

Strategic Tender Management

Client: Global Fertilizer Manufacturing and Distribution Company

Location: East Coast Operations, Australia

Scope: Strategic Tender Management Services

“ At the end of the projects Caliba delivered 32 negotiated supply and services contracts, with an annual cost reduction for the client of \$4.8m. ”

The client had a selection of strategic tenders to be completed for its operations. The company had its own procurement team, but did not have the capacity to complete the projects in the time required.

Caliba was engaged to manage the strategic tenders from the requirements definition phase through to the signing of contracts. The areas to be tendered included equipment hire, MRO, stevedoring, and product transport & logistics.

The stevedoring and product transport & logistics project involved 12 ports and 151 transport lanes, and many stakeholders, so the project had a very high level of complexity. Due to the strategic nature of the services it was critical that a favourable outcome was delivered for the client and supplier relationships were maintained.

At the end of the projects Caliba delivered 32 negotiated supply and services contracts, with an annual cost reduction for the client of \$4.8m.

The real benefit to the client was having the strategic services under long-term contracts with preferred suppliers. The project provided the client with peace of mind that the services were under contract, which mitigated both commercial and legal risks.

\$48m

*Contracts Value
per annum*

32

*Negotiated
Contracts*

\$4.3m

*Cost
Reduction*

