

Brooke

Three Billion Dollars and Forty Years

How Brooke's Government client rapidly transformed their engagement model within a narrow window of opportunity.



Our client had been evolving with regulatory changes, but their relationships with Industry suppliers were falling behind. Everyone was working towards different goals, and there was a heavy reliance on an overseas supply chain for support. If left unfixed, our client's supplier contracts would expire within 9 months, and their \$3bn asset would fail to deliver the required capability outcomes.



Our client was forced to ask, "how can we engage differently with Industry to deliver necessary whole-of-life outcomes for the asset, but make these changes rapidly and without service interruption?"



Brooke and our client worked collaboratively with end users and Industry to establish an integrated enterprise for the assets, underpinned by an outcome-focused, performance-based contracting arrangement that incentivized Industry to deliver a shared outcome with our client.

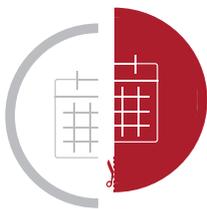
Firstly, Brooke helped our client to **define what success would look like** for the enterprise. This was then reflected in the contracting documentation to support an innovative and rapid two-stage approach to market: When this was presented to the market, the client was transparent about their gaps so that they could get the best suggestions from industry before releasing a finalised request for proposals. This rapid procurement approach was a completely new approach for our client.



After finding the right Industry partner, Brooke guided our client to help them work together with their chosen partner to **develop an integrated enterprise operating model**. This model eliminated organisational silos, and encouraged a culture of collaboration, transparency, and continuous improvement. This integration and holistic design involved end-to-end workflows, an integrated workforce and culture, and a shared governance, performance and risk management framework.

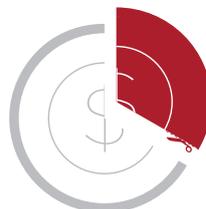
This change impacted the entire organisation from Senior Executives to those at the delivery level. Significant stakeholder engagement and management was required to facilitate stakeholder buy in and ensure the sustainability of the changes to the project schedule.

Some key benefits and results delivered included:



50% reduction in project schedule

compared to similar
Approach to Market
activities.



30% reduction in procurement costs

estimated for the client
and Industry.

By taking a **collaborative enterprise approach** and **reducing transactions** reducing transactions a reduction in Total Cost of Ownership is anticipated -



40% reduction in overheads,

equating to \$125m over
the 15-year estimated
contract term.



Realisation of intended value and benefits from embedding key reform principles including reducing transactions and 'man marking' activities to focus our people on governance and assurance.



Strengthening and onshoring the supply chain as well as increased knowledge transfer from Industry to our client's organisation.

Rapid Transformation | Meaningful Results

If you want to solve your problem faster
then talk to our Account Directors.



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