

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 |
| TOTAL LUMP SUM FEE | \$1,650,000.00 |

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