

SIMPLIFIED PROCESSES, SMART CONTRACTS AND SUPERIOR OUTCOMES

## NEW ALBION STATION

The New Albion Station (NAS) will be pivotal for the success of South-East Queensland's rail network transformation to three sector operations as the station will function as the key rail interchange for the northern suburbs of Brisbane. The new station will include widened platforms and relocated rail infrastructure to cater for large peak demands and to facilitate quick and efficient movement of large numbers of interchanging passengers.



### The Challenge

The challenge was to enhance interest from the construction market for the project against with competing infrastructure projects.

Limited market appetite for a traditional D&C Contract combined with long, complex and costly procurement processes meant a new approach was required.

This new inner-city Queensland Rail station is predicted to be Queensland's second busiest interchange when fully operational. The upgraded station is a complex transport infrastructure project catering for interchange and commuter passengers in a very constrained brownfield site. The project has multiple interfaces with the operators of the existing rail network, local authority, utility authorities, and multiple concurrent adjacent residential and commercial developments.

### Key Achievements



Cost effective procurement to increase market participation.

**Challenge:**

Lack of market appetite for long, complex and costly procurement processes.

**Solution:**

Delta developed a multi-staged procurement process that had focused submission requirements that were formulated to match each respective phase.

Submission requirements were minimized to those needed for government compliance, to progress the procurement and differentiate the contractor submissions.

KEY SERVICES DELIVERED



### Delta's Approach

Delta implemented TProc™, an innovatively structured procurement framework that maximises competition, reduces cost, achieves balanced risk allocation and optimises project outcomes for clients and the market.

Delta's comprehensive industry engagement process and the key learnings from other major Queensland procurements were also pivotal to our approach to improving the project's attractiveness and boosting market participation. We provided strategic advice, transaction management, commercial advisory, technical design coordination and financial capacity advice on NAS.

Key Elements



<500M project value



QLD Brisbane



2024-2025



ITC D&C Contract



Optimal contract model

**Challenge:**

Limited market appetite for a traditional D&C contract type arrangement.

**Solution:**

Delta undertook focused market engagement with a range clients and contractors to seek an optimal contractual model. This engagement combined with Delta's general market knowledge enabled the development of an Incentivised Target Contract (ITC) D&C contract model.

The ITC D&C had appropriate risk sharing, incentives to the contractor plus price and program surety for the client to achieve optimal project outcomes.

"Shaping Smarter Cities with Precision and Vision"

