



NEWSLETTER JUNE 2014

In the June edition of the NT Division E-Newsletter:

- **Division News – Policy Update**
- **FutureNet Darwin**
- **Membership News**
- **Industry News**

NATIONAL STRATEGIC PARTNER



NT DIVISION NEWS

Division News

NT Policy Update

NT Government Procurement review:

The Division continues dialogue with various Government departments to advocate for procurement expertise, best practice, fairer contracts (incorporating fair allocation of risk) along with guidelines and training for agency procurement officers. Our latest advocacy includes:

Department of Infrastructure/Consult Australia Working Group met last on 14 April with issues on the table including

- **SKILLS** - supporting undergraduate engineering programs aimed at training young engineers and gearing them up for business. The working group will continue to collaborate to drive this initiative
- **LIMITED LIABILITY** - Consult Australia advocated that limiting the liability to match the job should be the rule not the exception and would like to see this driven within DoI
- **TENDER PANELS** - Consult Australia understood DOI are reviewing panels as areas of DOI are not satisfied that current systems are working. Division representatives in attendance indicated removing panels without an appropriate substitute would increase costs not only to the industry but also the departments in tender preparation and reviewing costs
- **PERFORMANCE REPORTING** - Consult Australia requested a regular summary of all works going out including panels and Tier 1 works. DoI will address this issue via appropriate DoI personnel in attendance at the next meeting to further discuss performance reporting.

The next scheduled meeting for the working group is set for 15 July 2014.

NT Department of Business: The department has now released the first stage of procurement reforms which focused on reducing red tape and improving procurement practices and capability. As a part of this first stage, three clauses of the standard procurement contracts were reviewed - the indemnity, dispute resolution and intellectual property. In the second stage of this reform the standard contracts as a whole will be reviewed and Consult Australia will be advocating for the take up of the Australian Standard for General Conditions of Contracts for Consultants (AS4122 – 2010) which was developed with input from the architect, consultant, contractor, and government representative bodies which has allowed it to be a truly balanced document accounting for the needs of all contracting parties. Consult Australia along with Association of Consulting Architects Australia, Australasian Procurement and Construction Council, Australian Constructors Association, Australian Institute of Architects, and Master Builders Australia Ltd drafted AS4122 to meet the needs of the building and construction industry and

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governments through fair and proportionate allocation of risk in line with current industry best practice.

AS4122 will:

- Reduce the time and resources spent negotiating contractual terms and conditions of engagement;
- Reduce the need for external legal advice;
- Streamline the process for the engagement of consultants;
- Improve clarity and certainty of contractual terms and conditions between consultants and clients; and
- Reduce disputed between clients and consultants based on contractual terms.

FutureNet Darwin – Recent Event

Wednesday 4 June 2014

Ducks Nuts, Mitchell Street

Business Relationships 101

Martin Klopper of Elton Consulting presented on why all the key skills to building strong client relationships are learnable and how you can move beyond simply 'schmoozing' to build real relationships based on openness and trust. In fact, building strong relationships often means telling clients what they DON'T want to hear!

Key take aways from the session included:

- Understanding of why relationships matter in the workplace
- Daily and weekly habits to set you up for success
- An awareness of group development and dynamics
- Provision of a roadmap to successful group relationships

The FutureNet Darwin committee are now working on their next event, to be held in August. To ensure you or your Young Professionals receive notification of all FutureNet events visit the [FutureNet homepage](#) and join online or email jan@consultaaustralia.com.au with your contact details.

Membership & New Members

We welcome new members:

- Michels Warren Munday

Consult Australia's services include:

- An annual industry lead Salary Survey delivered in partnership with AON Hewitt;
- Practice Performance Survey— a 40 metric peer benchmarking tool delivered in partnership with Deloitte Private;
- The industry's first collaboratively developed Safety in Design Tool Kit;
- Company insurance offer;
- Standardised contracts;
- Professional development courses;
- FutureNet - business networking for young professionals and.
- senior client networking opportunities via Darwin based events

Are you a member yet? Contact Jan Irvine, State Manager SA/NT for further information on membership services and benefits at

E: jan@consultaaustralia.com.au





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Consult Australia Member Benefit spotlight – PI PATHWAY

Consult Australia is committed to supporting its members in all aspects of their business. We recognise the significant impact that the insurance market has on Consult Australia member firms in terms of availability, affordability and quality of Professional Indemnity Insurance - our members consistently tell us that PI Insurance is one of the most critical business issues they face. Through the PI Pathway we provide our members with a referral service that gives them access to broking services and a range of associated support from a panel of three brokers that were carefully selected by us following a comprehensive tender process. Find out more [HERE](#).

Please Note: This service is only available to members of Consult Australia – you will need a Consult Australia username and password to access certain parts of this website. If you do not have a username and password, or have forgotten your username, please contact the Consult Australia National Office on 02 9922 4711.

Industry News

easyconsult – Re-Launched!

For those unfamiliar with our Gold Sponsor - easyconsult is a 12 month program, designed specifically for individual consultants and consultants of all levels within consulting organisation/professional services firms. The team from easyconsult are excited to announce that the program has undergone some big changes and has re-launched, new and improved.

After valuable feedback from existing members and fellow consultants, easyconsult has moved from a month by month payment and access program, to an upfront payment with **12 months access** to all the content anywhere, anytime at a great price of **\$1,875** (GST excl) per year. easyconsult now also offer **organisational membership** to consulting and professional firms in addition to individual membership. Each module of the program now has an **introductory video**, and every single one of the hundreds of tools and templates included in the program will have accompanying **'how to' videos** to explain exactly how to use and implement each template!

There are many other improvements to the easyconsult coaching program including the **addition of extensive policies, procedures and standard documents** for members use, as well as conference events, workshop opportunities, coaching and facilitation options, and more; the best way to find out more is to see the team's updated website here: www.easyconsult.com.au or feel free to email them at enquiries@easyconsult.com.au with any questions.

If you are a decision-maker within your organisation and would like to experience how easyconsult could help you and your organisation, [click here](#) to submit your interest in a free trial (no credit card required).

Partnering the NT Division ensures we can continue with our **successful events program**, and Consult Australia and your company would work closely to **create mutual opportunities for networking, information sharing**, access to contacts and **the promotion of joint business activities and events** (as appropriate).

If you would like to discuss opportunities to work with the NT Division please contact jan@consultaaustralia.com.au or PH (08) 8216 1177

NT Division Gold Sponsor 2013/14

easyconsult
building great consultants