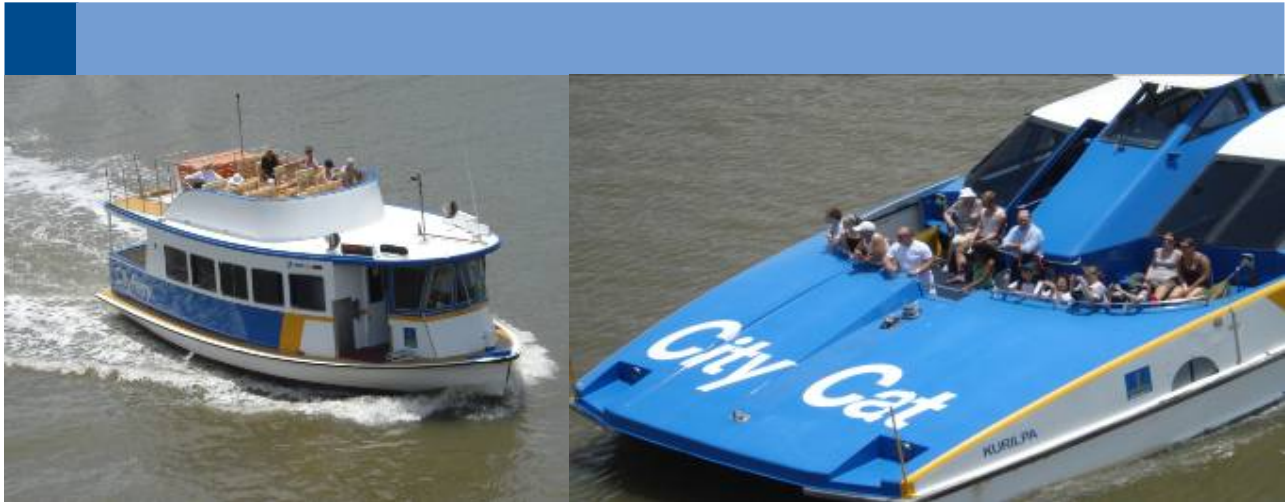


Case Study



Project

Ferry Maintenance Facility
Procurement Strategy

Location

Brisbane, AUSTRALIA

Sector

Local Government / Transport

Client

Brisbane City Council, City
Assets

Services Provided

Asset & Facilities Management

Ferry Maintenance Facility Procurement Strategy

Brisbane City Council's CityCat Ferries are an important element of Brisbane's transport network and have become a popular tourist attraction.

The operation of the ferry service is outsourced and the current operator is responsible for providing a facility for maintaining the ferry fleet. Due to the sale of the current facility, City Assets and Transport and Traffic Branch raised a concern that the market would not be able to provide a suitable alternative facility.

Altus Page Kirkland (APK) was engaged to consider the alternative options and assist in developing a Ferry Maintenance Facility Procurement Strategy that offered BCC value for money and maximised the number of offers at the tender box.

Key Challenges: An analysis of the current situation identified several major issues such as the increasing lack of suitable sites for a ferry maintenance facility along the Brisbane River, a concern that the existing arrangement may severely limit the number of tenderers prepared to bid and the need to secure a suitable facility in the long-term.

Outcomes: Having considered the available Council owned site along the river and costed a public sector comparator, including an assessment of whole of life cost, senior management directed the City Assets to seek offers from the private sector.

To meet the required outcome of long term security, a procurement strategy was developed that advocated Council seeking a 30 year lease over the maintenance facility and then letting separated shorter term contracts for the maintenance and operational aspects.

APK developed a marketing sounding document to gauge the level of interest and based upon the positive responses, a request for tender document was drafted and advertised to the market.