



tendering management

PSI Asia Pacific has developed a significant reputation for the provision of support services to facilitate the conduct of tendering projects. PSI Asia Pacific’s robust methodologies represent leading practice and have been proven during nearly 2,000 projects since 1991. Our services include the following:

- Identifying, scoping and packaging project requirements.
- Conducting market risk assessment to identify the optimum procurement strategy.
- Conducting baseline costing of existing delivery mechanisms.
- Developing procurement documentation to implement the agreed procurement strategy including:

- Expression of Interest;
- Request for Tender;
- Request for Quotation;
- Evaluation Methodology / Plan; and
- Negotiation Plan

- Evaluating offers, assessing value for money and recommending the optimum proposed solution(s).
- Assisting in managing the implementation and transition to the new contractually-based arrangements.
- Preparing the contract management and performance framework.
- Conducting performance reviews.

PSI Asia Pacific provides essential advice and support services during these often complex and sensitive tendering stages. Our tendering support experience includes simple and complex procurement; outsourcing; insourcing; Private Public Partnerships; Alliancing; and Whole-of-Government projects.

procurement & grants management

business case development

tendering management

grants management

contract performance management

tender & grants application assistance

probity & corporate management

probity advice & audit

compliance assessment

corporate governance review

corporate responsibility

business improvement

program & project evaluation

business process review

solution implementation

cost models and financial analysis



managing risk

Key to successfully arriving at project outcomes is understanding and managing the associated risks. PSI Asia Pacific has developed a leading practice risk identification and management framework which recognises the interaction of risks associated with:

- Business management - maintaining the focus on the business needs and the realisation of all the desired project benefits.
- Quality management - recognising the need for experience, commitment, timeliness and resource management to support the project activities.
- Procurement management - ensuring sensible and flexible compliance with guidelines and standards that ensure the maintenance of probity and process integrity.
- Service delivery management – preparing meaningful specifications and achievable performance requirements to ensure that the required service benefits are realisable over the term of the contract.
- Contract management - planning and implementing a management structure which supports and encourages cooperation between government and provider stakeholders.

our relevant experience

PSI Asia Pacific has demonstrated capability to add value to your procurement management processes. Our tendering experience across a broad range of national and international public and private sector clients includes the following business services and activities:

- Information Technology and Telecommunications
- Water
- Environment
- Health
- Corporate Services and Governance
- Home Care and Community Services
- Fleet Management and Transportation
- Property Management
- Facilities Maintenance and Management
- Catering and Hospitality
- Education and Training
- Stores Handling and Inventory Management
- Civil Infrastructure Development and Maintenance
- Plant and Equipment Repair and Maintenance
- Ports and Harbour
- Venue Management
- Security
- Parks, Ground and Land Maintenance
- Engineering



For more information on how PSI Asia Pacific can assist in your tendering processes, please contact us through our website: www.psiasiapacific.com.au or email us at psi@psiasiapacific.com.au

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