



Government of **Western Australia**
Department of **Treasury**



Our ref : 00056304
Enquiries : Emily Salinovich
Telephone : 6551 2660

Mr Mathew Bates
Acting Principal Research Officer
Public Accounts Committee, Parliament of WA
Parliament House
PERTH WA 6000

Dear Mathew

PUBLIC ACCOUNTS COMMITTEE REQUEST FOR INFORMATION

I refer to your email request to Emily Salinovich of 13 January 2012.

In respect to your query about publishing two buyers guides on the Public Accounts Committee's website, the Department of Treasury is happy for this to occur, subject to the buyers guide for Contract No. D09052 having pricing information removed before it is published. To assist you with this, a copy with this information removed is enclosed.

Yours sincerely

Timothy Marney
UNDER TREASURER

20 January 2012

Enc

Buyers Guide

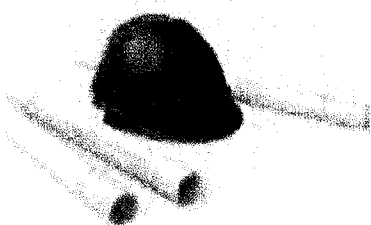


Government of Western Australia
Department of Treasury and Finance
Strategic Projects

PANEL FOR CLIENT SUPPORT SERVICES FOR COMMERCIAL ADVICE ON PUBLIC PRIVATE PARTNERSHIPS AND OTHER MAJOR PROJECTS

Contract No. D09052

19 April 2010 to 30 April 2013, plus
option for extension



- ⇒ About the Contract
- ⇒ How do I use this Contract?
- ⇒ What's on Offer?
- ⇒ Who are the Contractors?
- ⇒ Before you buy
- ⇒ Need more Information?

ABOUT THE CONTRACT

| | |
|--------------------------|---|
| Contract Number | D09052 |
| Contract Term | <p>From 19 April 2010 to 30 April 2013 with a three (3) month transition period prior to termination for convenience at 30th June 2013.</p> <p>PLUS three 6-month extension options.</p> |
| Status | <p>Non Mandatory for Western Australian Public Authorities</p> <p>Note: Agencies may have their own buying rules, so confirm with your agency what you can buy. Existing contracts will need to be fulfilled prior to accessing this Panel.</p> |
| Advice Categories | <p>Specific advice will be sought on the following areas of need as they relate to the procurement of major infrastructure and associated services:</p> <ul style="list-style-type: none">• analysis and review of key financial aspects of large, complex infrastructure and service delivery procurement (such as discount rates, the public sector comparator, bid financial models and/or financing structures);• financial modelling and advice;• commercial advice on projects;• risk analysis and advice;• advice and support to the evaluation team;• policy advice;• public sector financial management advice; and• advice on emerging market issues. <p>This advice may be in relation to infrastructure projects using a range of procurement methods including Public Private Partnerships, managing contractor, alliance contracts, early contractor involvement, leases and managed services.</p> |

Key Features and Benefits

- Quality endorsed services are provided at competitive rates;
- The protection of the Terms and Conditions of the Contract;
- Value for Money on a departmental wide basis;
- Fast and easy access to the contracted suppliers;
- The requirement for identifying possible suppliers, and calling and evaluating quotes is reduced; and
- The need for open and effective competition and adherence to State Supply Commission Policies is satisfied.

Contract Manager

A dedicated Contract Manager is available to help you to understand and get the most out of this contract. If you have any queries about this contract or this publication, please contact:

Nelly Samarasekera

Contract Manager

Tel: (08) 9222 9383

Fax: (08) 9222 9142

Email:

nelunika.samarasekera@osp.wa.gov.au

Office of Strategic Projects

Department of Treasury and Finance

13th Floor Governor Stirling Towers

197 St Georges Terrace

PERTH WA 6000

HOW DO I USE THIS CONTRACT?

D09052 for Commercial Advice on Public Private Partnerships and other Major Projects is NOT mandatory. Public Authorities wishing to use this Contract must abide by these set buying rules.

Step
1

What's on Offer?



Click [here](#) to see which specific services are offered.

Step
2

**Who are the
Contractors**



Click [here](#) to discover which contractors are providing these services.

Step
3

Buying Rules



Few things you need to know [Before
You Buy.](#)

Step
4

**What are the
rates!**



Look at the hourly [Schedule of Rates](#) for each contractor. This section has been removed.

Step
5

Order now!



Complete the [Order Request Form](#) or contact the [Contract Manager.](#)

WHAT'S ON OFFER?

The Department of Treasury and Finance – Office of Strategic Projects has sourced 14 Commercial Advisory Service Consultants who are qualified to provide independent advice to assist in delivering a program of infrastructure projects using a range of procurement methods including public private partnerships (PPP), managing contractors, alliance contracts, early contractor involvement, leases and managed services.

Specific advice will be sought on the following areas whereby additional categories may be added over the term of the Panel as DTF requirements change.

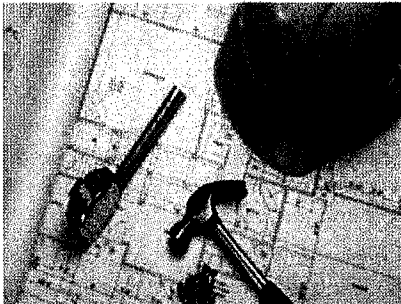


Analysis and review of key financial aspects of large, complex infrastructure and service delivery procurements.

Financial modelling and advice.

Commercial advice on projects.

Risk analysis and advice.



Advice and support to the evaluation team.

Policy advice.

Public sector financial management advice.

Advice on emerging market issues.

WHO ARE THE CONTRACTORS?

NOTE: The Buyer's Guide will be updated as additional contractors and categories are added to the Contract.

| Contractor | About the company |
|---|---|
| <u>Alchimie Pty Ltd</u> | Alchimie deliver genuine alignment and commitment to projects, creating new strategic and tactical insights through transaction management, whilst ensuring outcomes and accountabilities that actually happen, reinforced by implementing review, reflection and growth on PPPs and other major projects |
| <u>Capital Insight</u> | Capital Insight provides independent advice on all forms of procurement strategies. Our staff worked on the first NSW and Commonwealth PPP projects and our team help write the AS2124/AS4000 suites of contracts. |
| <u>Deloitte</u> | Deloitte is one of the world's largest professional services firm with a proven national and international track record of advising Governments on the award of PPP projects |
| <u>Ernst & Young</u> | Ernst & Young assists organisations to bid for PPP projects in roads, rail, schools, hospitals, housing, energy, utilities and waste treatment. With access to a network of global contacts and an understanding of key issues we will enhance your bid strategy and approach through financial modelling, debt finance and equity raising, valuations, financial structuring and negotiations. |
| <u>Evans and Peck</u> | Evans & Peck is an international infrastructure-based strategic advisory company that has supported governments and private organisations in the conception, development and delivery of major projects and programs, improving performance and outcomes throughout Australia, Asia and the Middle East. |
| <u>John Deery Consulting</u> | JDC has a unique expertise in infrastructure policy, public finance, procurement, negotiation and project delivery with over 20 years experience as a senior finance executive in the public and private sectors in Australia and UK |
| <u>KPMG Australia</u> | KPMG - Leading financial and commercial advisors, assisting with business cases, procurement advice, risk analysis, tender documentation, tender evaluation, value for money assessments, negotiations and PSC development. |
| <u>M21 Pty Ltd</u> | M21 provides commercial and transaction advisory services; project feasibility and business case, commercial and business strategy, governance and review, dispute resolution, contract negotiation and development and project management. |
| <u>Mercor Consulting Pty Ltd</u> | For major projects and PPPs, Mercor provides: procurement options analysis, commercial alignment and group facilitation, risk and value management, internal audits and health checks, governance structuring advice, procurement transaction advice, and advice on performance management and measurement. |
| <u>Paxon Consulting Group Pty Ltd</u> | Paxon provides commercial and financial advice to Governments and has advised on over \$30 billion of PPPs in health, infrastructure, justice, education and agribusiness. |
| <u>Pricewaterhouse-Coopers</u> | Leading provider of PPP financial advice including business case, Gateway reviews, procurement strategy, PPP tender documentation and evaluation, PPP contract management |
| <u>Saha International Ltd</u> | SAHA is a specialist infrastructure advisory firm that provides pragmatic and tailored commercial advice during planning, procurement, and delivery of major PPPs and alliance projects. |
| <u>Sine lactura Pty Limited</u> | Sine lactura supplies advice and training to government agencies dealing with private financiers of public infrastructure assets including NSW Treasury (1995-2010) and in Peoples Republic of China (PRC). Member WA Chinese Chamber of Commerce. |
| <u>Tracey Brunstrom and Hammond Pty Ltd (TBH Capital Advisers)</u> | TBH Capital Advisers is a provider of specialist project and infrastructure financial advisory services with particular focus on PPP procurement for state government agencies. |

Alchimie Pty Ltd



ABN No: 51 006 704 785

Annette Perrin, Consultant

T: 03 9728 6688

F: 03 9728 6677

E: info@alchimie.com.au

Website: www.alchimie.com.au

Postal Address:

4 Leisha Court,
WONG PARK VIC 3115

Capital Insight Pty Ltd



ABN No: 76 056 297 100

Brian Farmer, Executive Director

T: (02) 9955 2300

M: 0419 299 751

E: brian.farmer@capitalinsight.com.au

Website: www.capitalinsight.com.au

Postal Address:

77 Berry Street,
NORTH SYDNEY NSW 2060

Deloitte Touche Tohmatsu



ABN No: 51 194 660 183

Andrew Annand, Partner

T: 08 365 7287

F: 08 9365 7001

E: aannand@deloitte.com.au

Website: www.deloitte.com.au

Postal Address:

L14, Woodside Plaza, 240 St Georges Terrace
PERTH WA 6000

Ernst & Young



ABN No: 71 283 909 313

Russell Lamb, Executive Director

T: (08) 9429 2294

E: russell.lamb@au.ey.com

Website: <http://www.ey.com.au>

Postal Address:

The Ernst & Young Building,
11 Mounts Bay Road
Perth WA 6000, Australia

Evans and Peck



ABN No: 50 098 008 818

David Meager, Principal

T: (08) 9485 3811

E: dmeager@evanspeck.com

Website: <http://www.evanspeck.com>

Postal Address:

Level 6, Tower 2
475 Victoria Avenue
Chatswood, NSW, 2067 Australia

John James Deery



ABN No: 71 283 909 313

John Deery, Own Business

T: (08) 9403 5634

E: deeryjanda@gmail.com

Postal Address:

10 New England Drive
HILLARYS WA 6025

KPMG Australia



ABN No: 51 194 660 183

Jacqueline Burger, Associate Director

T: 8 9263 7360

F: 8 9263 7151

M: 0410 702 401

E: Jburger1@kpmg.com.au

Website: www.kpmg.com.au

Postal Address:
235 St Georges Terrace
PERTH WA 6000

M21 Pty Ltd



ABN No: 95 125 875 498

James Cain, Director & Secretary

T: 0411 282 557

E: mail@m21.com.au

Website: www.m21.com.au

Postal Address:
53 Cookson Street
CAMBERWELL VIC 3124

Mercor Consulting Pty Ltd



ABN No: 63 132 462 572

Sharman Muruvan, Operations Manager

T: 08 9479 7506

M: 041 465 2993

E: sharman.muruvan@mercorgroup.com.au

Website: www.mercor.com.au

Postal Address:
49 Central Avenue
ASCOT WA 6104

Paxon Consulting Group Pty Ltd

PAXON | GROUP

ABN No: 23 970 908 281

Michael Palassis, Director

T: 08 9476 3144

F: 08 9322 1022

E: mpalassis@paxongroup.com.au

Website: www.paxongroup.com.au

Postal Address:

Level 12, 16 St Georges Terrace,
PERTH WA 6000

PricewaterhouseCoopers

PRICEWATERHOUSECOOPERS

ABN No: 52 780 433 757

Cameron Jones, Partner
cc: Adam Graham, Manager

T: 08 9238 3375

F: 08 9488 8579

E: cameron.jones@au.pwc.com,
adam.graham@au.pwc.com

Website: www.pwc.com.au

Postal Address:

Level 21, QV1 Building
250 St George's Terrace
PERTH WA 6000

Saha International Ltd

SAHA

ABN No: 69 205 922 179

Luke Houghton, Partner

T: 02 8299 4202

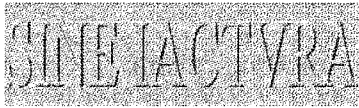
E: lhoughton@sahainternational.com

Website: www.sahainternational.com

Postal Address:

Suite 1, Level 12 Tower 3, Darling Park
201 Sussex Street
SYDNEY NSW 2000

Sine lactura Pty Limited



ABN No: 79 139 153 692

Pete Bannister, Managing Director

T: 02 9211 8840

F: 02 9228 5747

E: bannisp@mail.treasury.nsw.gov.au

Postal Address:

1202/2 Quay Street
SYDNEY NSW 2000

Tracey Brunstrom and Hammond Pty Ltd

TBH Capital Advisers
Infrastructure, Project and Structured Finance
Advisers and Consultants



ABN No: 73 008 444 700

Jonathan Jacobs, Associate Director & Business
Development

T: 8 6462 3200

F: 8 6462 3299

M: 0410 702 401

E: jonathanj@tbh.com.au

Website: www.tbh.com.au

Postal Address:

Suite 15, Level 3 Mint House,
326 Hay Street
PERTH WA 6000

BEFORE YOU BUY

Handy Tips for Selection

- Select a preferred firm from the panel by considering the following criteria:
 - Locality of firm for regional projects;
 - Expertise and experience;
 - Firm's and key personnel capability;
 - Firms capacity to undertake the work and availability of key personnel;
 - Past performance and suitability to the particular project; and
 - Value of work received through the panel relative to size of the firm.
- Seek advice from your work colleagues/manager.
- Advise the Contractor if your organisation requires police or working with children check, or security screening of candidates.

Buying Direct

Prices for this panel arrangement are the maximum prices allowable so the Contract Authority can pick and buy the specified services from the Contractors with the ability to negotiate a lower rate and without calling tenders.

The Contract Authority should view the Price Schedule to obtain prices. Where more than one contractor is selected, the Contract Authority can evaluate which contractor represents best value for money for their scope of work, and then contact the contractor to arrange the service.

If the estimated value of the work is greater than \$150,000 (including GST), it is the agencies' responsibility to seek sufficient quotes from the panel of suppliers and make a Value for Money decision. The justification behind why a particular supplier was selected should be documented and available for review.

Orders should be placed directly with contractors by e-mail or fax using the attached **Order Request Form**.

Pricing

As maximum prices have been agreed with Contractors on this panel arrangement, the Contract Authority is encouraged to negotiate the prices quoted by the selected contractor(s) when purchasing services from this contract.

Payment for services purchased on this can be made either by Purchasing Card, cheque or Electronic Funds Transfer (EFT) and should be paid within 30 days of receipt of an invoice from the Contractor unless a fee is disputed.

A comparison of prices is provided in the **Contractors Price Guide**. These appendices will provide you with a guide to the maximum total cost of the services (This section has been removed).

Payment by Purchasing Card

The Government Purchasing Card offers a quick and convenient method of payment allowing many goods and services to be efficiently purchased.

Always remember to inform the supplier that you will be paying by Government Purchasing Card, at the time of ordering the service, and ensure they clearly understand that they must send the tax invoice directly to you, the cardholder.

Qualification Requirements Generally

Contractors qualified to supply services under this Panel have been evaluated for their capacity to supply services to government agencies and ability to provide reports to government across all business segments. As such the Contract Authority may limit their value-for-money decision to consideration of technical performance (bench testing) and/or price, as appropriate.

Additional Charges

Additional charges have already been factored in at time of Contractor presenting their rates.

Any additional charges should not be agreed by the Contract Authority or included in the Order Request Form by the Contractor. Please contact the Contract Manager for any of these issues.

Complimentary Feedback and Complaints Resolution

DTF aims to continuously improve the services it provides to Customers and welcomes feedback on the level of satisfaction experienced under this contract or with the Contractor(s) performance. If you are dissatisfied with the service provided by the Contractor or have any specific concerns, these should be discussed in the first instance directly with the Contractor.

If the problem or issue is not resolved to your satisfaction, please seek further advice from the Contract Manager.

MORE INFORMATION

Appendices

- ⇒ **Appendix 1: Order Request Form** - This page has been removed.

Forms and Tools

- ⇒ **Price Schedule –** This section has been removed.
- ⇒ **Contractors Details**

Links to CUA information

- ⇒ **Government Contracts Directory ebook**

Still need more information?

- ⇒ **Contact the Contract Manager**

PRICE BASIS

- All Rates are GST Inclusive.
- Rates are fixed for 1 year then adjust to Perth CPI (Cat No 6401.0): 1 All Groups. Index Numbers.
- The rates incorporate all costs in providing the required services including incidental expenses, administration costs (local couriers, photocopying, facsimiles etc) and overheads with the exception of interstate and international travel.
- Where interstate and international travel is required, this shall be clearly identified as a separate direct cost at the time of a Request for Quotation.
- The rates listed shall also apply to any additional work agreed to by the Contract Authority not covered under the Specification / Statement of Requirements but relevant to complete the services.

Please Note:

When requested to provide quotations, the Contractor may offer lower rates than the maximum rates accepted for the Contract but NOT higher rates.

Where the Contractor submits rates above those accepted under the Contract the quotation will be deemed to be non-conforming and not considered further.



Government of **Western Australia**
Department of Finance
Government Procurement

Contract No. 23706

Audit Services and Financial Advice

1 July 2008 to 30 June 2013

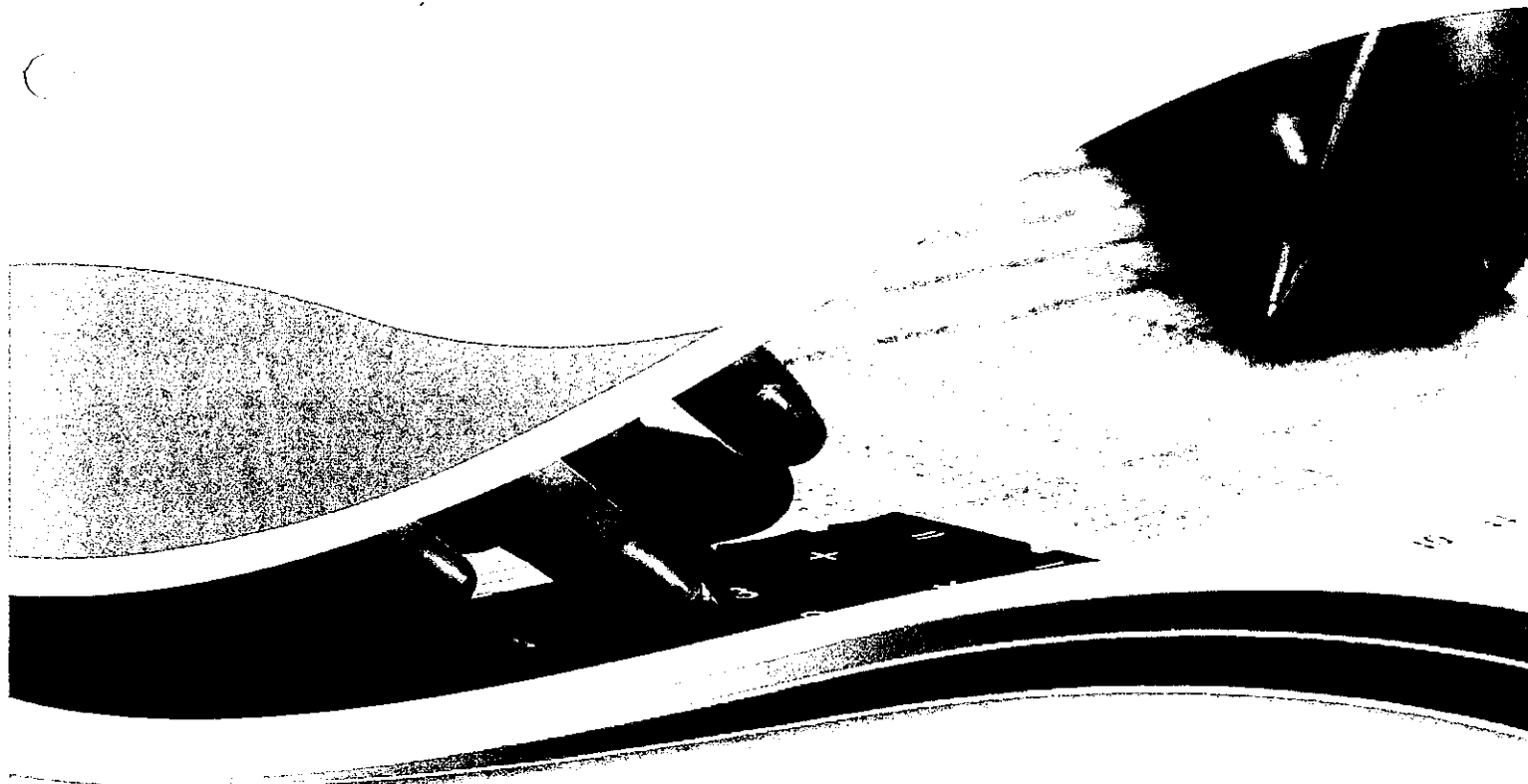
About the Contract

How do I use this Contract?

What's on Offer?

Who are the Contractors?

Need more Information?



ABOUT THE CONTRACT

| | |
|----------------------------------|---|
| Contract Number | 23706 |
| Contract Term | 1 July 2008 to 30 June 2013 (PLUS Five one-year extension options) |
| Status | Mandatory for Public Authorities in the Perth Region |
| Categories | Audit Services (23 Contractors) Financial Advice (20 Contractors) Financial Assessment Services (19 Contractors) |
| Key Features and Benefits | Sufficient contractors on the panel to allow buyer choice; An efficient 'pick and buy' arrangement that enables agencies to achieve value for money and to effectively match available contractors to the scope of work on offer; Prices shown in the Contractors Price Guide are maximum allowable prices. (Agencies are able to negotiate lower prices with contractors); and A refresh mechanism whereby the Department of Finance at its absolute discretion reserves the right to add contractors to the CUA based on the satisfaction levels received from Public Authorities as feedback and/or client surveys. |
| Special Requirements | Note all contracts valued above \$50,000 – Please make certain compliance with the <u>Premier's Circular 2009/08</u> regarding Contracts for Professional Services. |

Contract Manager

A dedicated Contract Manager is available to help you to understand and get the most out of this contract. If you have any queries about this contract or this publication, please contact:

| | |
|---|-------------------------|
| Daniel Hartley | Government Procurement |
| Tel: (08) 6551 1391 | Department of Finance |
| Fax: (08) 9481 0785 | Level 4 – Optima Centre |
| Email: daniel.hartley@finance.wa.gov.au | 16 Parkland Road |
| | OSBORNE PARK WA 6017 |

Supporting Documents

The following contract documents and other relevant information can be sourced from **Contracts WA**

- **eDecision Aid (eDA)**
- **Order Form**
- **Customer Contract Form**
- **Contractor Price Guide**

HOW DO I USE THIS CONTRACT?

CUA 23706 for the Audit Services and Financial Advice is MANDATORY for all Western Australian public authorities and Approved Users in the Perth region.

**Step
1**

What's on Offer?



Click [here](#) to choose which products best meet your needs.

**Step
2**

**Who are the
Contractors?**



Click [here](#) for a list of the qualified contractors.

**Step
3**

**How much will it
cost**



Use the [Contractor Price Guide](#) to compare prices and services before deciding on which Contractor to buy from.

**Step
4**

Buy it!



Use the [Pick and Buy Order Form](#).
Complete Part A of the form and send it to the relevant contractor.

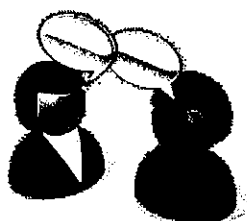
WHAT'S ON OFFER?



Audit Services

- Internal Audit
- Corporate Governance Reviews
- Performance (Operational) Reviews
- Compliance Audits
- Financial Audits
- Information Systems Audits
- Probity Audits
- Risk Assessment Reviews
- Investigations/Forensic Audits

[Click here](#) to view definitions of each service.



Financial Advice

- Capital Structure Advice
- Procurement and Tendering Advice
- Financial Statements Analysis
- Development of Accounting Policies and Procedures
- Preparation of Financial Statements and Annual Reports
- Accounting Advice
- Taxation Advice

[Click here](#) to view definitions of each service.



Financial Assessment Services

- Five Day Turnaround Assessment
- Three Day Turnaround Assessment
- Other Services

[Click Here](#) to view details of each assessment.

AUDIT SERVICES DEFINITIONS

Internal Audit

Internal audit is an independent, objective assurance and consulting activity designed to add value and improve an organisation's operations. It helps an organisation accomplish its objectives by bringing a systematic, disciplined approach to evaluate and improve the effectiveness of risk management, control and governance processes.

Broadly, the internal audit services to be undertaken by the Supplier may involve:

- The regular measurement and evaluation of the effectiveness of and compliance with established internal controls within a Public Authority; and
- Direct reporting at regular intervals to the Public Authority as to the result of any appraisal, inspection, investigation, examination or review undertaken.

An important aspect of the internal audit function is to report appropriately to the Public Authority or its audit committee on any matters, which in the opinion of the auditor, should be reported.

Feedback and advice should be provided to the Public Authority on Best Practice in both the public and private sectors as part of the internal audit reporting function, as this will assist enhancement of the Public Authority's efficiency and/or effectiveness and its controls.

Corporate Governance Reviews

This activity involves the examination and evaluation of the adequacy and effectiveness of the organisational system of internal audit, control and quality of performance in carrying out the assigned responsibilities.

Compliance Audits

Compliance audits concentrate primarily on the Public Authority's (or their suppliers') compliance with legislation, regulations, directions, policies, plans and procedures.

Financial Audits

Financial audits are concerned with practices and activities relating to the accounting and reporting of financial transactions including budget commitments, approvals and the receipt and disbursement of funds, as well as the reliability and integrity of financial information and the safeguarding of the Public Authority's assets.

Information Systems Audits

An Information Systems Audit generally involves a review of the internal control environment within a Public Authority's technology infrastructure and may be performed in conjunction with financial audits and other audits of key Information Technology (IT) systems.

These audits focus on the IT General controls, security of computer operating systems, application controls, business continuity plans and on the development and implementation of new information systems.

Due to most processes in Government Agencies being supported by information technology, many Compliance and Performance Audits include assessment of the effectiveness of computer applications and the integrity and security, including disaster recovery, of the data used by these applications.

Performance (Operational) Audits

A Performance (Operational) Audit is an audit of all or a part of a Public Authority's activities to assess economy, efficiency and effectiveness and focuses on:

- The adequacy of an internal control structure or specific internal controls to ensure due regard for economy and effectiveness;
- The extent to which resources have been managed economically and efficiency; and
- The extent to which activities have been effective in achieving organisational objectives.

Probity Audits

Probity Audits examine and evaluate whether a Public Authority is complying with a probity plan during the life of a project and also assesses whether the established criteria, standards and principles have been complied with at the completion of a project.

Probity advice occurs during the process of acquisition of goods and services and focuses on providing advice on how a probity process complies with the set criteria, standards and principles.

The interrelated essential elements that Probity Advisors and Probity Auditors must address are:

- Best value for money
- Impartiality
- Dealing with conflicts of interest
- Accountability and transparency
- Confidentiality.

Risk Assessment Reviews

These reviews examine the risk management system and strategies including transferring the risk to another party, avoiding the risk, reducing the negative effect of the risk, and the discussion for accepting some or all of the consequences of a particular risk. Compliance with Treasurer's Instruction 825 Risk Management and Security is also a key focus.

Investigations/Forensic Audits

Investigations primarily involve an examination and/or enquiry into the adherence to the Public Authority's and the WA Government's policies, guidelines and procedures and irregularities (illegal acts, intentional and unintentional mistakes, impropriety etc), including alleged or suspected matters that may involve corrupt conduct and/or investigation of "unauthorised disclosures".

FINANCIAL ADVICE DEFINITIONS

Capital Structure Advice

Involves the research and preparation of business cases associated with Public Authorities' capital projects and programs. It also includes financing advice and the evaluation of project recommendations.

Procurement and Tendering Advice

Includes advice and assessment of procurement options, for example; detailed analysis of market capabilities, whether a project should be procured by means of a design and construct, alliance or public private partnership including the development of selection/project evaluation criteria. Another example is the financing of fixed asset items like desktop computers – whether they should be leased or purchased.

Financial Statements Analysis

The process and support of identifying financial strengths and weaknesses of a Public Authority in making decisions through analysis and interpretation of financial statements. Advice on the interpretation and setting the framework of managerial decisions of financial statements and related data that would assist Public Authorities in their financial planning, resource management and decision-making.

Development of Accounting Policies and Procedures

Includes advice on the formulation and implementation of accounting policies and procedures in accordance with the requirements of the Financial Management Act.

Preparation of Financial Statements and Annual Reports

Includes assistance with the preparation of financial statements and annual reports in compliance with the requirements of the Financial Management Act and International Financial Reporting Standards.

Accounting Advice

Includes advice on the accounting treatment of large transactions, budget and cash flow management and advice on management models for facilities, for example when setting up new venues or sorting out old ones.

Taxation Advice

Includes advice on State and Commonwealth tax legislation and its impact on the operation and performance of Public Authorities, and related reporting requirements.

FINANCIAL ASSESSMENT SERVICES

Financial assessment services assist with the assessment of the financial capacity of organisations including for pre-qualification, pre-contract award and post contract award monitoring for contracts. A financial assessment is a due diligence check providing information to assess whether a contractor has the financial capacity to complete the work or supply the goods and services without becoming insolvent or experiencing financial distress.

Establishment of Financial Assessment Services will assist in promoting an awareness of the value of a risk assessment process in order to protect public authorities in commercial arrangements and introduce a range of process efficiencies that provide consistency of approach, improved management and reporting and an on-going process of continuous improvement.

The following Reports are available:

Five Day Turnaround Assessment

Standard Financial Assessment Report

Standard Financial & Performance Assessment Report

Detailed Financial Assessment Report

Detailed Financial & Performance Assessment Report

Three Day Turnaround Assessment

Standard Financial Assessment Report

Standard Financial & Performance Assessment Report

Detailed Financial Assessment Report

Detailed Financial & Performance Assessment Report

Other Services

Update of Prior Assessment & Reassessment (for assessments under 6 weeks old)

Electronic copy of previous Assessments

Monitoring Assessment for a Contract in Progress

POSITION TITLES

As defined in the Contractor Price Guide

| JOB TITLE | QUALIFICATIONS/EXPERIENCE |
|---------------------|--|
| Partner/ Director | Partner/ Director of the professional service provider. Extensive experience in the application of modern methodologies and practices in relevant discipline plus strategic management. |
| Manager/ Supervisor | An experienced professional with substantial appropriate experience in the relevant discipline. |
| Senior | An experienced professional with appropriate experience in the relevant discipline. |
| Intermediate | Graduate with experience in the relevant discipline. |
| Graduate | Person with professional qualification/ affiliation and less than two years experience. |
| Other | Support staff with clerical and/ or administrative experience. |

WHO ARE THE CONTRACTORS?

The matrix on the following page lists all Contractors on the CUA and the services they have been contracted to provide. Please refer to the previous section **What's on Offer?** for categories.

There are a number of confirmed contractors for the various audit services, financial advice and financial assessment services.

2020 Global

AOT Consulting

BDO Corporate Finance

Blue Zoo

Braxford Consultancy

Crowe Horwath

Corporate Scorecard

Deloitte

Ernst & Young

GCM Management Consulting

Grant Thornton

KPMG

MGI Perth

Paxon Consulting

Pitcher Partners

PricewaterhouseCoopers

Profectus Australia

Protiviti

Quantum Management Consulting

RSM Bird Cameron

Santo Casilli

Stantons International

Sutherland Rose

William Buck



Savings Tip:

This CUA is a "pick and buy" arrangement.

If the procurement is less than \$150,000 (including GST) the public authority is able to obtain one offer from the approved panel of suppliers for the services required.

WHAT SERVICES ARE PROVIDED BY THE CONTRACTORS?

This CUA provides Public Authorities with an efficient mechanism for sourcing Audit Services and Financial Advice. Services include internal audit, corporate governance reviews, risk assessment, capital structure advice and financial statements analysis

The matrix below lists all Contractors on the CUA and the services they have been contracted to provide. Please refer to the previous section, What's on Offer? for categories.

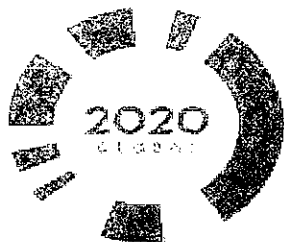
| Audit Services | | 2020 Global | AOT Consulting | BDO Corporate Finance | Blue Zoo Holdings | Braxford Consultancy | Grove Horwath | Deloitte Touche | Ernst & Young | GCM Consulting | Grant Thornton | KPMG | MGI Perth | Paxon Consulting | Pitcher Partners | Price Waterhouse | Coopers | Profectus Australia | Provit Pty Ltd | Quantum Management Consulting | RSM Bird Cameron | Santo Casilli | Stanton International | Sutherland Rose | William Buck |
|----------------------------------|--|-------------|----------------|-----------------------|-------------------|----------------------|---------------|-----------------|---------------|----------------|----------------|------|-----------|------------------|------------------|------------------|---------|---------------------|----------------|-------------------------------|------------------|---------------|-----------------------|-----------------|--------------|
| Internal Audits | | ✓ | | | | | | | | | | | | | | | | | | | | | | | |
| Corporate Governance Reviews | | ✓ | | ✓ | | ✓ | | ✓ | ✓ | | | ✓ | | | | ✓ | | | | ✓ | | ✓ | | ✓ | ✓ |
| Performance (Operational) Audits | | ✓ | | ✓ | | ✓ | | ✓ | ✓ | | | ✓ | | | | ✓ | | | | ✓ | | ✓ | | ✓ | ✓ |
| Compliance Audits | | ✓ | | ✓ | | ✓ | | ✓ | ✓ | | ✓ | ✓ | | | | ✓ | | | | ✓ | | ✓ | | ✓ | ✓ |
| Financial Audits | | ✓ | | ✓ | | | ✓ | ✓ | ✓ | | | ✓ | | | | ✓ | | | | ✓ | | ✓ | | ✓ | ✓ |
| Information Systems Audits | | ✓ | | ✓ | | | ✓ | ✓ | ✓ | | ✓ | ✓ | | | | ✓ | | | | ✓ | | | ✓ | ✓ | ✓ |
| Probity Audits | | ✓ | ✓ | ✓ | ✓ | ✓ | | | ✓ | ✓ | | ✓ | ✓ | | ✓ | ✓ | ✓ | | ✓ | ✓ | ✓ | | ✓ | ✓ | ✓ |
| Risk Assessment Reviews | | ✓ | | ✓ | | ✓ | | ✓ | ✓ | | ✓ | ✓ | | | | ✓ | | | | ✓ | | ✓ | | ✓ | ✓ |

| | | |
|----------------------------------|---|-----------------------|
| Financial Assessment Services | ✓ | 2020 Global |
| | ✓ | BDO Corporate Finance |
| | ✓ | Blue Zoo Holdings |
| | ✓ | Corporate Scorecard |
| | ✓ | Crowe Horwath |
| | ✓ | Deloitte Touche |
| | ✓ | Thomatsu |
| | ✓ | Grant Thornton |
| | ✓ | KPMG |
| | ✓ | MGI Perth |
| | ✓ | Paxon Consulting |
| | ✓ | Price Waterhouse |
| | ✓ | Coopers |
| | ✓ | RSM Bird Cameron |
| | ✓ | William Buck |

CONTRACTORS DETAILS

2020 Global

Legal Entity Name: 2020 Global Pty Ltd



BUSINESS
CONSULTANTS

ABN No: 71 096 008 132

- Audit Services
- Financial Advice
- Financial Assessment Service

Jon Petelczyc & Bruce Donald

T: (08) 9485 2020

F: (08) 9485 2030

E: mail@2020global.com.au

Website: www.2020global.com.au

Postal Address:

PO Box 1345, West Perth, WA 6872

Orders Via:

email and fax

VISA

AOT Consulting Pty Ltd

Legal Entity Name: AOT Consulting Pty Ltd



ABN No: 39 009 374 001

- Audit Services
- Financial Advice

David Taylor

T: (08) 9278 5000

F: (08) 9278 5099

E: David.Taylor@aotconsulting.com

Postal Address:

Level 15, The Forrest Centre

221 St George's Terrace, Perth WA 6000

Orders Via:

email and fax

BDO Corporate Finance (WA) Pty Ltd

Legal Entity Name: BDO Corporate Finance (WA) Pty Ltd



Mark Pollock

T: (08) 6382 4600

F: (08) 6382 4601

Toll Free:

E: Mark.Pollock@bdo.com.au

Website: www.bdo.com.au

Postal Address:

PO Box PO Box 700, West Perth WA 6872

Orders Via:

email and fax

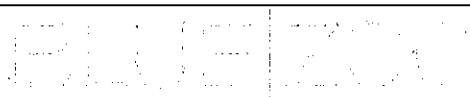
VISA

ABN No: 27 124 031 045

- Audit Services
- Financial Advice
- Financial Assessment Services

Blue Zoo

Legal Entity Name: Blue Zoo Pty Ltd



Anthony Friday

T: (08) 9321 2525

F: (08) 9467 2459

E: Tonyf@bluezoo.com.au

Postal Address:

414 Murray Street, Perth WA 6000

Orders Via:

email and fax

VISA

ABN No: 87 119 062 850

- Audit Services
- Financial Advice
- Financial Assessment Services

Braxford Consultancy

Legal Entity Name: Braxford Consultancy Pty Ltd

BRAXFORD Consultancy Pty Ltd

Corporate Governance Specialists

ABN No: 51 098 993 821

- Audit Services
- Financial Advice

Gary Gliddon

T: (08) 6389 2090

F: (08) 6389 2090

E: Gary@braxford.com

Website: www.braxford.com

Postal Address:

PO Box 133, South Perth, WA, 6961

Orders Via:

email and fax

VISA

Crowe Horwath Perth

Legal Entity Name: Crowe Horwath Perth

 **Crowe Horwath.**

ABN No: 96 844 819 235

- Audit Services
- Financial Advice
- Financial Assessment Services

Cyrus Patell

T: (08) 9481 1448

F: (08) 9481 0152

E: cyrus.patell@crowehorwath.com.au

Postal Address:

Level 6, 256 St Georges Terrace, Perth WA 6000

Orders Via:

email and fax

VISA

Corporate Scorecard

Legal Entity Name: Corporate Scorecard Pty Ltd



John Rowell



T: 0488 250 024

F: (03) 9646 2331

E: john.rowell@corporatescorecard.com.au

Postal Address:

Level 7, 100 Walker Street, North Sydney NSW 2060

Orders Via:

Online, email and fax

ABN No: 33 007 527 611

- Financial Assessment Services

Deloitte Touche Tohmatsu

Legal Entity Name: Deloitte Touche Tohmatsu



Richard Thomas



T: (08) 9365 7024

F: (08) 9476 4147

E: richathomas@deloitte.com.au

Website: www.deloitte.com.au

Postal Address:

GPO Box A46, Perth, WA 6837

Level 14, Woodside Plaza, 240 St Georges Terrace, Perth, WA 6000.

Orders Via:

email and fax

ABN No: 74 490 121 060

- Audit Services
- Financial Advice
- Financial Assessment Services

Ernst & Young

Legal Entity Name: T.C Eddy & B.J Long & J. M Millar



Quality In Everything We Do

ABN No: 75 288 172 749

- Audit Services
- Financial Advice

Geoff Harben

T: (08) 9429 2314

F: (08) 9429 2432

E: Geoff.Harben@au.ey.com

Website: www.ey.com/au

Postal Address:

PO Box M939, Perth, WA, 6843

Orders Via:

email and fax



GCM Management Consulting

Legal Entity Name: Melba Pty Ltd

Director, Graham McEachran

T: (08) 9497 7200

F: (08) 94977300

E: meachran@iinet.net.au

Postal Address:

601 Albany Highway, Bedfordale, WA 6112

Orders Via:

email and fax



ABN No: 20 093 546 340

- Audit Services
- Financial Advice

Grant Thornton (Australia) Limited

Legal Entity Name: Grant Thornton (Australia) Limited



Grant Thornton

ABN No: 41 127 556 389

- Audit Services
- Financial Advice
- Financial Assessment Services

Cam Ansell

T: (08) 9480 2062

F: (08) 9322 7787

E: cam.ansell@au.gt.com

Shukit Shah

T: (08) 9480 2015

F: (08) 9322 7787

E: shukit.shah@au.gt.com

Website: www.grantthornton.com.au

Postal Address:

GPO Box 570, West Perth, WA 6872

Orders Via:

email and fax

VISA

KPMG

Legal Entity Name: M Andrew and G Wilson



ABN No: 51 194 660 183

- Audit Services
- Financial Advice
- Financial Assessment Services

Ruth Seccombe

T: (08) 9263 7447

F: (08) 9263 7244

E: rseccombe@kpmg.com.au

Lisa Bayakly

T: (08) 9263 7482

F: (08) 9263 7244

E: lbayakly@kpmg.com.au

Kate Williams

T: (08) 9263 7221

F: (08) 9263 7244

E: kwilliams2@kpmg.com.au

Website: www.kpmg.com.au

Postal Address:

PO Box A29, Perth, WA, 6837

Orders Via:

email and fax

VISA

MGI Perth Pty Ltd

Legal Entity Name: MGI Perth Pty Ltd



ABN No: 92 008 903 240

- Audit Services
- Financial Advice
- Financial Assessment Services

Amar Nathwani

T: (08) 9463 2463

F: (08) 9463 2499

E: Amar.nathwani@mgiperth.com.au

Postal Address:

Level 7, The Quadrant, 1 William Street

GPO Box 2570, Perth WA 6001

Orders Via:

email and fax

VISA

Paxon Group

Legal Entity Name: Paxon Consulting Group Pty Ltd

PAXON CONSULTING GROUP

Corporate Finance

Management Consulting

Project Finance and Infrastructure

ABN No: 23 970 908 281

- Audit Services
- Financial Advice
- Financial Assessment Services

Michael Palassis

T: (08) 9476 3144

F: (08) 9476 3188

E: mpalassis@paxongroup.com.au

Postal Address:

Level 5, 160 St Georges Terrace, Perth WA 6000

Orders Via:

email and fax

VISA

Pitcher Partners

Legal Entity Name: Pitcher Partners Corporate and Audit (WA) Pty Ltd

| | |
|---|--|
|  | Mark English T: (08) 9322 2022 F: (08) 9322 1262 E: englishm@pitcher-wa.com.au Postal Address: Level 1, 914 Hay Street, Perth WA 6000 Orders Via: email and fax |
| <p>ABN No: 17 111 032 930</p> <ul style="list-style-type: none">• Audit Services• Financial Advice |  |

PricewaterhouseCoopers Securities

Legal Entity Name: Pricewaterhouse Coopers Securities Ltd



Shane Devitt



ABN No: 54 003 311 617

T: (08) 9238 3473

F: (08) 9488 8613

E: shane.devitt@au.pwc.com

- Audit Services
- Financial Advice
- Financial Assessment Services

Jennifer Law

T: (08) 9238 3009

F: (08) 9488 9007

E: Jennifer.law@au.pwc.com

Thevin Patmanathan

T: (08) 9238 3216

F: (08) 9488 4631

E: thevin.patmanathan@au.pwc.com

Website: www.pwc.com/au

Postal Address:

PO Box D198, Perth, WA, 6840<<Contact Name>>

Orders Via:

email and fax

Profectus Australia Pty Ltd

Legal Entity Name: Profectus Australia Pty Ltd



Matthew Lally



ABN No: 19 096 368 008

T: (03) 9009 8500

F: (03) 9009 8585

E: mlally@profectusgroup.com

- Audit Services

Website: www.profectusaustralia.com

Postal Address:

PO Box 235, Perth, South Melbourne, VIC, 3205

Orders Via:

email and fax

Protiviti Pty Ltd

Legal Entity Name: Protiviti Pty Ltd



ABN No: 27 108 473 909

- Audit Services
- Financial Advice

Stephen Linden

T: 0400 144 325

F: (08) 9325 9605

E: stephen.linden@protiviti.com.au

Postal Address:

Level 19, St Martin's Tower

44 St Georges Terrace, Perth WA 6000

Orders Via:

email and fax



Quantum Management Consulting & Assurance

Legal Entity Name: InfoRisk Management Pty Ltd



Quantum
management consulting & assurance

ABN No: 83 083 848 168

Audit Services

Geoff White

T: (08) 9225 5181 **M:** 0412 657 900

F: (08) 9225 5313

E: Gwhite@quantumassurance.com.au

Website: www.quantumassurance.com.au

Postal Address:

PO Box 6882, East Perth, WA, 6892<<Contact Name>>

Orders Via:

email and fax



RSM Bird Cameron

Legal Entity Name: The Trustee for Bidanco Practice Trust

RSM Bird Cameron
Chartered Accountants

ABN No: 65 319 382 479

- Audit Services
- Financial Advice
- Financial Assessment Services

David Wall

T: (08) 9261 9387

F: (08) 9262 9111

E: david.wall@rsmi.com.au

Website: www.rsmi.com.au

Postal Address:

GPO Box R1253, Perth, WA, 6844<<Contact Name>>

Orders Via:

email and fax



Santo Casilli Accounting & Auditing Services

Legal Entity Name: Casilli Holdings Pty Ltd

| | | | |
|---|---|--|---|
|  <p>Liability limited by a scheme approved under Professional Standards Legislation.</p> |  <p>Santo Casilli Accounting and Auditing Services is a CPA Practice</p> | Santo Casilli T: (08) 9388 3678 M: 0409 104 929 F: (08) 9388 3860 E: scasilli@bbnet.com.au Postal Address: Shop 2, 1 Forrest Street, Subiaco, WA 6008 Orders Via: email and fax |  |
| ABN No: 28 091 279 239 | | | |
| <ul style="list-style-type: none">• Audit Services• Financial Advice | | | |


Stantons International

Legal Entity Name: Stantons International Audit and Consulting Pty Ltd

| | | |
|---|---|---|
| Stantons International <small>ABN 41 103 038 077</small> | Joanne Dorigo T: (08) 9481 3188 F: (08) 9321 1204 E: jdorigo@stantons.com.au Website: www.stantons.com.au Postal Address: Level 1, 1 Havelock Street, West Perth, WA, 6005 Orders Via: email and fax |  |
| ABN No: 84 144 581 519 | | |
| <ul style="list-style-type: none">• Audit Services• Financial Advice | | |

Sutherland Rose

Legal Entity Name: The trustee for The Sutherland Rose Trust

| | | |
|---|--|---|
| Sutherland Rose | Bronwyn Rose T: (08) 9383 3765 F: (08) 9383 3769 E: b.rose@sutherlandrose.com.au Website: www.sutherlandrose.com.au Postal Address: PO Box 815, Claremont, WA 6910 Orders Via: email and fax |  |
| ABN No: 76 867 451 415 | | |
| <ul style="list-style-type: none">• Audit Services• Financial Advice | | |

William Buck Consulting (WA) Pty Ltd

Legal Entity Name: William Buck Consulting (WA) Pty Ltd

| | | |
|---|---|-------------|
| William Buck Business Advisors Chartered Accountants | Stephen Breihl Jacob Rechner T: (08) 6436 2888 F: (08) 6436 2889 E: Stephen.breihl@williambuckwa.com.au Website: www.williambuck.com.au Postal Address: Level 3, 83 South Perth Esplanade, South Perth, WA 6151 Orders Via: email and fax | VISA |
| ABN No: 74 125 178 734 <ul style="list-style-type: none">• Audit Services• Financial Advice• Financial Assessment Services | | |

Buying Direct

Prices for this CUA are the maximum prices allowable so Public Authorities can pick and buy the specified services from the Contractors with the ability to negotiate a lower rate and without calling tenders.

Public Authorities should view the Price Schedule to obtain prices for the items they require. Where more than one contractor is selected from a category or sub category, Public Authorities can evaluate which contractor represents best value for money for their scope of work, and then contact the contractor to arrange the service.

If the estimated value of the work is greater than \$150 000 (including GST), it is the agencies' responsibility to seek sufficient quotes from the panel of suppliers and make a Value for Money decision. The justification behind why a particular supplier was selected should be documented and available for review.

Orders should be placed directly with contractors by e-mail or fax using the **Pick and Buy Order Form**.

If you are using a Contractor for the first time, you will probably need to establish a new account.

Pricing

As maximum prices have been agreed with Contractors on this CUA, Public Authorities are encouraged to negotiate the prices quoted by the selected contractor(s) when purchasing services from this contract.

Payment for services purchased on this CUA can be made either by Purchasing Card, cheque or Electronic Funds Transfer (EFT) and should be paid within 30 days of receipt of an invoice from the Contractor unless a fee is disputed.

A comparison of prices is provided in the **Contractor Price Guide** for Audit Services and Financial Advice. These appendices will provide you with a guide to the maximum total cost of the audit services and/or financial advice based on your agency's requirement.

Payment by Purchasing Card

The Government Purchasing Card offers a quick and convenient method of payment allowing many goods and services to be efficiently purchased.

Always remember to inform the supplier that you will be paying by Government Purchasing Card, at the time of ordering the product or service, and ensure they clearly understand that they must send the tax invoice directly to you, the cardholder.

Exemption from using this CUA

The Department of Finance is responsible for processing and approving all requests from public authorities seeking exemption from using a mandatory Common Use Arrangement (CUA). Requests for an exemption are considered on a case-by-case basis, and a requesting agency must be able to demonstrate that a business need cannot be adequately met by the relevant CUA.

Exemption requests should be directed to either the Director Strategic Sourcing in the first instance. Requests for exemption may be received by posted letter or email, but must be in writing and provide sufficient explanation and background to enable the request to be considered. The requesting officer should be the Accountable Authority or delegate of the agency.

Public Authorities engaging the Western Australian Treasury Corporation (WATC) to provide **Financial Advice** services within the scope of this CUA will be exempt from having to use this CUA.

Please note that ICT services that overlap with services under this CUA can be sourced under the ICT Services CUA.

Complimentary Feedback and Complaints Resolution

The Department of Finance aims to continuously improve the services it provides to Customers and welcomes feedback on the level of satisfaction experienced under this contract or with the Contractor(s) performance. If you are dissatisfied with the goods and/or service provided by the Contractor or have any specific concerns, these should be discussed in the first instance directly with the Contractor.

If the problem or issue is not resolved to your satisfaction, please log your complaints via Department of Finance's **online complaints handling facility**.

The online form provides for both complimentary feedback and complaint resolution considerations.

NEED MORE INFORMATION?

Appendices

- ⇒ [Appendix 1: Frequently Asked Questions](#)

Forms and Tools

- ⇒ [Buying Smarter brochure](#)
- ⇒ [Pick and Buy Order Form](#)
- ⇒ [Customer Contract Form](#)
- ⇒ [Price Schedule](#)

Links to CUA information

- ⇒ [Government Contracts Directory ebook](#)

Still need more information?

- ⇒ [Contact the Contract Manager](#)

APPENDIX 1: FREQUENTLY ASKED QUESTIONS

Do I have the ability to negotiate a better price?

Yes. The prices stated in **Contractor Price Guide** are the maximum hourly rates for the provision of audit services and financial advice. Agencies have the ability to negotiate a lower price with contractors.

Am I required to use the Contractor's terms and conditions?

No. The Contractor has agreed to the Department of Finance's Request Conditions and General Conditions of Contract (**March 2008**). Do not agree or sign any alternative terms and conditions. There are some small-agreed changes with KPMG, Ernst and Young, Deloitte Touche Tohmatsu and Price Waterhouse Coopers, please contact the Contract Manager for copies of the amended terms and conditions.

I have not used audit services and/or financial advice in the past, how do I know whether this contract is suitable for my requirements?

The 'Definitions' section provides an easy reference on the types of audit services and/or financial advice available under this CUA. If you are still unsure whether your requirements are included, please contact the Contract Manager.

Can I still 'Pick and Buy' if the value of my assignment is over \$150 000 including GST?

Yes. You may still use the 'Pick and Buy' process if the value of your assignment is greater than \$150 000 (using the same order form). In the interest of risk management and Value for Money, it is a requirement for agencies to seek a sufficient number of quotes when dealing with assignments valued at \$150 000 or more. Please refer to the **Buying Direct** section for more information.

Are the Contractors licensed as Audit Services and Financial Advice professionals?

Yes.

How do I know if the Contractor will provide good services?

All Contractors will meet or exceed, as a minimum, the quality of service specified in the CUA23706 terms and conditions. It is recommended that you discuss with your potential Contractors and make an assessment as to which best meets your needs.

Do I have to buy from this contract if I am purchasing from a regional location?

No. This CUA is only mandatory for Public Authorities in the Perth Region. If you are outside this region, you can apply regional purchasing discretion in accordance with the Government's Buy Local Policy. Details of this policy can be found at: www.ssc.wa.gov.au

Do I need to get quotes?

Simply contact the Contractor for the services you wish to order and complete the **Pick and Buy Order Form**. Note that this CUA offers fixed maximum prices which can be negotiated with the contractor. It is acceptable to contact more than one contractor in order to compare prices.

What happens if I need to purchase services that are not available on this arrangement?

You will need to source such services via an agency specific contract in accordance with the State Supply Commission policies.

How does Finance manage the contract?

The Contractor, at the end of every quarter, reports to the Department of Finance on the range of services provided to Public Authorities. This enables the Department of Finance to monitor the performance of the contract against the key performance indicators and Contractor compliance with the terms and conditions of the contract.

What do I do if I am unhappy with the service of a Contractor?

Please refer to the **Complimentary Feedback and Complaints Resolution section.**