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School Infrastructure NSW
Request for Tender
Strategic Advisory Panel – Strategic
Transactions
Part B – Specifications

SINSW03295-A/22
Finance and Funding Solutions

SPECIFICATION DETAILS

Business Objectives	<p>Strategic Transactions require ongoing, high level, strategic advisory services across a range of projects. These projects are at various stages across the lifecycle, and the strategic advisors will support governance, procurement, and delivery processes and dealings with stakeholders, including private sector interactions to innovate delivery of schools and achieve best value outcomes for the local community and the State.</p> <p>The objective of this procurement is to identify a panel of expert strategic advisor resources with a background in finance and funding to support the delivery of schools through alternative procurement/developer lead models that SINSW can access as required to deliver discrete packages of work.</p>
Background	<p>SINSW are continually seeking to innovate and look for new and better ways to delivery new and upgraded schools. Opportunities including land and real estate that have the potential to create value around the development of new schools, including the possibilities of functional integration, joint or full funding of a school, as well as innovative contractual arrangements.</p> <p>SINSW is actively encouraging industry, and its representatives, to identify proposals that recognise the potential value of new schools in precinct developments. By creating a front door for developers, SINSW can now provide a recognised pathway for external parties to explore opportunities with SINSW beyond business as usual. These interactions also circle back and feed into our school design and delivery models.</p>
General Description / Scope of Works	<p>This engagement will involve providing high level, expert advice, and support, to the Strategic Transactions Team and school project teams.</p> <p>We are specifically looking for strategic advisors with expert knowledge of financing and funding of complex delivery projects.</p> <p>The general scope of works would include:</p> <ul style="list-style-type: none"> Assess the value for money financial model and documentation against the Public Sector Comparator (PSC), provide a report that provides the assessment of the offer to the PSC. Provide financial analysis of the model to be applied including a final letter of advice / report. Develop workshop slides and deliver a workshop for SINSW and other interested stakeholders on the implications of the new leasing standard including examples of key elements of government policy to consider in relation to minimising lease liabilities and the impact on the following key fiscal aggregates. Provide accounting advice on the accounting implications for DOE's balance sheet, arising from the developer led proposals, including potential implications on the State's key fiscal aggregates as set out above, i.e GGS expense, Net Operating Balance and Net Debt. Produce reports as requested and participate in the assurance and other review mechanisms. Provide support to, and documentation for the procurement process (EOI, ROI, RFP, Market soundings) for alternative school delivery as required. Provide verbal and written ad hoc advice when requested. Attend Meetings as requested. <p>These identified experts will have significant experience in industry engagement, business strategies, commercial partnership models, with a deep understanding of government processes. They will also help in the peer review of strategic analysis and discussion papers for industry and key stakeholders.</p> <p>Whilst individuals maybe part of larger organisations, the focus is on individual expert resources to provide the services rather than collective knowledge of an organisation. Individuals put forward should have complete knowledge in the category of engagement they are nominated for.</p>

Part B - Specifications

<p>Deliverables</p>	<p>SINSW will appoint a panel of providers, each of whom SINSW will approve nominated resources to be available via the contract. Only resources approved by SINSW through the tender process are to provide the services (unless agreed otherwise by SINSW)</p> <p>During the course of the engagement SINSW will scope individual pieces of work and from time to time as required, SINSW will call appropriate resources from a contracted service provider for specific projects to deliver specific outcomes.</p> <p>Nominally, SINSW anticipate requiring specialist resources up to 2 days per week. However, as resourcing requirements are subject to the requirements of various projects and their progress, peaks and troughs may occur in the resource demands of SINSW i.e. some weeks, there may be less than a 2 days per week resource requirement, whereas in other weeks, there may a requirement for contracted resources to be available for more than 2 days per week to support SINSW's project requirements.</p> <p>SINSW will identify and call off appropriate resources to undertake individual identified scopes of work, via a work order, at the contracted daily rates agreed as part of the outcome of this tender.</p> <p>Any agreed costs additional to the agreed resource rates are to comply with the Standard Commercial Framework Disbursement Policy (see appendix A) which will be applied to this contract.</p>
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