

## EDUCATION

Bachelor of Engineering (Civil) - University of New South Wales (1985)

## POST GRADUATE EDUCATION

**Institution:** Sydney University Faculty of Law (Law Extension Committee)

**Course:** Barristers Admission Board Course (Part-Time)

Course discontinued due to business commitments. Study units successfully completed: Introduction to Law, Contract Law, Torts, Common Law, and Business Law. **Note:** Not a qualified lawyer.

**Other:** Norfolk and Tyco internal and other external management courses.



## PERSONAL & PROFESSIONAL ATTRIBUTES

Seeks out and enjoys a challenge. Values and respects; relationships, teamwork, and personal and professional ethics. Enjoys a good argument, is an advocate for fairness and equity, but is pragmatic. Espouses collaboration and strives for win-win outcomes and is passionate about organisational behaviour, and good corporate culture and governance. Enjoys a good laugh, has strong listening and communication skills and is not judgemental. Able to interact at all levels in any organisations and is able to represent the interests of the Board and Executive Management. Is industry agnostic and is adept at impartially investigating, analysing, assessing, communicating, and negotiating complex matters and issues. Understands, and is experienced in, contract and business law, and the various methods of dispute resolution.

## CONSULTING, BUSINESS and CORPORATE EXPERIENCE

- Director and Principal Consultant – AQCES Australasia P/L (7/2008 to present)
- Director, Risk & Corporate Advisory – FMT Pty Ltd (4/2007 to present)
- Group Commercial Manager – Norfolk Group Limited (5/2005 to 6/2008)
- Business Transition Manager – Norfolk Group Holdings (9/2004 to 4/2005)
- National Contracts Manager – Tyco E&M Division (9/2003 to 8/2004)
- Bid Manager (PPP Projects) – Tyco Australia (1/2001 to 8/2003)
- Contract & Project Management – AQCES Australasia P/L (10/1986 to 12/2000)

## SKILLS

○ Commercial Risk Management	○ Negotiation
○ Contractual Claims (Incl. SoPA)	○ PPP, JV & Alliance Contracting
○ Dispute and Litigation Management	○ Business & Project Recovery

## INDUSTRY EXPERIENCE

○ Rail Infrastructure (Incl. PPP)	○ Commercial Construction
○ Industrial & Resources (Processing)	○ Building Services & Facilities Management
○ Waste Water Storage & Treatment	○ Information Technology
○ Health, Education & Defence (Incl. PPP)	○ Business Services

## SPECIFIC EXPERIENCE

### Period: January 2014 to Dec 2015 – Corporate Advisory

In this period focused on key investments, special projects, personal interests, and skills enhancement. Activity was primarily in the information technology sector and specifically, establishing start-ups in the EU and global expansion of current technology. Activities included setting up new corporate entities (investment, IP, and operating), alliance partnerships, business strategy and planning, due diligence for planned capital raising, distributor agreements, negotiating terms of contract, and resolving vendor and client issues in a collaborative framework.

These activities are continuing however day to day responsibilities have been passed to others and ongoing involvement will in an advisory capacity at Board level only.

### Period: July 2008 to Dec 2014 – Commercial Risk Consultant

Independent Consultant specialising in Project Review, Commercial Advice &/or Claims Prepared (Incl. litigation management)

### Notable Projects: 2010 - 2014

- Wollongong University Student Accommodation PPP (AMPCI)
- National Secure Facilities Project – Darwin (PSG)
- Whitsundays Water Treatment Plants Upgrade & Coombabah WWTP (PSG)
- Pluto LNG Buildings #3 Package (Forge/Cimeco)
- Brockman 4 – Iron Ore Processing & NACAP Gas Pipeline & (MEA & MIE)
- Brisbane Supreme Court (PSG)
- Victorian Desalination Plant (PSG)
- Wellington Hospital Upgrade (NZ)
- Various successful Security of Payments Adjudications (PSG, CVSG, AGP)

Project/Claim/Dispute amounts are confidential and range between \$1M to \$60M.

## Clients

### *Yuanda & Architectural Glass Projects*

**Brief:** Commercial Consultant – Major Projects. Barangaroo Development, 400 George St, Leppington Rail, Miranda Shopping Centre, Wollongong Central Redevelopment,

Sydney Overseas Passenger Terminal and otrs. June 2014 – Dec 2014, and AGP from June 2010 – Dec 2014.

***AMP Capital Investors***

**Brief:** Bid Consultant (FM/D&C Interface) – Wollongong Uni Student Accommodation PPP. Mar 2014 – June 2014

***Cimeco – Forge Group***

**Brief:** Commercial Risk Consultant – Project Claims. May 2012 – Oct 2013

***Westpac Direct Equity Investments (WDEI)***

**Brief:** Commercial Review of Business Operations of various organisations and projects in WDEI portfolio. June 2011 – June 2012

***Monadelphous Group Limited***

**Brief:** Contracts Engineer – Monadelphous Engineering Associates Iron Ore Projects. (Mechanical and Electrical Contracting) June 2010 – June 2013

***Pacific Services Group (National)***

**Brief:** Commercial Advisor – Commercial Strategy, Contract Reviews, Project Reviews, Training, Claims Analysis & Preparation. Dec 2010 – Dec 2013

***CV Services Group (QLD)***

**Brief:** Commercial Advisor – Contract Reviews, Project Reviews, Training, Operations Systems, Claims Analysis & Preparation. June 2011 – Current

***Stein Huertey Australia***

**Brief:** Assist Counsel appointed industry expert with the analysis of 3<sup>rd</sup> party variation and contractual claims relating to the construction of a new Walking Beam Furnace for BlueScope Steel Limited at Port Kembla NSW. July 2009 to May 2010

***Westpac Specialist Capital Group (now Hastings Fund Management)***

**Brief:** Manage the Facilities Management component of the Westpac lead SAFE Consortium bid for the South Australian Corrections PPP Project. August 2008 to Jan 2009

**Period: Nov 2005 to June 2008 – Norfolk Group Limited**

The Norfolk Group comprised Corporate Services and three major divisions (Mechanical, Electrical & Communications and, Property & Facilities Management) with 4000 people and revenue exceeding \$800m (Aus/NZ).

**Position:** Group Risk/Commercial Manager (Aus/NZ)

**Duties:** Responsibilities included:

- Group Commercial Risk Management

- Contracts review & negotiation (\$1M+ major works contracts and Group Business Services contracts
- Business reviews and major project reviews
- Legal liaison and Litigation Management
- Contractual Claims & Dispute Management

**Period: Oct 2004 to Oct 2005 – Norfolk Group Holdings**

**Position:** Transition Manager

**Duties:** Coordination of the transitioning of the Australian operations of the Electrical, Mechanical, Facilities Management, and Building Products businesses acquired by Norfolk Group Holdings (from Tyco) through a private equity buy-out managed by Goldman Sachs JB Were (NZ).

**Period: Feb 2003 to Sep 2004 - Tyco Electrical & Mechanical**

**Position:** National Contracts Manager

**Period: Jan 2001 to Jan 2003 - Tyco Australia**

**Position:** Bid Manager (Major PPP Projects)

**Duties:** Bid Management – Integrated Services (Electrical, Mechanical, Fire, Security, FM and Integrated Transport Systems) - education, water, rail, road, and social infrastructure PPP Projects.

**Period: Dec1986 to Dec 2000 – Construction Consultant**

Director of AQCES Australasia Pty Limited a consultancy that specialised in contracts management, project management and dispute resolution services to the construction, insolvency and, building and soft services (FM) industries. Further details provided on request.

**REFEREES – Contact details provided on Request**

○ AMP Capital	○ Westpac
○ Monadelphous	○ Yuanda
○ CV Services Group	○ RICS