

NZGTTM webinar series 2025

Webinar 4: Procuring for a risk-based approach

20 May 2025

Opening karakia

Tūtawa mai i runga

Tūtawa mai i raro

Tūtawa mai i roto

Tūtawa mai i waho

Kia tau ai

Te mauri tū, te mauri ora

Ki te katoa

Haumi e, hui e, tāiki e

Come forth from above,




below, within,

And from the environment

Vitality and wellbeing for all


Strengthened in unity.

NZGTTM webinar series 2025

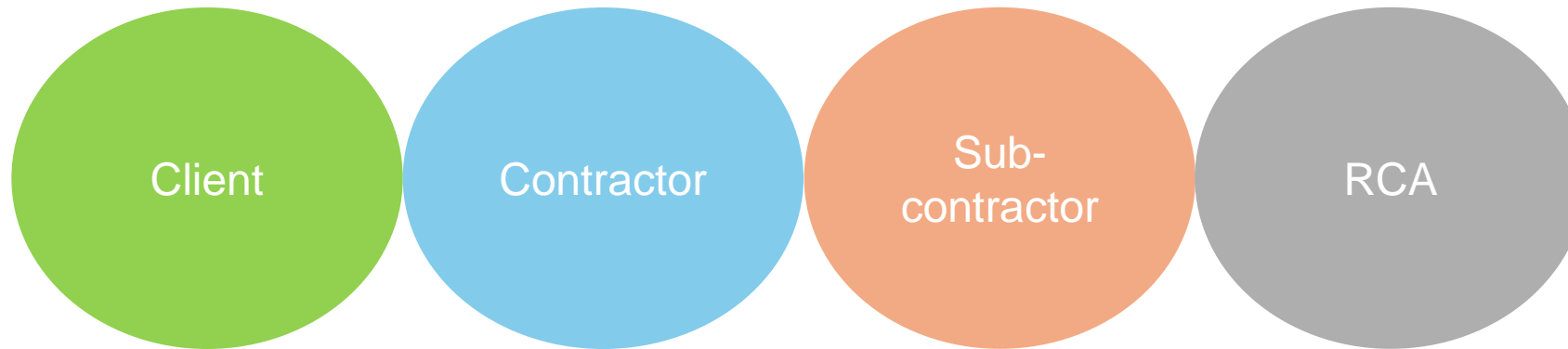
Webinar	Topic	Date	
Webinar 1: Introducing the NZGTTM	A refresh on what a risk-based approach is about and where the sector is at with the change	Tuesday 25 March 2025, 2.30pm	
Webinar 2: TTM Credentials Framework - overview	For anyone who wants to learn about the TTM Credential Framework development, micro-credentials available now, and what you can expect in 2025.	Tuesday 8 April 2025, 2:30pm	
Webinar 3: TTM Competency - what you need to know now	From a practical perspective, we'll discuss what people need to do right now to show competency.	Wednesday 30 April 2025, 2:30pm	
Webinar 4: Procurement	Primarily for clients and project managers; but may be of interest to supplier contract managers.	Tuesday 20 May 2025, 10:30am	
Webinar 5: How to do a risk assessment	A step-by-step session explaining the importance of risk management and practical exercises to teach people how to do risk assessments.	Tuesday 10 June 2025, 10:30am	
Webinar 6: Assurance	While every PCBU should have their own audit and assurance programme, we look at what's happening in this space across the sector.	Tuesday 1 July 2025, 2:30pm	
Webinar 7: Wrap-up session	Dedicated open FAQ session.	Tuesday 15 July 2025, 2:30pm	

TODAY

What we'll cover today

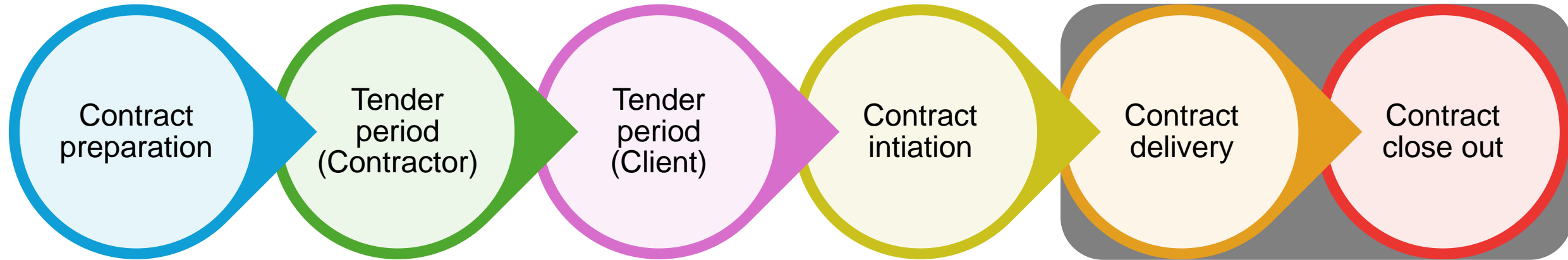
- 
1. Setting the scene – things will be different
 2. What's already happening
 3. Procurement lifecycle
 4. Key messages
 6. Available resources & support

Setting the scene – different TTM duties

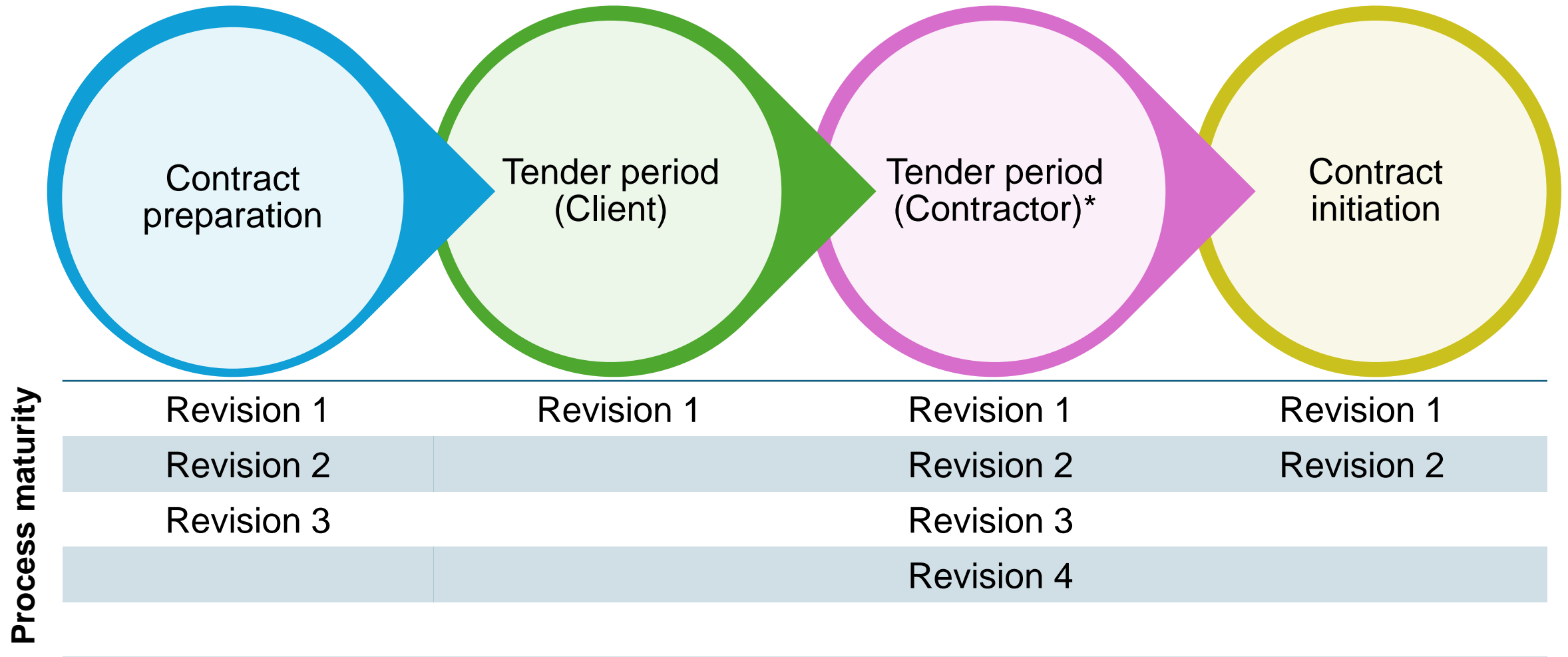


Accountable for			
Procuring for H&S outcomes <i>(from HSWA 2015 and WorkSafe GPG)</i>	Delivering activity safely <i>(from HSWA 2015 and WorkSafe GPG)</i>	Work closely with the contractor to help manage risks <i>(from HSWA 2015 and WorkSafe GPG)</i>	Safety of road network <i>(from LGA 1974/2002, LTA 1998)</i>

Procurement lifecycle - overview



Procurement lifecycle – transition




* Lead contractors may also have their own procurement processes for sub-contractor selection

Contract preparation



- Require contractor to comply with law – HSWA 2015 etc
- TTM scope – outcomes not detail
 - Travel delay not lanes available or minimum speed
 - Distance to bus stops not stop location
 - Pedestrian connection not footpath open
- Basis of payment – rate (people, plant, equipment) or lump sum or provisional item?
- RFT
 - Lowest price conforming
 - Quality cost trade off

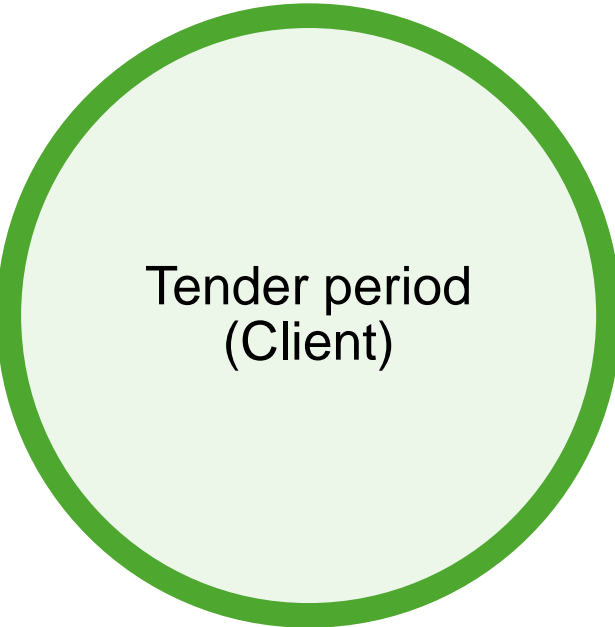
Contract preparation examples



Contract
preparation

- NZTA capital projects - generation 1
 - Require contractor to comply with law – HSWA 2015
 - Constraints and outcomes
 - Lump sums for TTM
 - Both LPC and SQM
- Chorus Field Services Agreement - generation 1
 - Customer driven contracts – time and quality key factors
 - Work is categorised and TTM is a key factor
 - Tendered works – outcome based

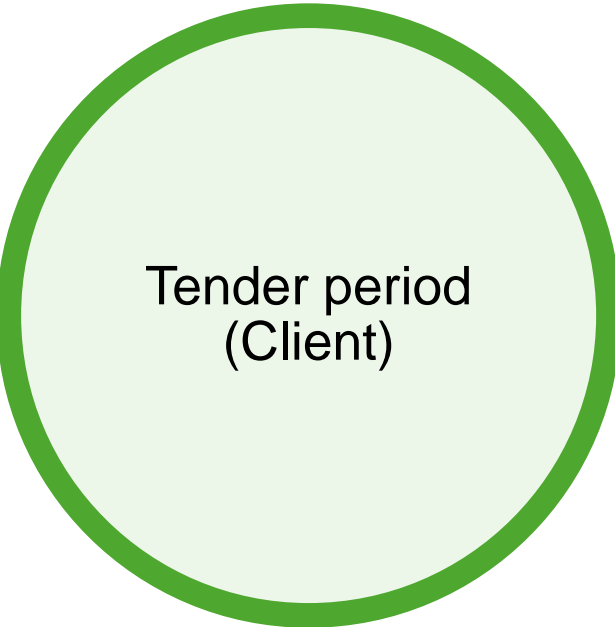
Tender period (Client)



Tender period
(Client)

- Tenderer briefings
 - Set out expectations in RFT
 - Brief contractors about new approach
- Tender requirements
 - Ask suppliers to demonstrate capability and competency – what can they do?
 - Systems, processes and policies for managing risk
 - Approach to managing
 - risk,
 - staff competency,
 - sub-contractors,
 - monitoring and review (providing assurance)
 - 3C's - engagement with contracting chain – up and down
 - Ask suppliers to demonstrate application of capability and competency to your project – what would they do?

Tender period (Client) examples



Tender period
(Client)

- NZTA capital projects - generation 1
 - Tender inception meetings for new contracts while learning
 - Summary Traffic Control Plan (TCP) – demonstrate capability and competency
 - Preliminary Traffic Risk Assessment (TRA) – demonstrate application to the project
- Looking for
 - How risks are described (maturity of risk assessment)
 - Multiple works method/risk control options (open mind to different options)
 - Why the preferred risk control option was selected (is the hierarchy of controls used)
 - How staff, subbies, monitoring/review and 3C's will be managed.

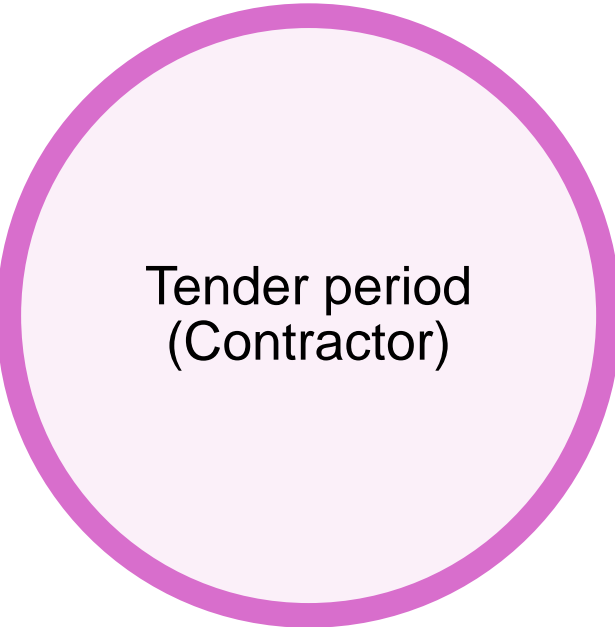
Tender period (Contractor)



Tender period
(Contractor)

- Understand /Interpret /Infer:
 - Requirements of the RFT
 - What information is being sought?
 - How the tender will be evaluated (Safety and value)
- As lead PCBU show capability and competency in:
 - Processes, systems, and policies for managing risk
 - Some focus areas?
 - 3C's engagement, integrated planning
 - H&S plus other risks,
 - Application of the Hierarchy of Controls,
 - Staff competency,
 - Sub-contractors,
 - Assurance.
- Your proof stories

Tender period (Sub-Contractor) examples



Tender period
(Contractor)

- Undertaking site meetings alongside the Lead Contractor and Client.
- Working closely to develop aligned methodologies for safe and efficient works.
- Showcasing a proven track record of successful and complex TTM projects.
- Lots of investment into pricing work with no guarantees
- Risk of developed methodologies being self-delivered by contractor.
- High trust or formal partnerships between TTM provider's and Lead Contractor's are highly valued.

Contract initiation



Contract
initiation

- Client
 - Require management plans to be put in place
 - Review and feedback on final risk assessment
 - Working with supplier to bring management plans to life
- Contractor
 - Finalise management plans
 - Finalise and submit risk assessment
 - Detailed design of risk controls
 - Seek approvals as needed
 - Sub-contractor initiation

RCA what is your role?

- Consult, coordinate and cooperate
 - *RCA's provide feedback on the risk control plans to refine post contract award.*
- Network activity coordination.
 - Multiple activities sequencing.
- Regulatory approvals
 - LGA / GRPA
 - LTA rules
 - Vehicle restrictions 1965

RCA's are not in the contracting chain – cannot change others legal and contractual obligations.

Key messages

	CLIENT	CONTRACTOR	SUB-CONTRACTOR	RCA
Key Takeaway	Procure for outcomes, not solutions	Demonstrate risk-based competency and process, not compliance	Demonstrate risk-based competency, not compliance	RCA's role will change and require review and engagement with risk assessment process
Where to next?	<ul style="list-style-type: none"> - Identify, assess and make required changes to contracts (work with procurement) - Review training required for PMs / Contract Managers - Coordinate with TTM SMEs for support 	<ul style="list-style-type: none"> - Be ready to demonstrate your risk-based competency and processes during tender periods - Review sub-contractor selection for the above - Readiness to apply preliminary risk consideration for tenders 	<ul style="list-style-type: none"> - Ready to demonstrate your risk-based competency and processes during tender periods - Be ready to apply preliminary risk consideration during tender processes 	<ul style="list-style-type: none"> - Familiarise and work with your team to understand risk-based approach - Stay across any contract changes within your organisation - Readiness to support sector change

Resources

- NZTA contract template SM031 Chapter A1 and A6:
<https://www.nzta.govt.nz/resources/state-highway-construction-contract-proforma-manual/>
- Check our ISG and NZTA websites for webinar recording and presentation:
<https://www.ttm-isg.org/>
<https://www.nzta.govt.nz/roads-and-rail/new-zealand-guide-to-temporary-traffic-management/>
- Questions: email info@ttm-isg.org or ttm@nzta.govt.nz

Your questions

Closing karakia

Hoea ki uta

Hoea ki tai

**Hoea ki te kotahitanga o tātou
katoa**

Kia māia

Kia ngākau aroha

Eke panuku

Eke Tangaroa

Haumi ē, Hui ē,

Tāiki ē

Journey from the mountains

to the sea

Journey safely together united as
one

Be brave

Be caring

Acknowledge the unseen forces
of the land and sea to inspire
success and achievement

Come together, gather together

United together