

# **TENDER SUBMISSION**

## **Greenfield Commercial Tower**

Mechanical Services

**Norman Disney & Young**

ABN: 29 003 874 468

Submitted: 14/12/2025

# EXECUTIVE SUMMARY

Norman Disney & Young is pleased to submit this tender for Mechanical services for the Greenfield Commercial Tower development. Our firm brings extensive experience in commercial high-rise projects and a proven track record of delivering complex projects on time and within budget.

We have assembled a dedicated project team with specific experience in Grade A commercial towers, sustainable design, and projects of similar scale and complexity. Our proposed fee of \$1,650,000.00 represents excellent value considering our experience, capability, and commitment to quality outcomes.

Key Differentiators:

- Dedicated project director with 20+ years commercial tower experience
- In-house sustainability specialists targeting 6 Star Green Star
- Local Sydney team with no interstate resourcing required
- Proven collaboration tools and document management systems
- Strong existing relationships with likely contractors

## 1. COMPANY PROFILE

Norman Disney & Young is a leading mechanical practice with offices across Australia and internationally. Founded over 50 years ago, we have grown to employ over 800 staff across 12 offices worldwide.

Our Sydney office, which will service this project, comprises 120 professionals including 45 registered practitioners. We have completed over \$5 billion worth of commercial projects in Sydney CBD over the past decade.

Recent comparable projects include:

- 200 George Street, Sydney (45 levels, \$180M construction)
- Barangaroo Tower 2 (38 levels, \$220M construction)
- Parramatta Square Building 5 (28 levels, \$95M construction)

## 2. FEE PROPOSAL

Phase	Fee (excl GST)
Schematic Design	\$247,500.00
Design Development	\$412,500.00
Construction Documentation	\$577,500.00
Tender & Procurement	\$82,500.00
Construction Administration	\$247,500.00
Post-Completion	\$82,500.00
<b>TOTAL LUMP SUM FEE</b>	<b>\$1,650,000.00</b>

### 2.1 Fee Basis and Assumptions

Our fee is based on the following assumptions:

- Project duration of 36 months from engagement to practical completion
- Design to proceed without significant scope changes after SD approval
- Client decisions within 10 business days of submissions
- Standard consultant agreement with reasonable liability caps
- No significant contamination or heritage constraints beyond brief

Exclusions from this fee:

- Survey and geotechnical investigations
- DA fees and authority charges
- Physical models (rendered images included)
- Specialist sub-consultants not named herein
- Dispute resolution and expert witness services
- Services beyond 12 months defects liability period

### 3. PROJECT TEAM

Role	Name	Experience	Allocation
Project Director	David Morrison	25 years	15%
Project Leader	Sophie Williams	18 years	40%
Senior Designer	James Chen	12 years	60%
Designer	Emily Taylor	6 years	80%
Graduate	Michael Singh	2 years	100%
BIM Manager	Rachel Lee	10 years	30%

### 4. NON-PRICE CRITERIA

#### 4.1 Methodology

Our approach to this project emphasises early collaboration and integrated design thinking. We will establish a project-specific BIM Execution Plan that enables real-time coordination with all consultants and early identification of design conflicts.

Key methodological elements:

- Fortnightly design workshops with full consultant team
- Monthly client presentations with 3D walkthrough models
- Clash detection at each design milestone
- Design freeze protocols with formal change management
- Value engineering reviews at SD and DD stages
- Sustainability scorecard tracking throughout design

## 4.2 Relevant Experience

Project	Location	Scale	Value	Completion
Chifley Tower	Sydney CBD	52 levels	\$285M	2019
Liberty Place	Sydney CBD	38 levels	\$165M	2020
Charter Hall HQ	Barangaroo	28 levels	\$120M	2021
Dexus North	North Sydney	35 levels	\$145M	2022

## 4.3 Sustainability Approach

Our firm is a leader in sustainable design, having delivered 15 projects with 5+ Star NABERS ratings in the past 5 years. For this project, we propose:

- Dedicated ESD lead embedded in project team
- Early-stage energy modelling to inform design decisions
- Material selection database with embodied carbon tracking
- Circular economy principles for construction waste minimisation
- Tenant engagement strategy for operational performance
- Post-occupancy evaluation commitment

We are confident of achieving the 5.5 Star NABERS Energy and 6 Star Green Star targets specified in the brief.

## 4.4 Risk Management

Key risks identified and our mitigation strategies:

1. Heritage facade retention  
Risk: Structural complexity and approval delays  
Mitigation: Early engagement with heritage consultant, precedent research
2. Ambitious sustainability targets  
Risk: Cost premium may exceed budget  
Mitigation: Integrated design approach, value engineering at each stage
3. Complex services coordination  
Risk: Ceiling void constraints  
Mitigation: Weekly BIM coordination, early contractor input
4. Market conditions  
Risk: Material cost escalation  
Mitigation: Early procurement advice, specification flexibility