

Initial Learnings from an Alliance Model

Chris Chapman – Tararua Alliance



Agenda

- Introduction
 - Tararua District
 - Tararua Alliance
 - Alliance Model
- Benefits
- Risks
- Key to Success

What Won't Be Covered (this time)

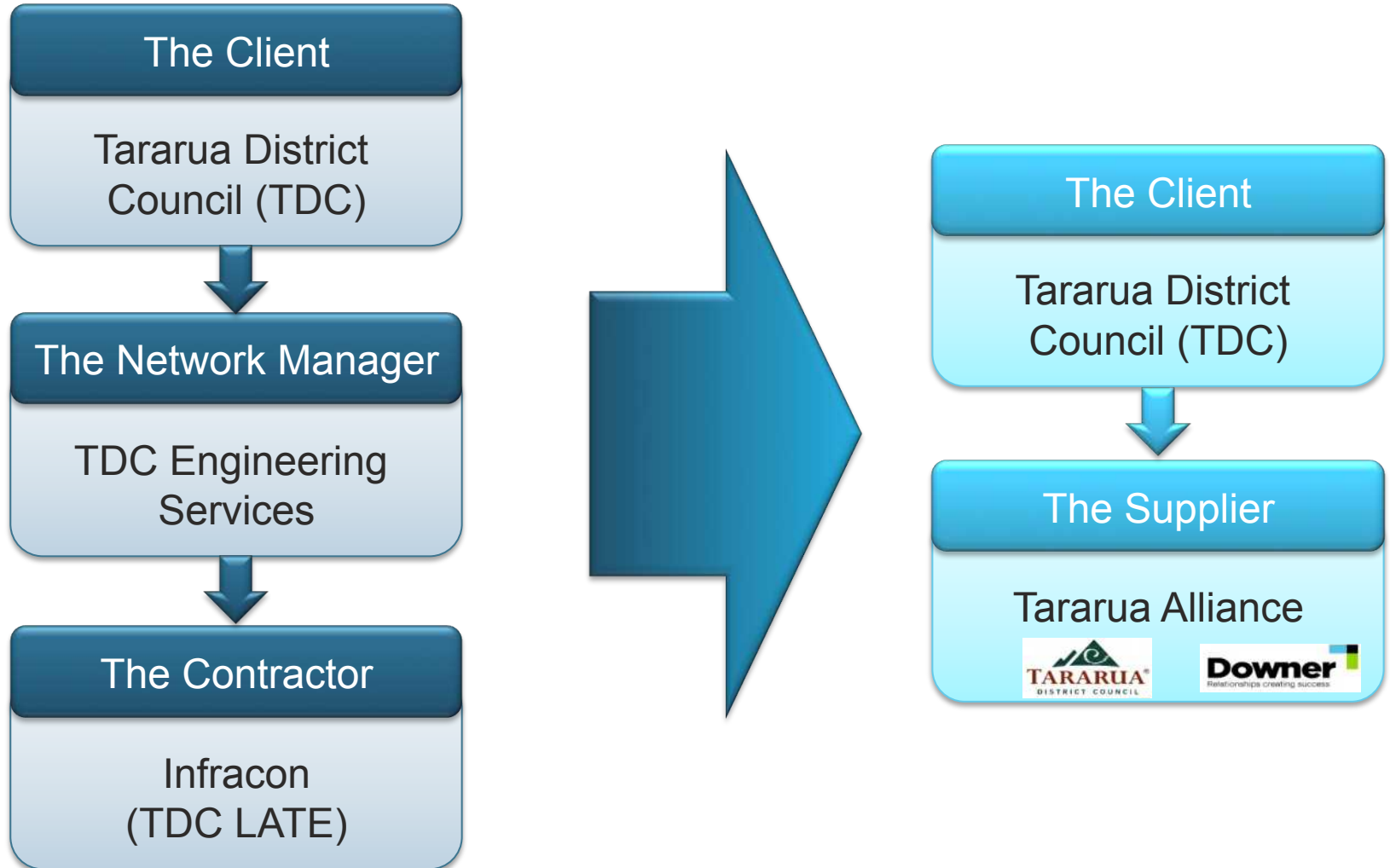
- Financial Mechanism
- Performance Framework

Tararua District

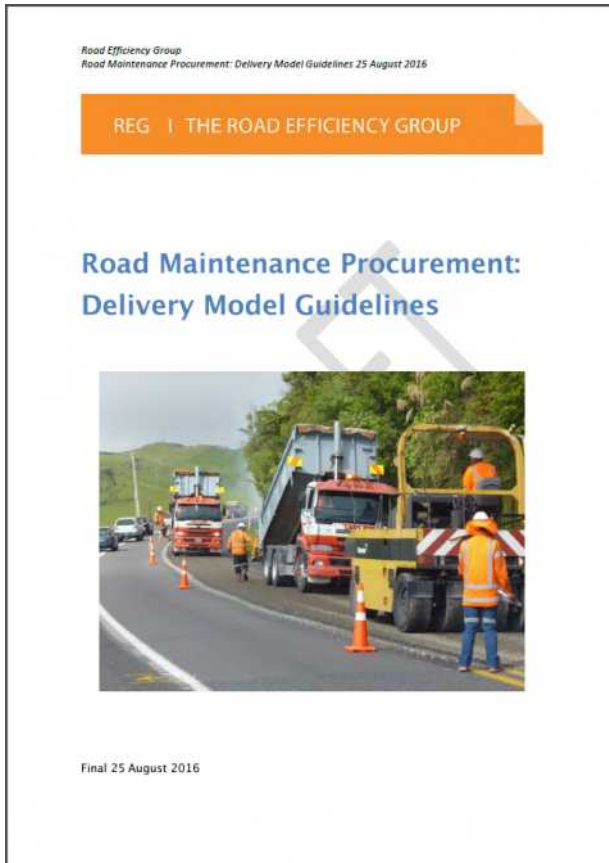
- Population of 17,000 people
- Road network length of 1,958km
 - 1,176km sealed
 - 782km unsealed
 - 398 bridges
- 4 'urban' centres – Dannevirke, Woodville, Pahiatua, Eketahuna
- Rural based economy - sheep and beef, dairy, forestry



Tararua Alliance



Alliance Model



“The following delivery models generally suit the following circumstances:

- *The **Alliance**/Collaborative Agreement model for **flexibility** and **risk sharing** in a structure, incentivized and formalized **one team** approach, with the contractor to focus on **best for network outcomes** and to understand cost structures to **optimize investment**.*

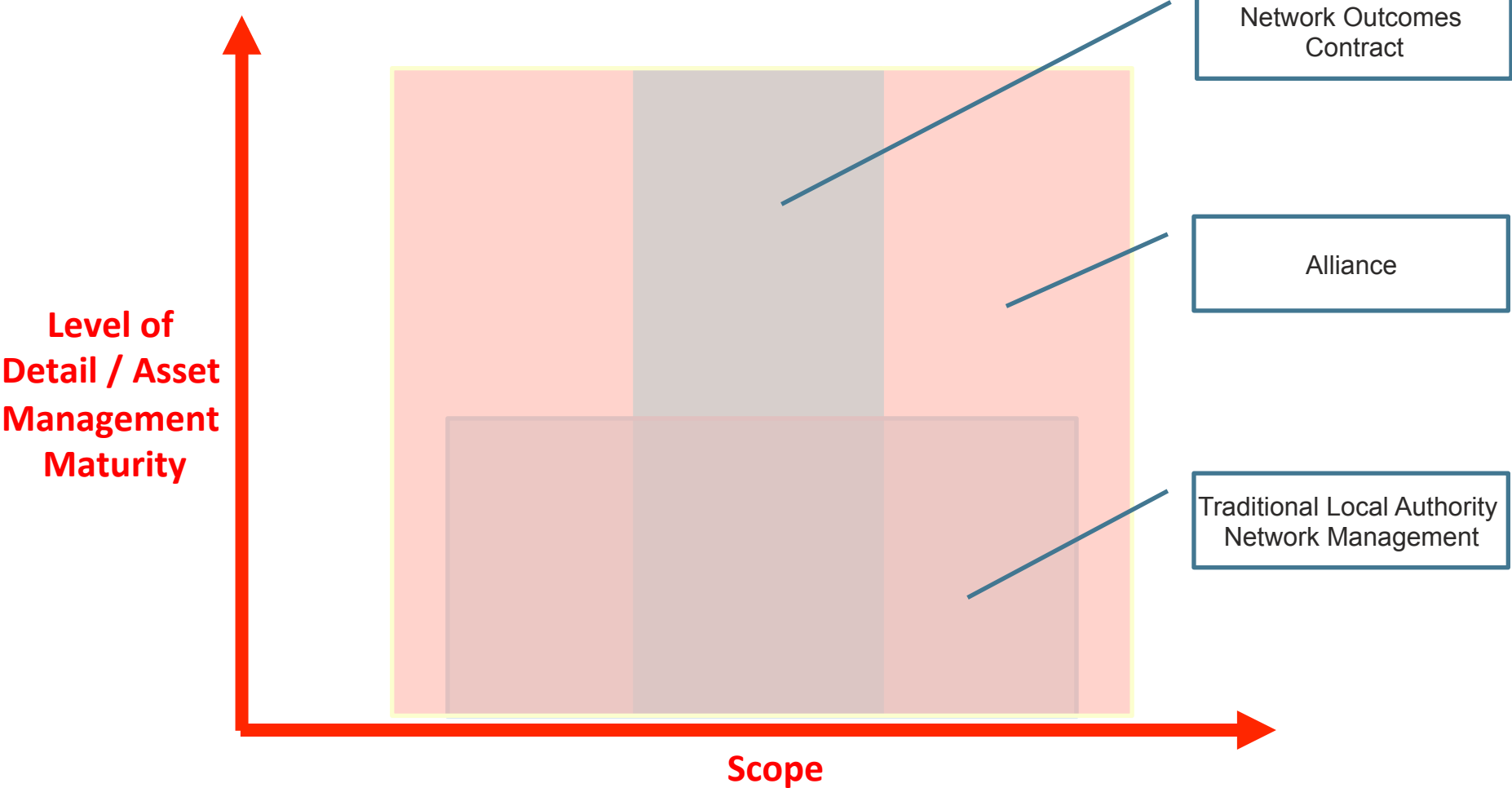


“The following delivery models may not suit the following delivery models:

- ***Alliance**/Collaborative Agreement models when either the client or contractor’s staff do not have the right collaborative non “master/servant” culture, the client does not want to risk share or there is a lack of organisation maturity.*



Alliance Model



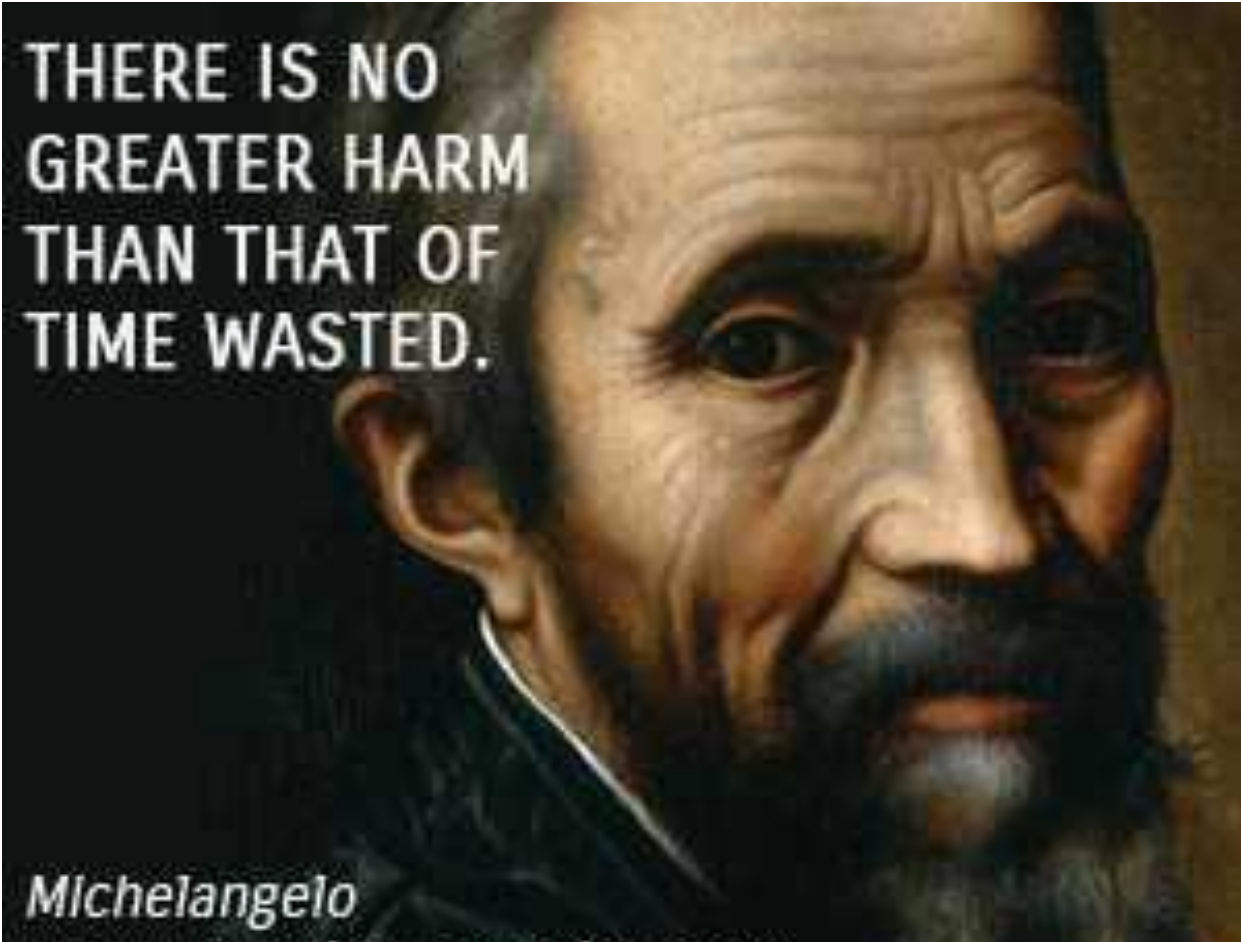
The Benefits



The Benefits



The Benefits



THERE IS NO
GREATER HARM
THAN THAT OF
TIME WASTED.

Michelangelo

The Benefits

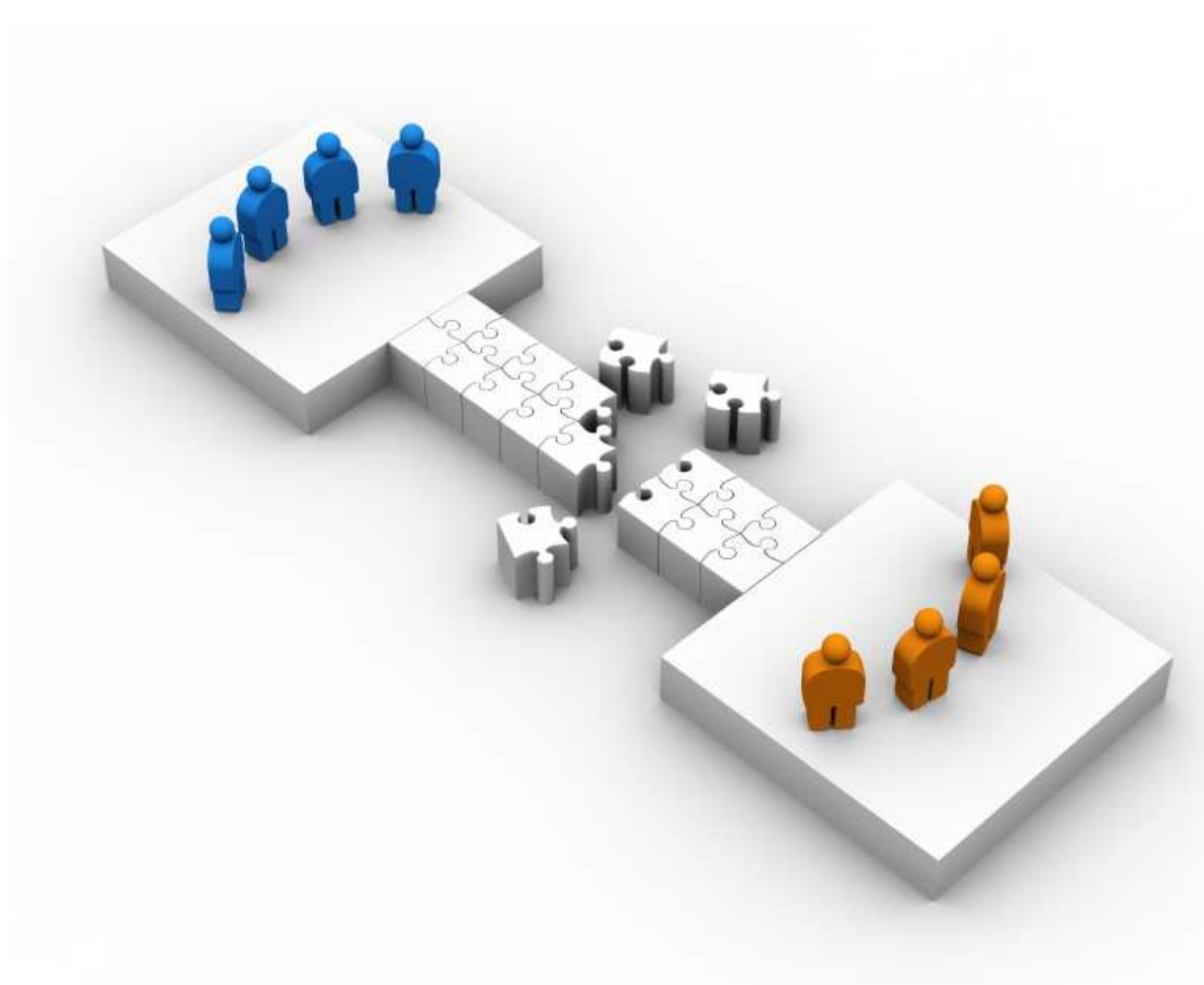


The Risks



Risks?

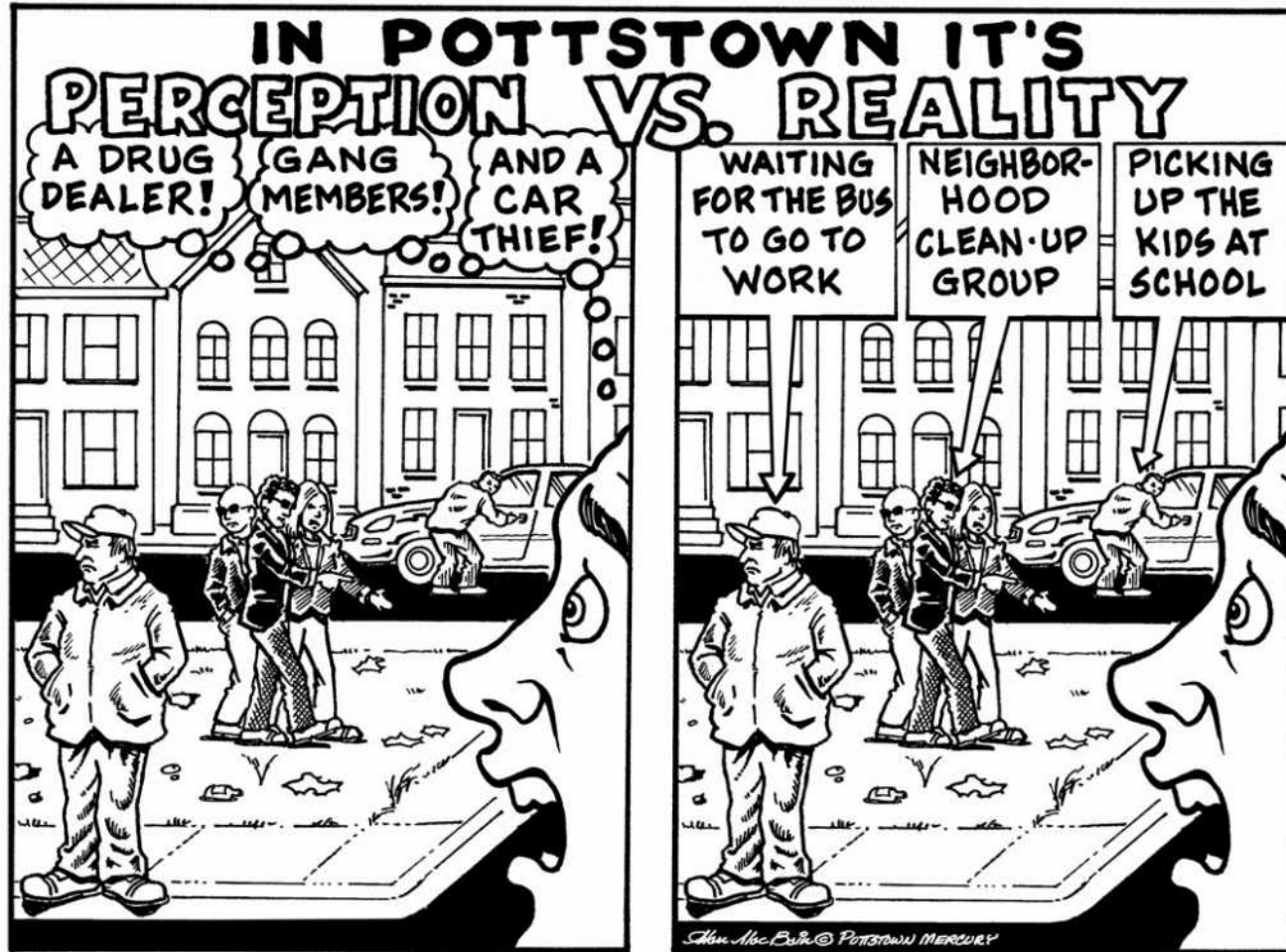
The Risks



The Risks



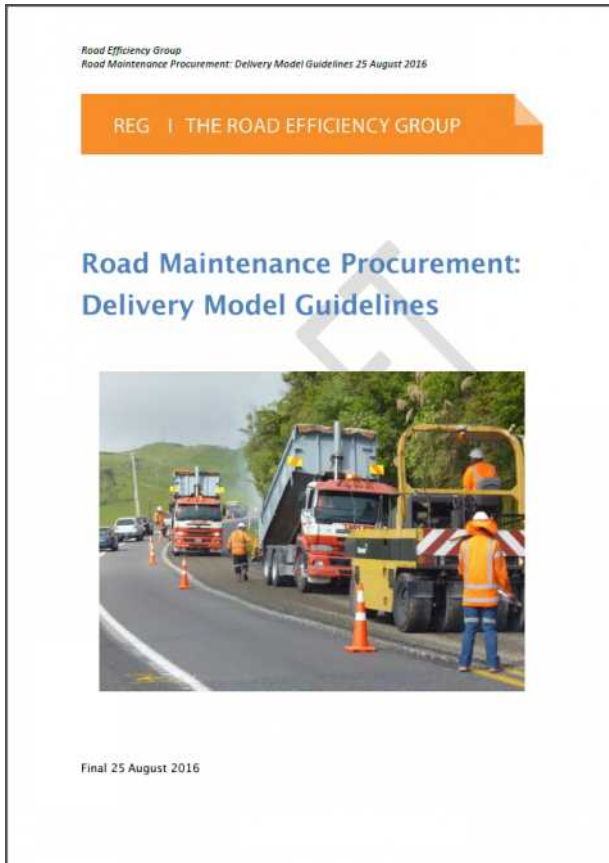
The Risks



The Key to Success

He aha te mea nui?
He tangata. He tangata. He tangata.





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Questions?