

# NZGTTM webinar series 2025

Webinar 4: Procuring for a risk-based  
approach

20 May 2025

# Opening karakia

**Tūtawa mai i runga**

Come forth from above,

**Tūtawa mai i raro**

below, within,

**Tūtawa mai i roto**

And from the environment

**Tūtawa mai i waho**

Vitality and wellbeing for all

**Kia tau ai**

Strengthened in unity.

**Te mauri tū, te mauri ora**

**Ki te katoa**

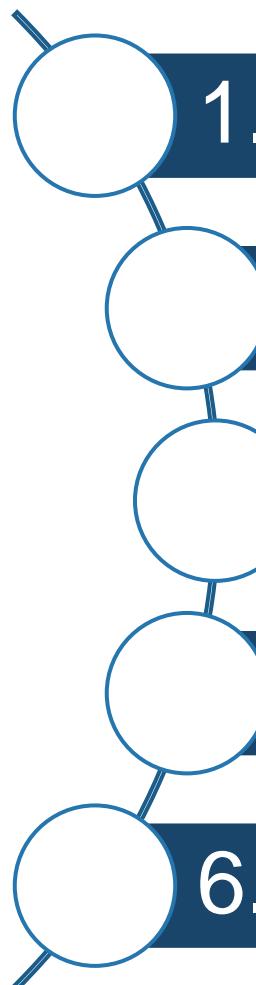
**Haumi e, hui e, tāiki e**

# NZGTTM webinar series 2025

Webinar	Topic	Date
<b>Webinar 1: Introducing the NZGTTM</b>	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 
<b>Webinar 2: TTM Credentials Framework - overview</b>	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 
<b>Webinar 3: TTM Competency - what you need to know now</b>	From a practical perspective, we'll discuss what people need to do right now to show competency.	Wednesday 30 April 2025, 2:30pm 
<b>Webinar 4: Procurement</b>	Primarily for clients and project managers; but may be of interest to supplier contract managers.	Tuesday 20 May 2025, 10:30am
<b>Webinar 5: How to do a risk assessment</b>	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
<b>Webinar 6: Assurance</b>	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
<b>Webinar 7: Wrap-up session</b>	Dedicated open FAQ session.	Tuesday 15 July 2025, 2:30pm

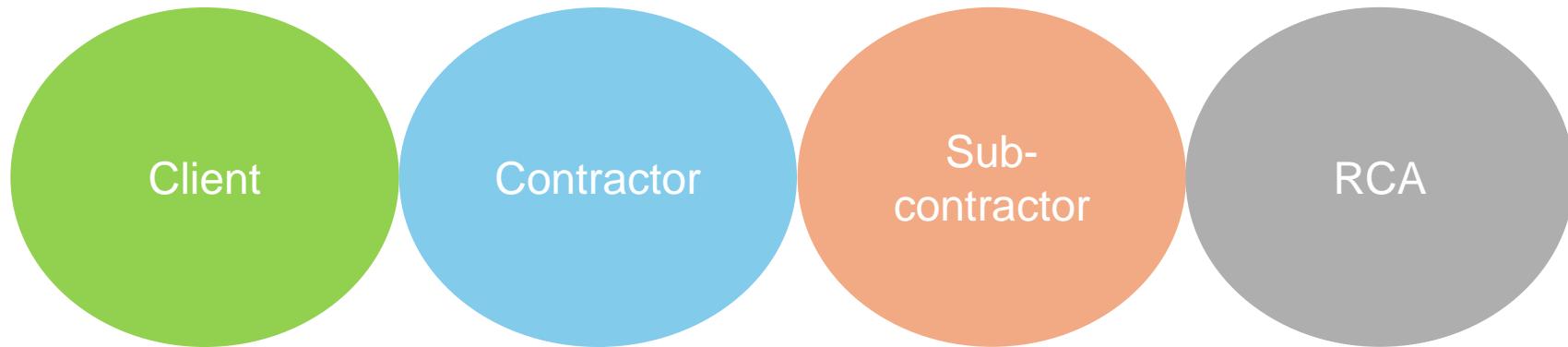
**TODAY**

# What we'll cover today



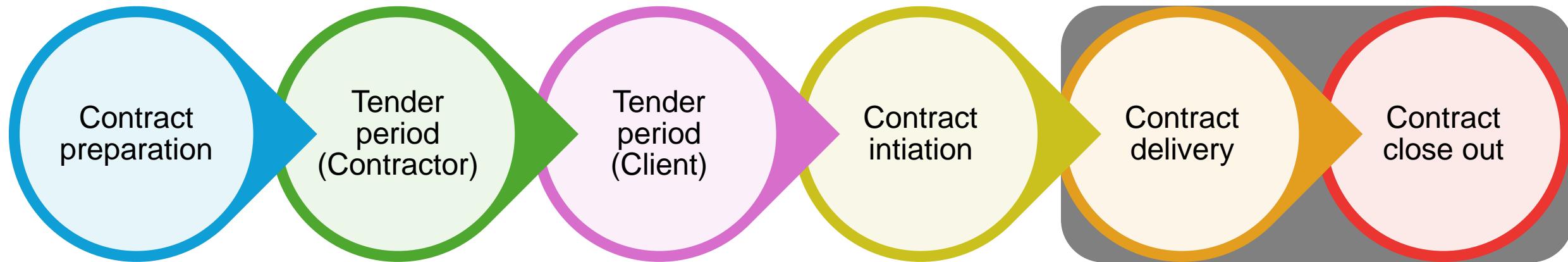
1. Setting the scene – things will be different
2. What's already happening
3. Procurement lifecycle
4. Key messages
6. Available resources & support

# Setting the scene – different TTM duties

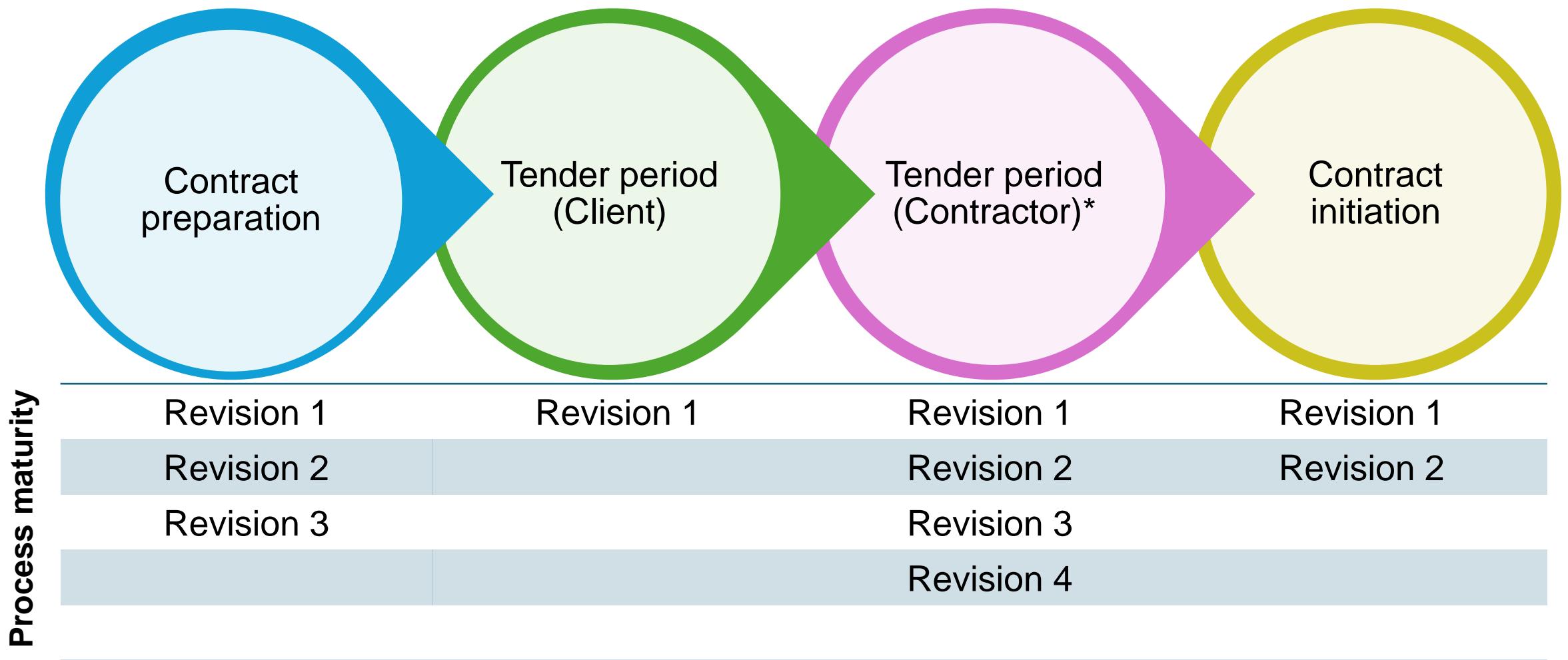


Accountable for			
Procuring for H&S outcomes  <i>(from HSWA 2015 and WorkSafe GPG)</i>	Delivering activity safely  <i>(from HSWA 2015 and WorkSafe GPG)</i>	Work closely with the contractor to help manage risks  <i>(from HSWA 2015 and WorkSafe GPG)</i>	Safety of road network  <i>(from LGA 1974/2002,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



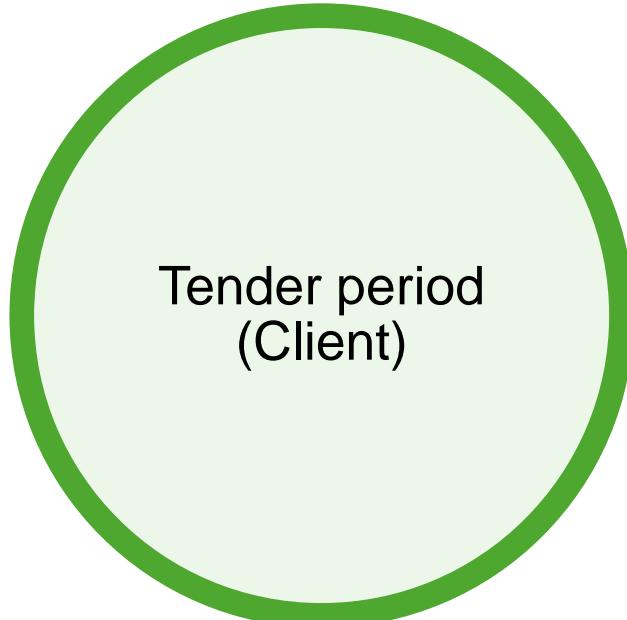
# Contract preparation examples



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

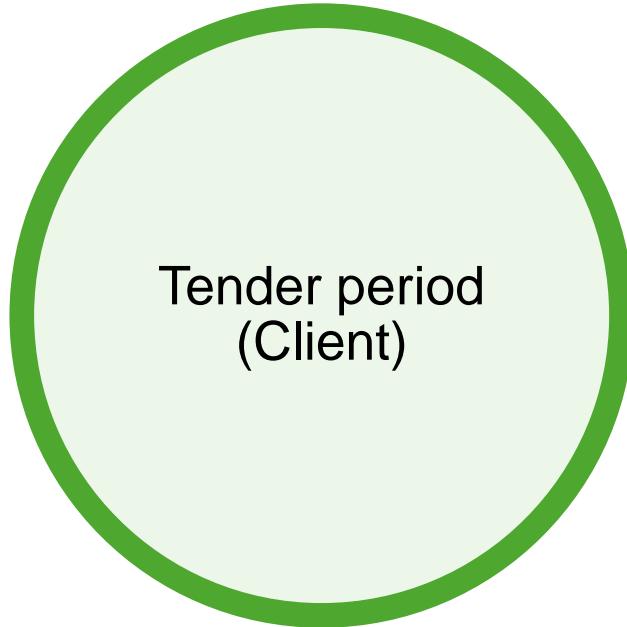
# Tender period (Client)



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)

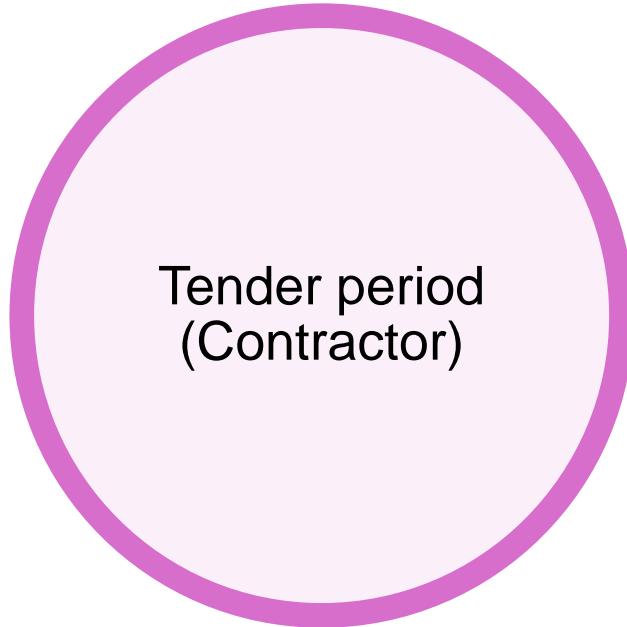
- NZTA capital projects - generation 1
  - Tender inception meetings for new contracts while learning
  - Summary Traffic Control Plan (TCP) – demonstrate capability and competency
  - Preliminary Traffic Risk Assessment (TRA) – demonstrate application to the project
- Looking for
  - How risks are described (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

RCAs 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"><li>- Identify, assess and make required changes to contracts (work with procurement)</li><li>- Review training required for PMs / Contract Managers</li><li>- Coordinate with TTM SMEs for support</li></ul>	<ul style="list-style-type: none"><li>- Be ready to demonstrate your risk-based competency and processes during tender periods</li><li>- Review sub-contractor selection for the above</li><li>- Readiness to apply preliminary risk consideration for tenders</li></ul>	<ul style="list-style-type: none"><li>- Ready to demonstrate your risk-based competency and processes during tender periods</li><li>- Be ready to apply preliminary risk consideration during tender processes</li></ul>	<ul style="list-style-type: none"><li>- Familiarise and work with your team to understand risk-based approach</li><li>- Stay across any contract changes within your organisation</li><li>- Readiness to support sector change</li></ul>

# 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](mailto:info@ttm-isg.org) or [ttm@nzta.govt.nz](mailto:ttm@nzta.govt.nz)

# Your questions

# Closing karakia

**Hoea ki uta**

Journey from the mountains

**Hoea ki tai**

to the sea

**Hoea ki te kotahitanga o tātou  
katoa**

Journey safely together united as  
one

**Kia māia**

Be brave

**Kia ngākau aroha**

Be caring

**Eke panuku**

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

**Eke Tangaroa**

Come together, gather together

**Haumi ē, Hui ē,**

United together

**Tāiki ē**