



## Shortlist Submission Summaries APAC

### Strategic Achievement

#### **Vegetation Management Tender**

##### **AusNet**

AusNet established a multidisciplinary team to improve the delivery of a strategically vital 10-year vegetation management program for Victoria which reduces costs and increases network compliance.

#### **Benchmark Savings in TWO DIGIT million USD for Site systems in Malaysia, demonstrating exceptional strategy, negotiation and powering people's lives.**

##### **Shell India Markets Private Limited**

Legacy IT-Site Systems in Malaysia (already at very low cost) needed a mandatory refresh and a new Run & Maintenance Support Provider compliant to Shell's standards and expectation for mature market like Malaysia (number of sites in 4 digits).

Open Book Negotiation and collaboration of Contracts & Procurement Lead has fetched Hard Cash savings of TWO DIGIT Million USD and 18% cheaper services plus automated the asset management making operation's life easier. Established a Contract which will be commercial benchmark in negotiation for all other countries which are going under refresh of IT-systems in future, this cascades to larger savings in future. Continuous Improvement.

#### **Curriculum Insights and Progress Study (CIPS) - Solution Refinement**

##### **Ministry of Education**

The Ministry of Education is the New Zealand Government's lead advisor on the education system, playing a critical role in shaping the system to deliver

equitable and excellent education outcomes.

The Ministry needed to design, run and report on the national curriculum assessment programme to monitor trends in student achievement.

Whilst the Ministry knew the outcomes needed, we did not know exactly what we needed to deliver them. We needed to have open and constructive dialogue with key market players to help inform our requirements as we finalised them. We used an innovative Solution Refinement approach and used the expertise of the providers to overcome the challenge of unclear require

### **Unlocking Sustainability Transformation in Shell Pulau Bukom through the Mixing Element Radiant Tube (MERT) technology**

[Shell Business Operations Manila](#)

Bukom changed their existing Ethylene Cracker Complex (ECC) furnace coil to Mixing Element Radiant Tube (MERT) in 2022. This change is to meet the urgent requirement of tackling climate change where Shell have set a target to become a net-zero emissions energy business by 2050. Becoming a net-zero emissions energy business means reducing emissions from operations, transforming the business, and looking for opportunities to provide low-carbon energy solutions. In changing the furnace coil to MERT, energy performance to run the ECC furnaces will improve by 30%, reducing the carbon footprint by 14,748 tons and overall total cost of ownership of USD 2.4M by the end of the program.

## **Operational Improvement**

### **Intelligent Data Ecosystem in Assam - Flood Response and Management**

[CivicDataLab](#)

Assam (India) is one of the most flood prone regions in the world where annual floods acutely affect 40% of the state. Government tenders hundreds of projects annually for relief and to reduce the disaster risk in most vulnerable regions. Good data and analyses can help maximize the impact of the initiatives made by ensuring resources are invested in the most vulnerable regions. However, the information needed to monitor the impacts is amiss. Through our project we collated flood related information onto a single point; and developed an advanced data model to identify where investments need to be prioritized by the authorities.

### **Telstra upgrades CMS leading to Obligation Compliance, In-Year Revenue Benefits, and Sales Pipeline Creation**

[Telstra](#)

Telstra's Commercial & Contract team upgraded its contract management system, COMET, centralising all customer contracts into one repository for the first time. We can now provide 6 months' notice of customer contract expiry data to Sales, creating automatic pipeline. Additionally, we now have a digitised Obligation Tracking functionality for our Delivery teams supporting our agile, at-scale operations. Within two years, we moved from a neglected CMS with 40% of our contracts tracked, to realising material business benefits with 80% of our

contracts fully digitised. The added value has been recognised by Telstra senior leadership with the project winning an internal quarterly award.

### **NZGIF lending documentation automation**

#### [New Zealand Green Investment Finance Limited](#)

New Zealand Green Investment Finance and LawHawk developed an automated transaction documentation process that revolutionised the speed at which NZGIF completes investment transactions (including NDAs, terms sheets and all lending documents), freeing up valuable internal resource, while saving money on external advisers and improving standardisation of documents and risk management.

The level of sophistication and efficiency of NZGIF's system rivals anything from large banks and major law firms, remarkable considering the low cost and fast build, and NZGIF's small size and limited legal resources. These early successes have inspired NZGIF to automate its entire end-to-end business process.

## **Outstanding Cooperation & Collaboration**

### **Supplier's organization name:**

[Shell Catalysts & Technologies Pte. Ltd.](#)

### **Customer's organization name:**

[Shell Singapore Pte. Ltd.](#)

Shell Singapore chemical manufacturing assets located in Shell Jurong Island (SJI) produces High Purity Ethylene Oxide (EO). In early Q3-2022, the EO plant with a capacity of producing up to 210 KT per year was scheduled for a turnaround with the large reactors containing catalyst materials were planned for changeout. Critical to the changeout operation in ensuring timely and safe execution was for the fresh catalyst material to arrive in Singapore from Oakland, USA within the short turnaround window.

### **Supplier's organization name:**

[A collaborative team made up of ArcBlue, HEIGHT Project Management and Indigenous Design & Innovation Aotearoa \(IDIA\)](#)

### **Customer's organization name:**

[The Department of Corrections, Ara Poutama Aotearoa \(Ara Poutama Aotearoa\)](#)

Department of Corrections, Ara Poutama Aotearoa set out to develop a new commissioning model as well as a simplified Procurement Framework.

The Procurement Framework needed to integrate Commissioning, and a project to 'weave a commissioning approach' into the procurement framework began.

Ara Poutama Aotearoa engaged IDIA, ArcBlue & HEIGHT to work collaboratively to co-design the 'woven' framework.

The resulting framework recognises the cultural and relational aspects of commissioning 'culture' – while making procuring and engaging with providers easier, and more aligned with the values of Hōkai Rangī.

This approach provides a template for other departments weaving commissioning into New Zealand procurement.

**Supplier's organization name:**

[Portt, an Advanced company](#)

**Customer's organization name:**

[Dunedin City Council](#)

DCC and Portt worked very closely together during the procurement of the Council's Contract Lifecycle Management system. Utilising the Lean Agile Procurement approach, both dedicated two days to an LAP event offsite. The result is that both parties now have a level of trust and understanding not normally achieved during an IT procurement process due to the open communication the approach allowed. The impact of this strong relationship sets a solid foundation for future collaboration, with both teams expected to work together in a collaborative, cooperative and flexible way. The end result is that DCC condensed this procurement process from more than three months to just two days.

## Delivering Social & Economic Benefit

**Sustainable Procurement Hub (The Hub)**

[Accenture LLP](#)

At Accenture, we believe every business must be a sustainable business, as customers, employees, partners, regulators, and communities demand more progress and greater transparency.

We continue to invest in new technology and processes to help us have greater visibility into the ESG performance of our suppliers. We have utilized our Sustainable Procurement hub, which is live in more than 30 countries to conduct more than 3,000 sustainability assessments. Because when we have greater visibility into the ESG performance of our suppliers, it helps us make better purchasing decisions and, in turn, enable more sustainable practices.

**Electricity Contract and Battery Energy Storage System**

[NSW Treasury](#)

NSW Government electricity contract supported a large-scale battery development helping to keep the lights on, keep costs down during peak energy periods, and support more renewable energy to come online. This is a prime example of how NSW Government used its whole-of-government procurement scale to partner with our key suppliers to drive action within industry, as well as enable local jobs and businesses.

**New Zealand Green Investment Finance Limited**

[The New Zealand Climate Clause Bank](#)

New Zealand Green Investment Finance and 11 of New Zealand's leading national and regional law firms have collaborated to produce an open-source database of industry-negotiated clauses, based on the work of The Chancery

Lane Project, designed to embed climate consciousness in all contracts in which they are used – the New Zealand Climate Clause Bank.

This is a world-leading collaboration designed to bring climate-aligned contract drafting to the mainstream, through a project that can be the model for legal industry collaboration to address the climate crisis. It allows for the aggregation of many small actions - something crucial if the world is to meet climate targets.