

TIME TO SHARE THE LOVE FOR MEGA-INFRASTRUCTURE PROJECTS

A win or die trying culture is increasingly prevalent in firms bidding for mega-projects says a new report from industry association Consult Australia. The report, *Breaking up is hard to do* highlights that firms are either winning bids and staying commercial, or failing and risking their ongoing viability.

Consult Australia Chief Executive Megan Motto stated: 'Mega-infrastructure projects like Westconnex, Toowoomba Second Range Crossing and Melbourne's Regional Rail Link are determining the economic fortunes of the businesses they support. Fresh thinking is needed by governments about how to spread the benefits of these projects across industry.

'Where there is not an even spread of projects available to industry, firms that are not successful on these mega projects risk being permanently locked out of work in the longer term.'

The report observes that a competitive market, and the long-term viability of firms is at risk. When larger projects come to the market again in the future, unsuccessful firms will not have the ability to demonstrate currency, knowledge and relationships.

Ms Motto stated: 'A competitive market for professional services supporting infrastructure delivery is in governments' interest, and critical to deliver value-for-money for the tax-payer.

'All levels of government have to varying degrees indicated an appetite for increasing infrastructure investment. They have promoted the need for consultants and contractors to build their workforces, but with fewer smaller projects coming to market, associated industries are being forced lay off staff'

The report explores the case for governments to carefully consider opportunities to break-up major projects, or package works with a view to distributing work more evenly. Governments should not assume that economies of scale will always be realised through project aggregation.

Ms Motto observed, 'Not all the best ideas reside with a single consultant, and a mega project can benefit significantly from the involvement and contributions of multiple parties.'

Breaking up is hard to do recommends governments engage with industry early in project design to consider those critical factors that inform how works may be packaged for major projects.

'Consult Australia invites all governments to consider the factors outlined in this report, start an early conversation with business, and share the benefits of these projects to ensure Australia retains the skills and talent we have become renowned for internationally.'

Download the report: [Breaking up is hard to do: Factors to consider in packaging works for major projects](#)

Ends

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For further information or to arrange an interview, please contact Consult Australia's CEO, Megan Motto on 0411 104 458 or via email at megan@consultaustalia.com.au.

About Consult Australia

Consult Australia is the industry association that represents the business interests of consulting firms operating in the built and natural environment.

Our member firms include: AECOM, SMEC, GHD, Jacobs, Calibre Consulting, Golder Associates, Kellogg Brown & Root, Opus International Consultants, Aurecon, Arcadis, Rider Levett Bucknall, WSP | Parsons Brinckerhoff and WorleyParsons.

We represent an industry comprising some 48,000 firms across Australia, ranging from sole practitioners through to some of Australia's top 500 firms. Collectively, our industry is estimated to employ over 240,000 people, and generate combined revenue exceeding \$40 billion a year.

