

Purpose

This document is to provide GANDEN employees and GANDEN clients our policy for teaming on Design and Construct tenders.

GANDEN Clients

GANDEN has excellent working relationships with many construction companies. GANDEN is often approached to provide design pricing and/or tender designs by multiple companies. It is GANDEN's policy to ensure we provide all our valued clients the best opportunity to win work, which includes nominating us as the design consultant.

Non-Exclusivity

GANDEN has a responsibility to keep its staff employed, and therefore cannot place itself in a position where we limit our prospects to win work on current, or future, tenders by excluding our valued clients from tendering with us.

GANDEN's chance of success is largely tied to the construction contractor's tender price, contract terms and submission quality, all of which GANDEN has no visibility or influence on. GANDEN accepts that construction contractors will obtain pricing from other design consultants.

Exclusivity

GANDEN may agree exclusivity on major tenders or expressions of interests, and would seek the following with it's construction tendering partner in the tendering agreement: -

- Design fees payable for the tender design at rates at or above our cost
- Full access to the tender submission with equal say in the tendered price and contract terms
- Agreement to work exclusively with GANDEN if the project is won
- Commitment to submit the tender
- Commitment to agree Contract terms with the Principal if preferred tenderer

Tender Design Fees

GANDEN offers reduced fees, with a win bonus for tender designs. Generally, the fee reduction means GANDEN will incur a loss if the project is not won. Procuring a tender design from GANDEN for reduced fees does not guarantee exclusivity.

Confidentiality

GANDEN has nothing to gain, but a lot to lose if client confidentiality is breached. Anyone partnering with GANDEN is ensured of confidentiality. We are happy to put the following in place if requested: -

- Sign confidentiality agreements
- Have our staff working out of client's offices, other GANDEN offices or from home
- Set up dedicated tender directories with controlled access, etc.

This policy is communicated to all personnel, is available from our website and displayed in our corporate offices.



Darron Nutt
Managing Director - GANDEN Pty Ltd

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