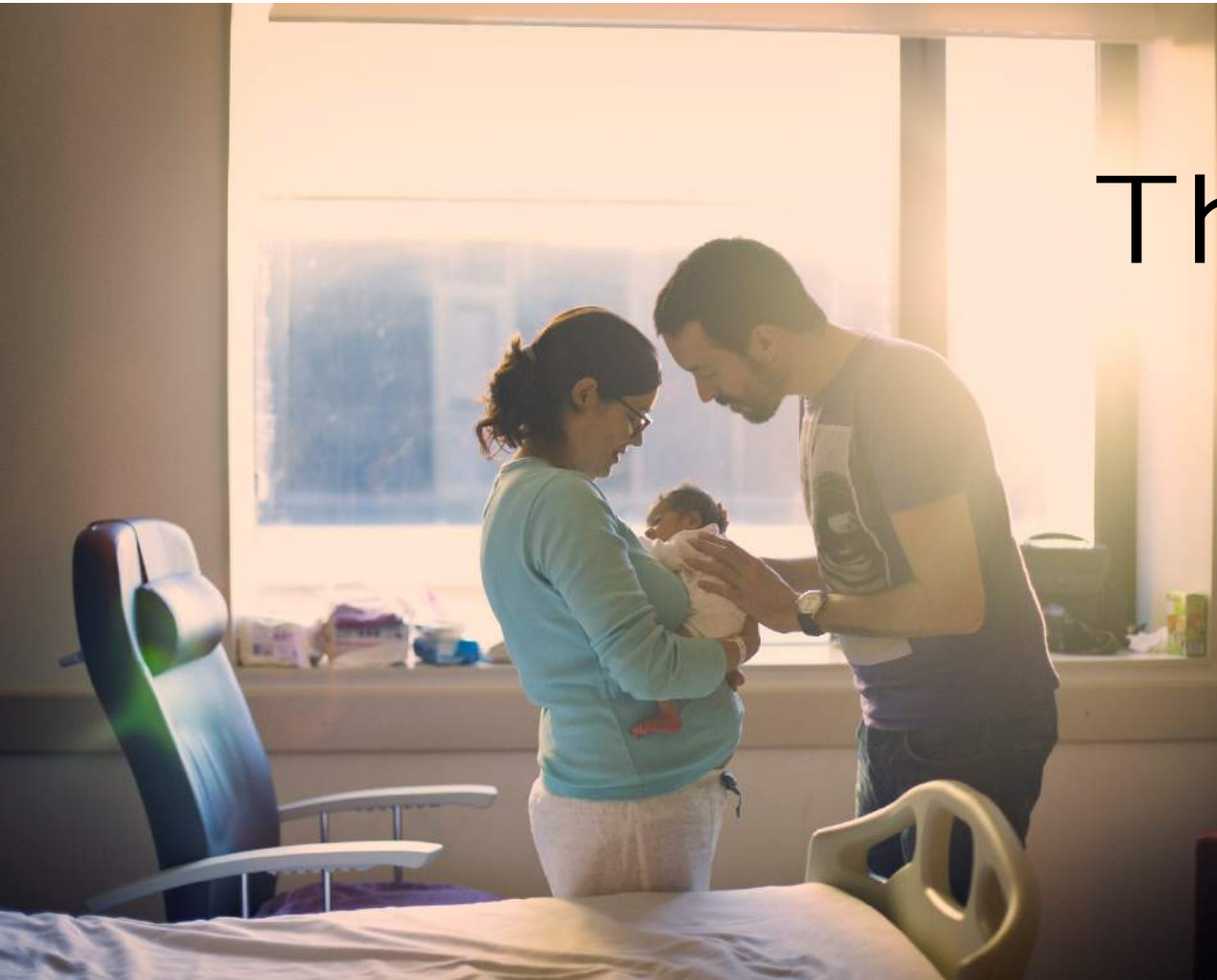


# Procurement & Productivity

- Sustainable, social and economic infrastructure





# The challenge

Strengthening New Zealand's infrastructure for tomorrow

Our challenges:

- Low productivity
- Engagement and development of our people
- Low margins and high risk transfer
- Representation needs to be sustainable
- Legacy and liability issues



# Low productivity

*“Productivity is never an accident. It is always the result of a commitment to excellence, intelligent planning and focused effort.”*

Paul J Meyer





# Low margins High risk

The race to the bottom:

- Tendering costs
- Low profit margins
- High churn
- Cash flow is king



# What can we do about it?

—



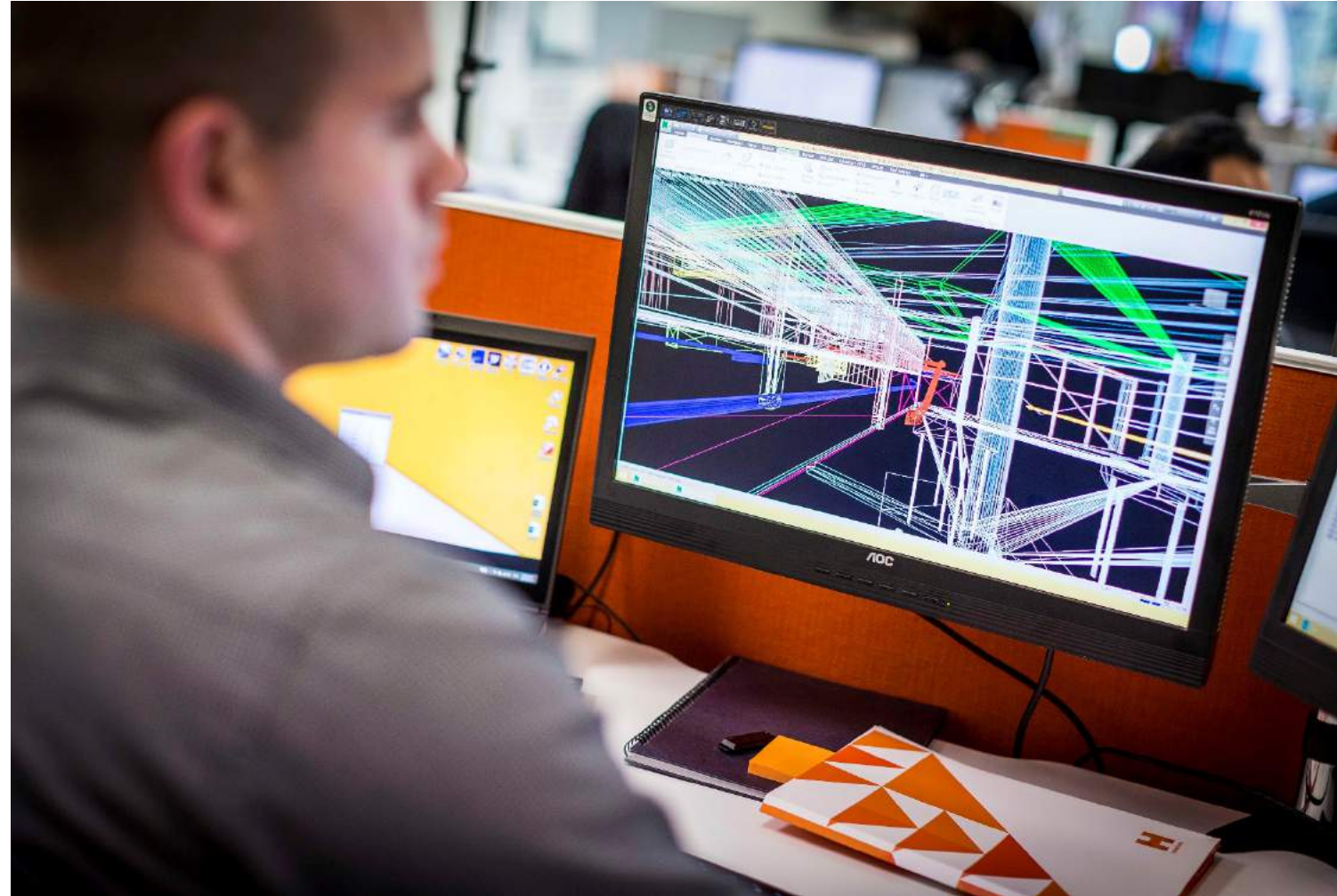


# Fund research & development



With investment we can:

- Leverage our waste products, finding new and innovative ways to reuse the by-products of our industry;
- Ensure better use of technologies;
- Commercialise New Zealand's creativity to the world.
- Maybe make prefabrication an industry wide phenomenon

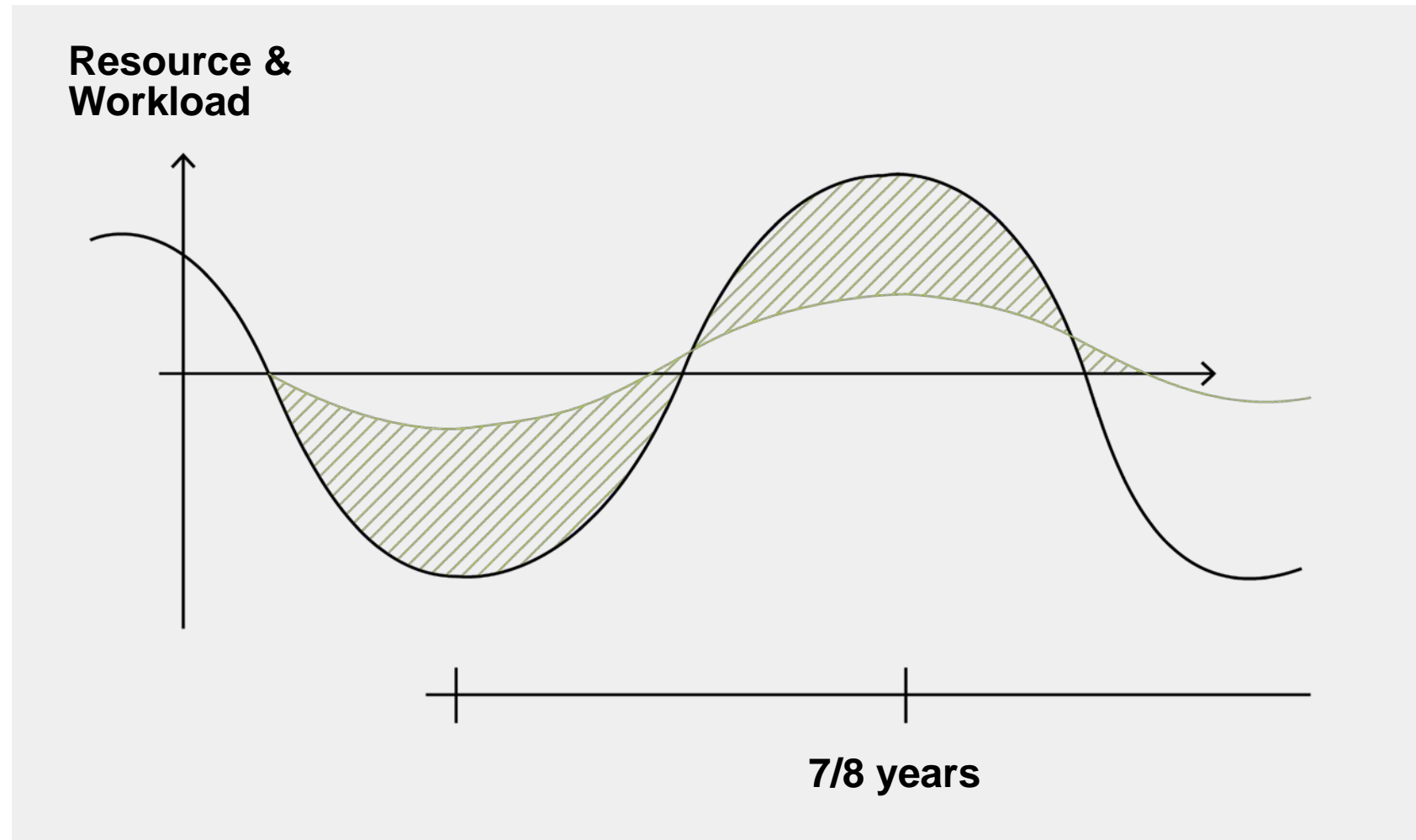


# Procurement Centre of Excellence



# Level the workload

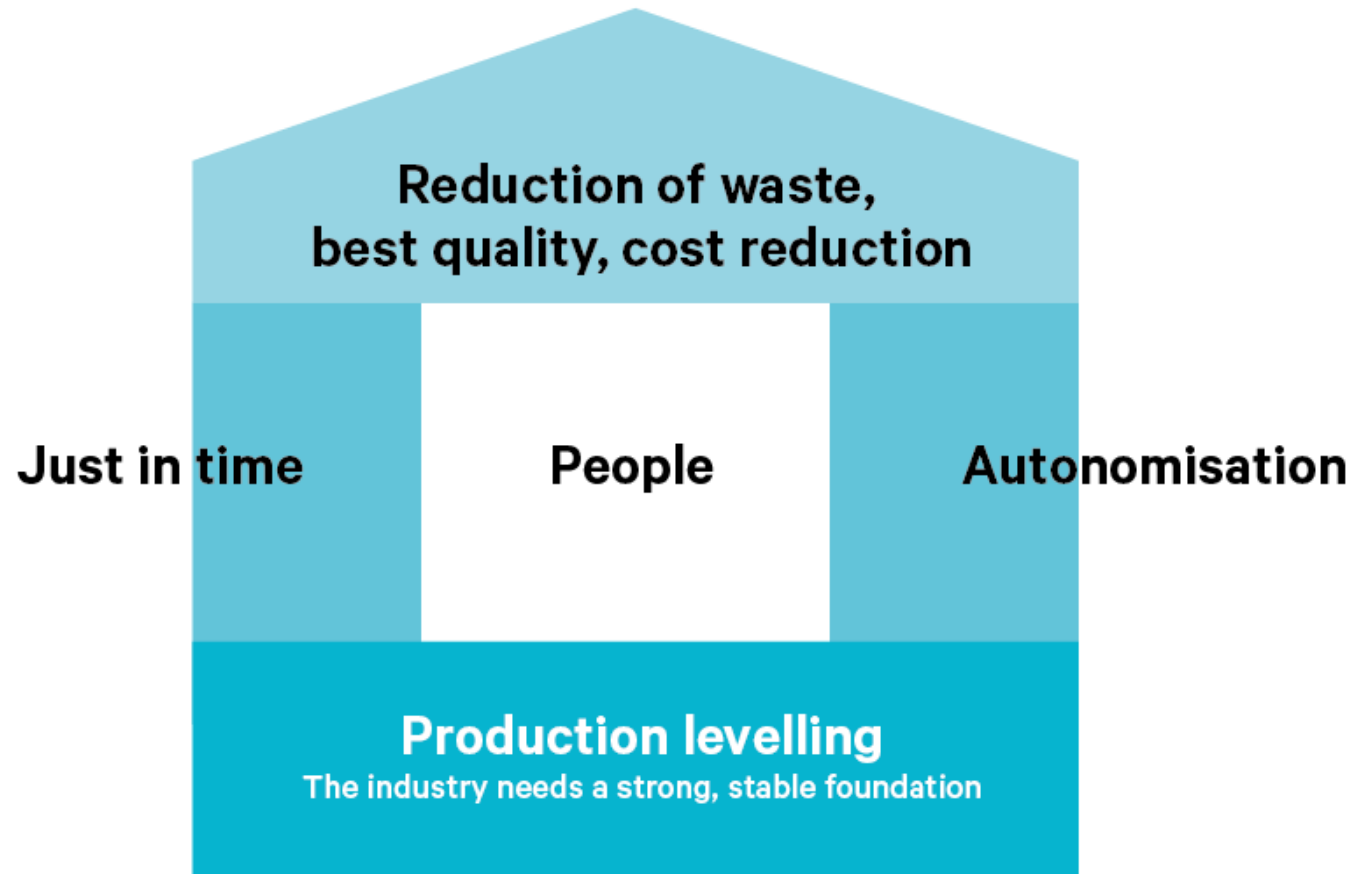
Government is best placed to level the workload with transparent, predictable programmes of work.





# Leaning houses

Efficiency can only be built when the foundations of production are strong.



# Respect for our people



Strong projects are the result of  
a committed workforce.





# Value social benefit



Building for the community of tomorrow  
with the community of today.



# Thank you

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