

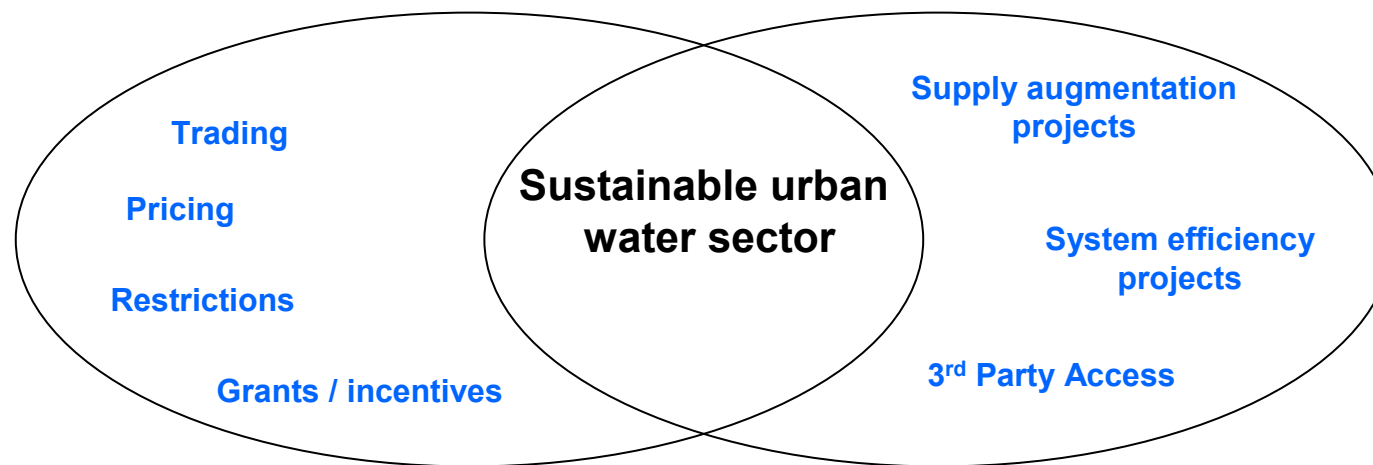


Prospects for Private Sector Participation

A sustainable urban water sector

Managing Demand

Securing Supply



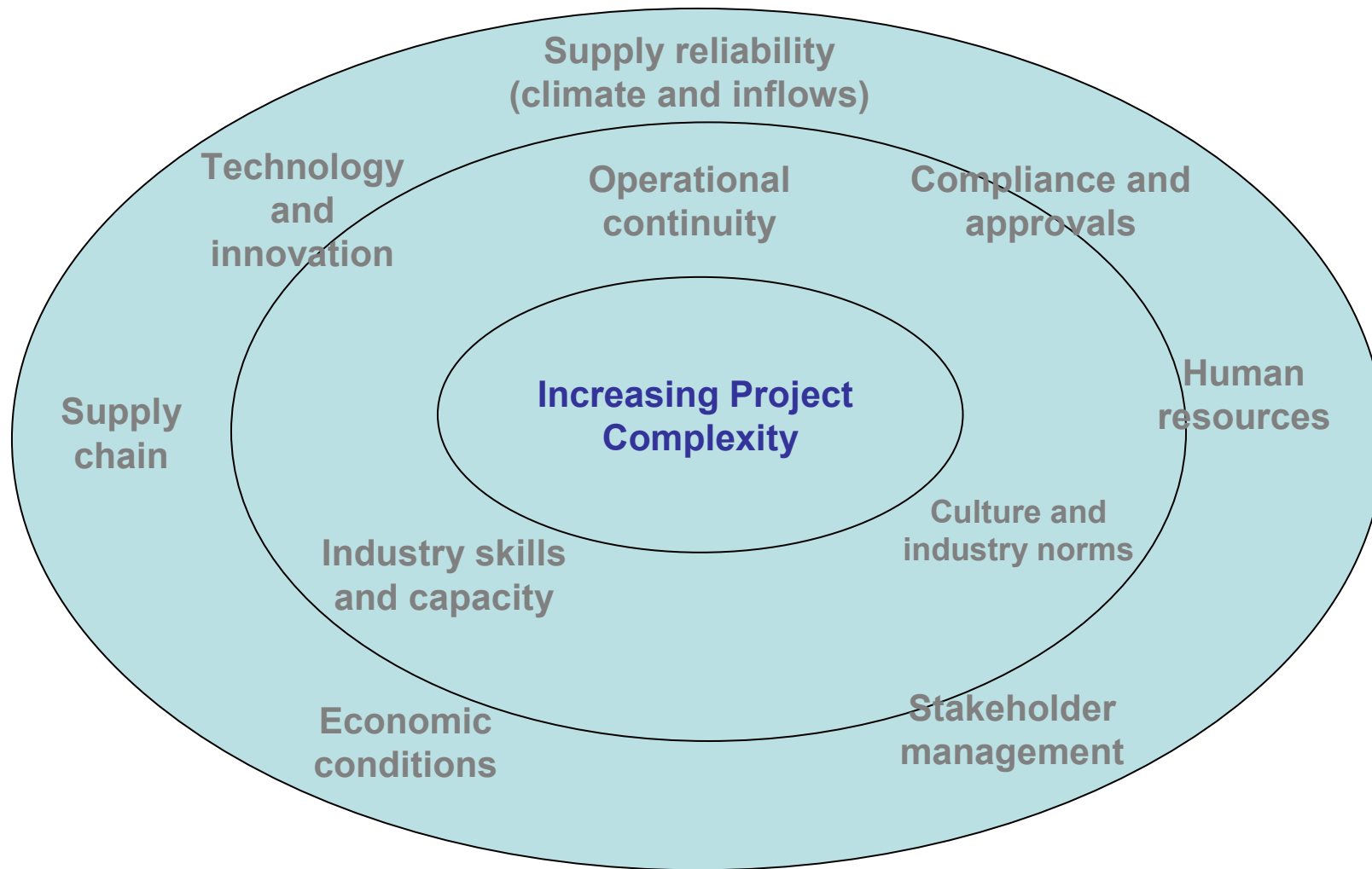
Policy Solutions

Infrastructure Solutions

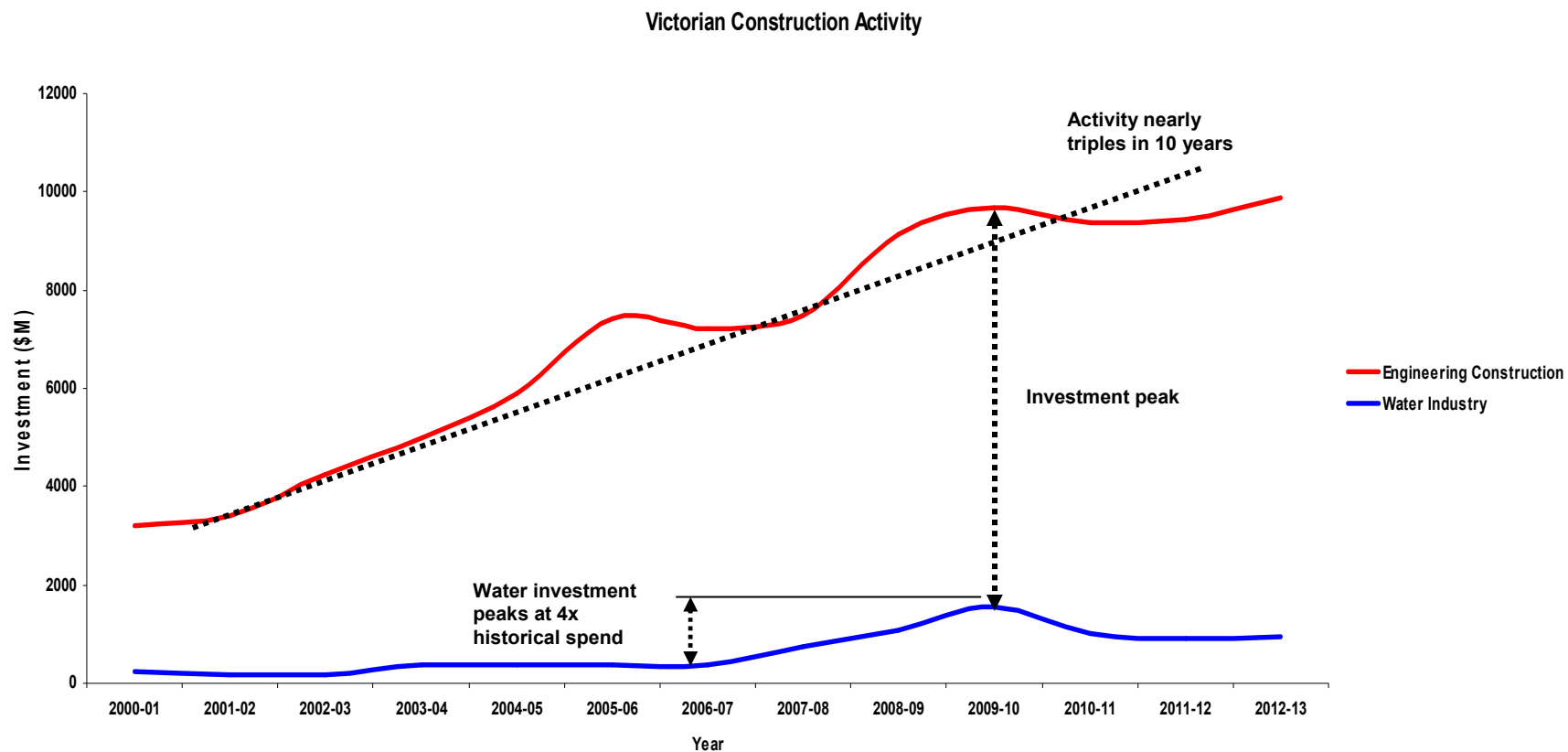
Private Sector Participation at Melbourne Water

	% Outsourced	Short/Medium term	Medium term / Long term
Opex	75%	%↑ / \$↑	<ul style="list-style-type: none">• Industry structure• Trading• 3rd party access• Project funding models• Competition and contestability
Capex	98%	\$↑ In closer partnership*	

Trends in project delivery

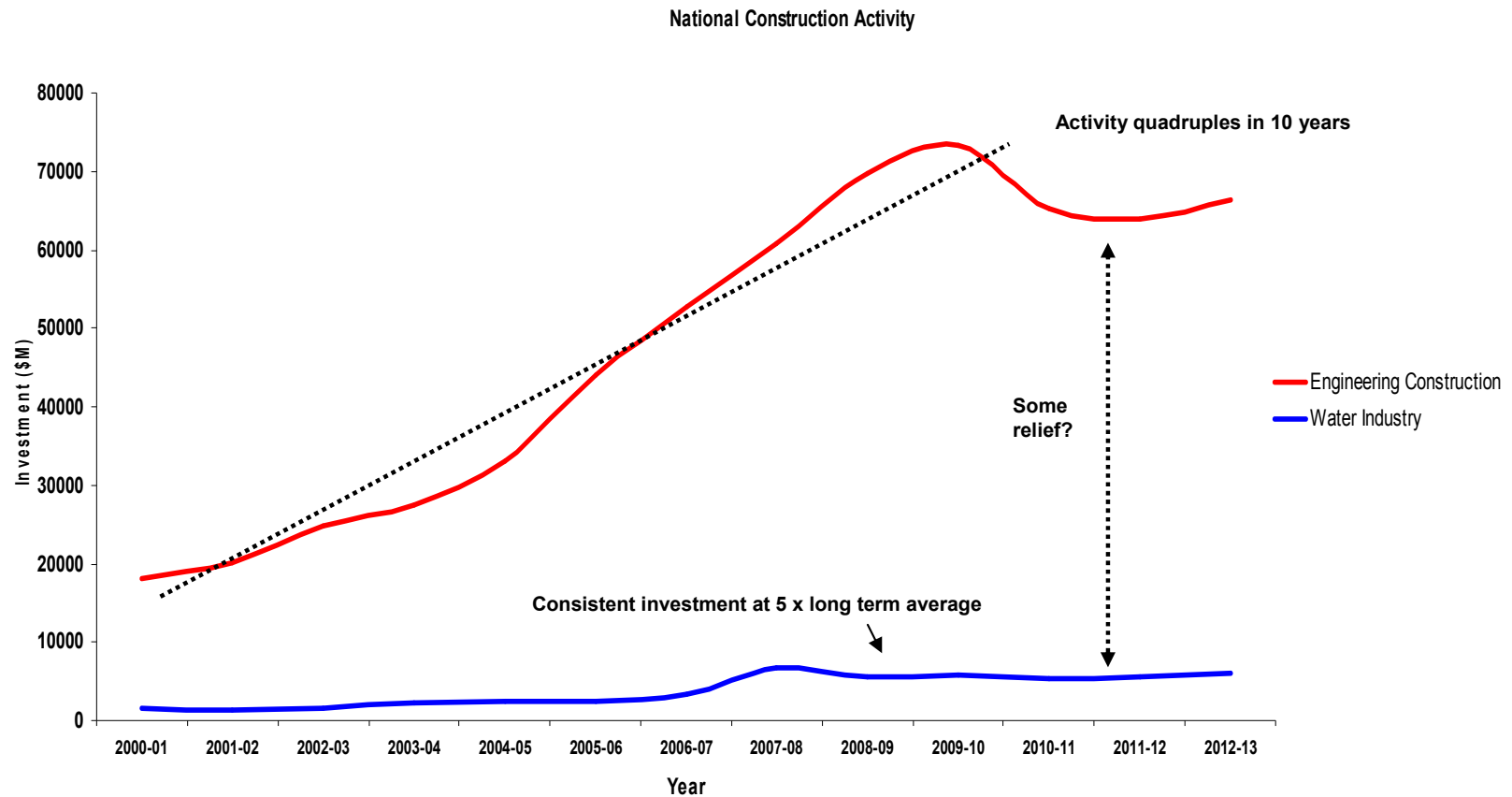


Achieving more with less through partnerships



Source – Construction
Forecasting Council 2008

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Source – Construction
Forecasting Council 2008

A Melbourne Water experience

The Challenge:

Deliver a significantly larger capital program of increasing complexity in a difficult market

Our Strategy:

Effective Partnering

4 x Program Alliances
2 x Maintenance Alliances
1 x Major Project Alliance
3 x Partnering via incentive based contracts

Our Enablers:

- An attractive, commercially sustainable and mutually beneficial offering to the market (Commitment to win – win)
- Robust Governance Framework
- Organisation wide commitment
- Cultural change and development program
- Returns linked to outcomes aligned to Melbourne Water strategic goals