



Turner & Townsend

Unlocking the Value of Resources Projects

by Romildo Votto

PMI Adelaide, 20 July 2015

making the **difference**

We are a global project services organisation that supports businesses that invest in, own and operate assets.

 <p>A\$670m turnover</p> <p>Our turnover increased by 12 percent.</p> 	 <p>87 offices</p> <p>We opened eight new offices, giving us a total of 87 global sites.</p> 	<p>54% regional revenue</p> <p>Over half of our revenue was generated outside the UK.</p> 	 <p>A\$65m operating profit</p> <p>Our operating profit grew by 13 percent.</p> 
<p>130 countries</p> <p>We supported projects and programmes across 130 countries.</p> 	 <p>4,000 people</p> <p>We grew our workforce by 13 percent.</p> 		

Services & Sectors

Project Controls	Risk Management	Contract Services	Cost Management	Project Management
	Natural Resources Mining & Metals - Oil & Gas			
	Infrastructure Aviation – Transport – Ports & Marine - Utilities			
	Property Education - Health – Hospitality – Retail			



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Associate Director

Services:

- Project Controls
- Risk Management
- Performance Management

Industries:

- Mining & Energy
- Infrastructure & Utilities

Asset Development

Concept / Identification / Needs

- Is this a viable proposition?

Selection / Pre-feasibility / Evaluation

- Which one is the best option?

Feasibility / Definition

- Is the project feasible?

Execution / Implementation / Delivery

Benefits realisation / Production / Operations

Opportunity Framing (aka Problem Framing)

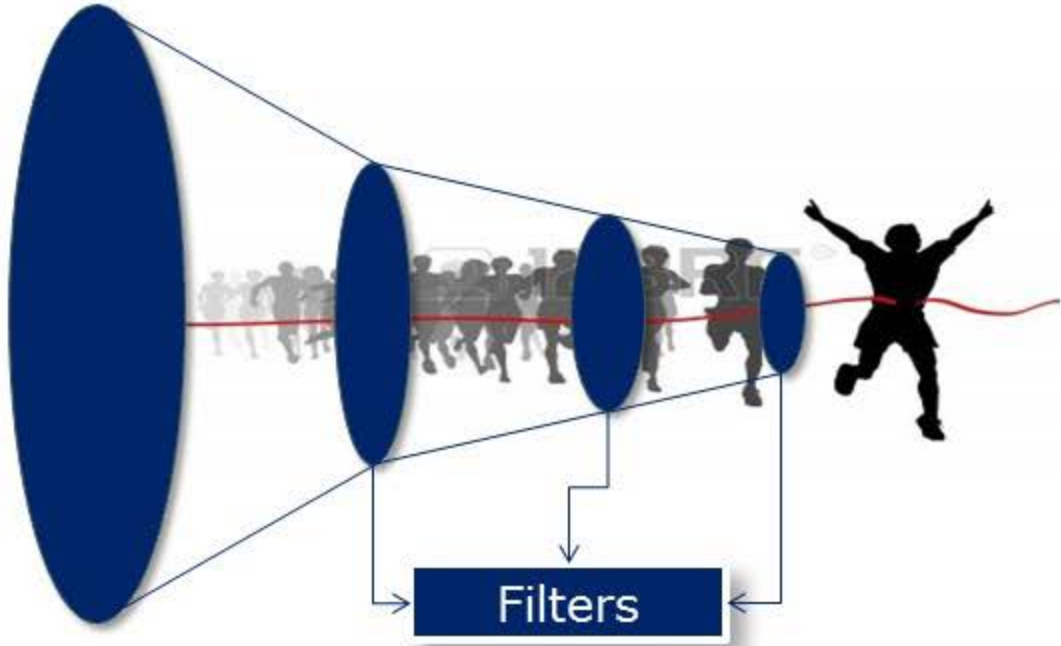


Lessons Learned



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Selecting the right value proposition



Six Thinking Hats – Edward de Bono

Blue Hat - Process

White Hat - Facts

Red Hat - Feelings

Green Hat - Creativity

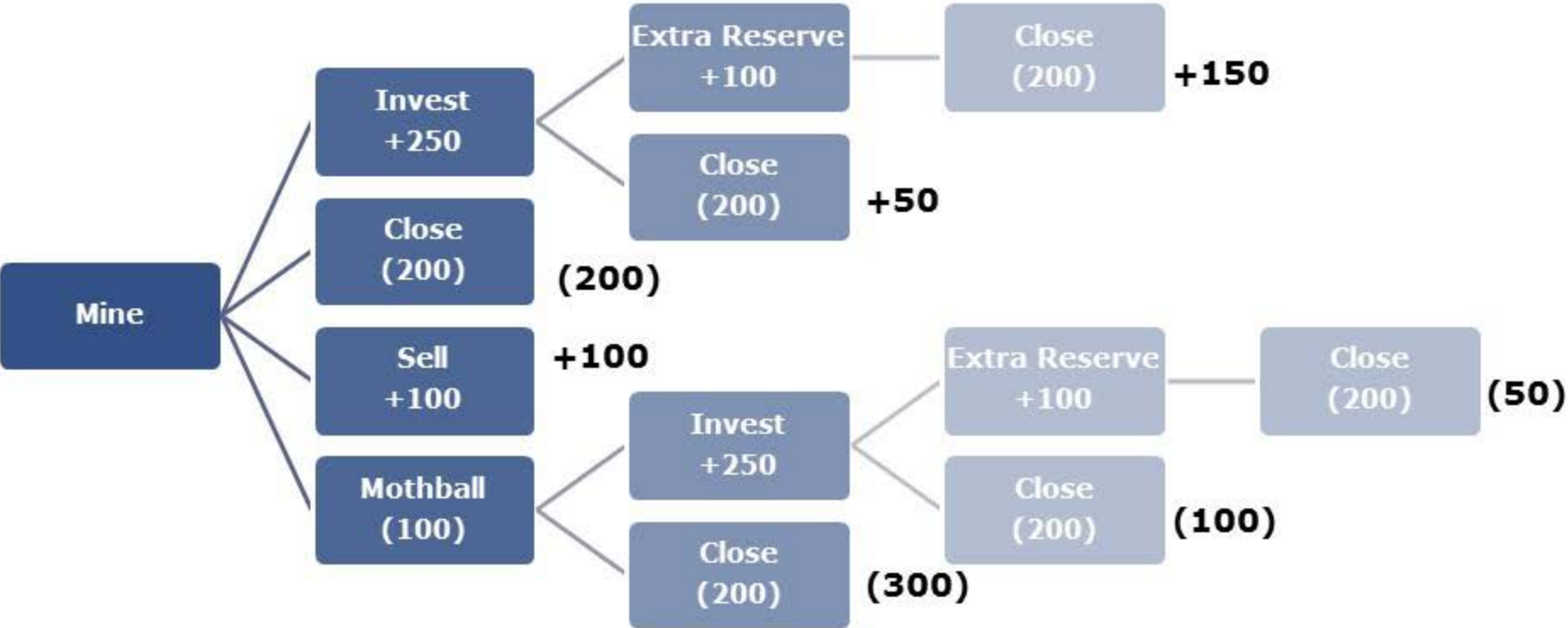
Yellow Hat - Benefits

Black Hat - Caution



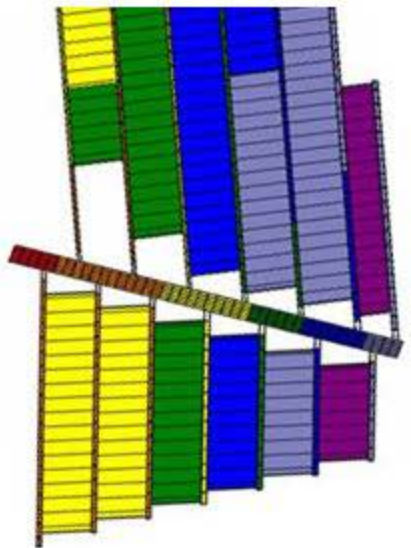
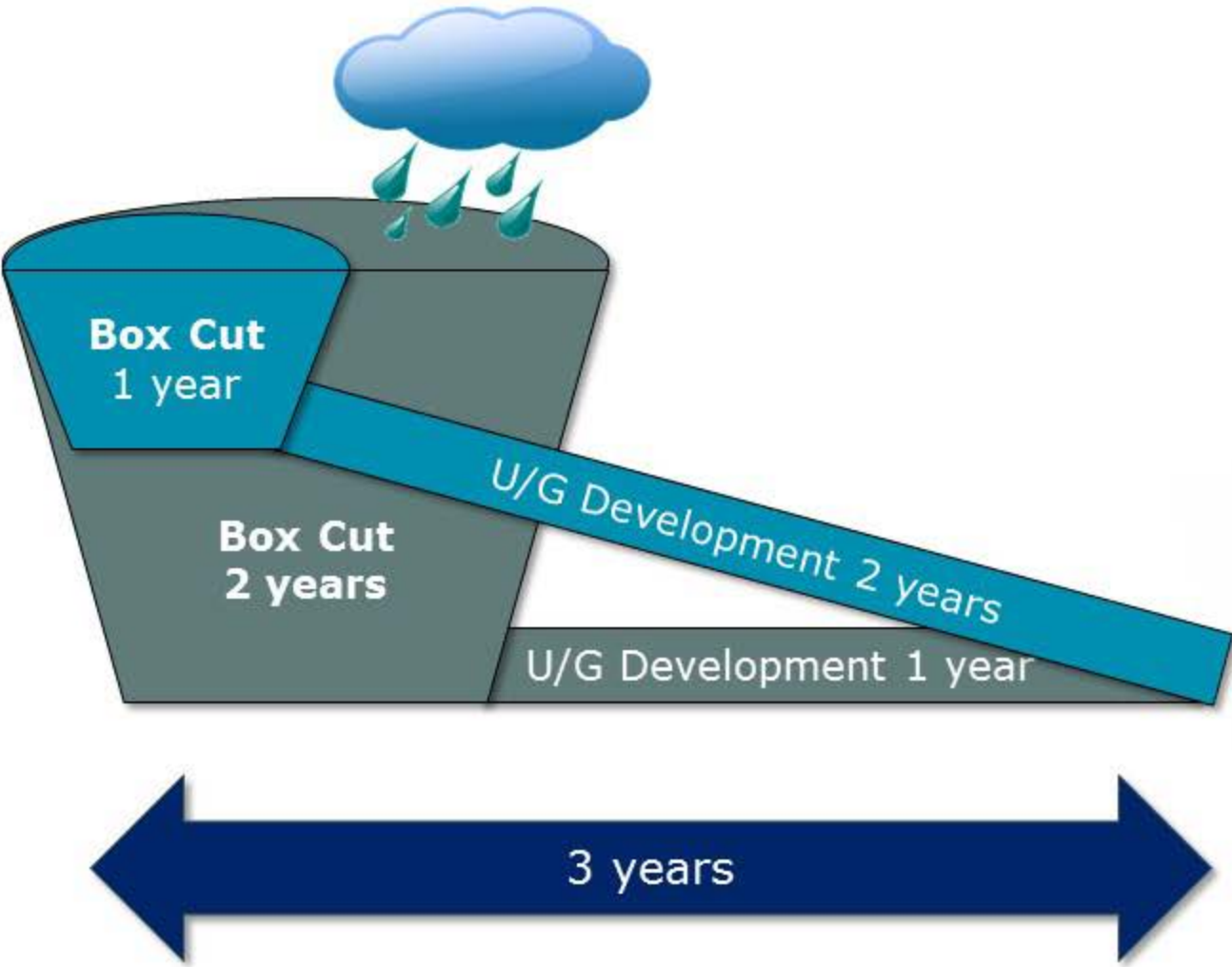
Strategic Option Decision Tree

When to Close the Mine?



Numbers represent the ROI

Selecting the right Strategy - Mine Modelling (Coal)



Multicriteria Selection using Analytical Hierarchical Process



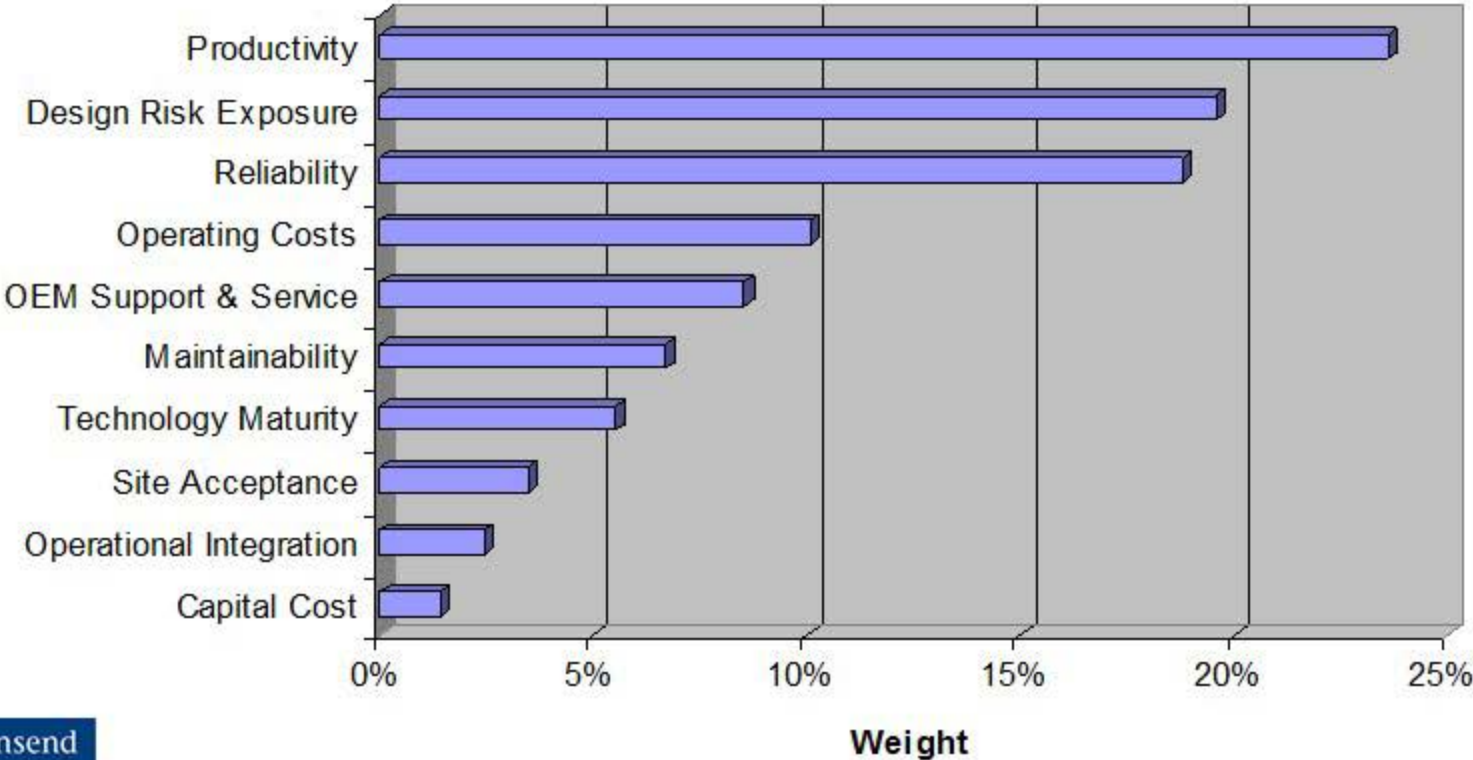
CAT 795 AC



KOM 930E



CAT 797F



P&H 4100 XPC

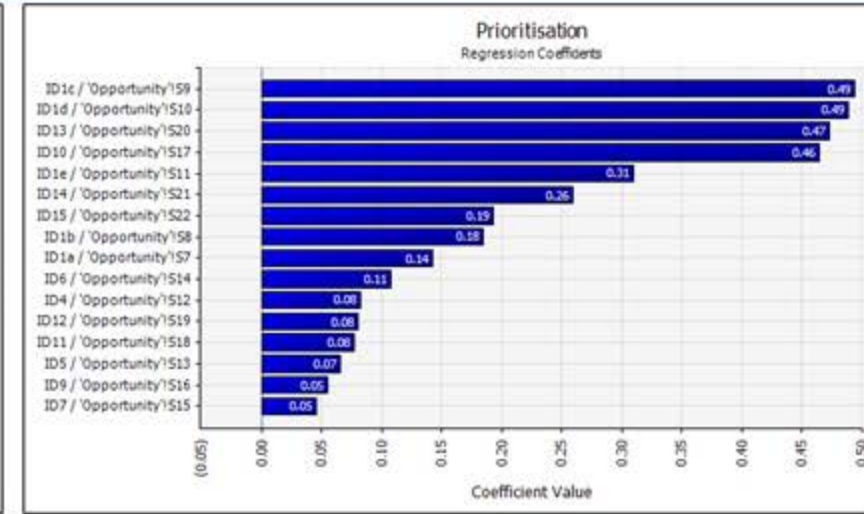
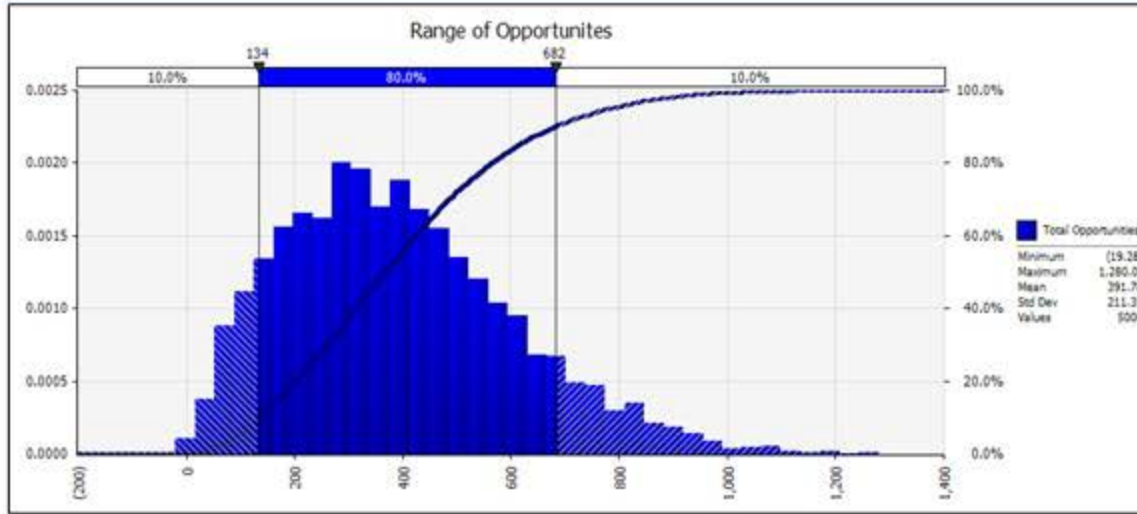


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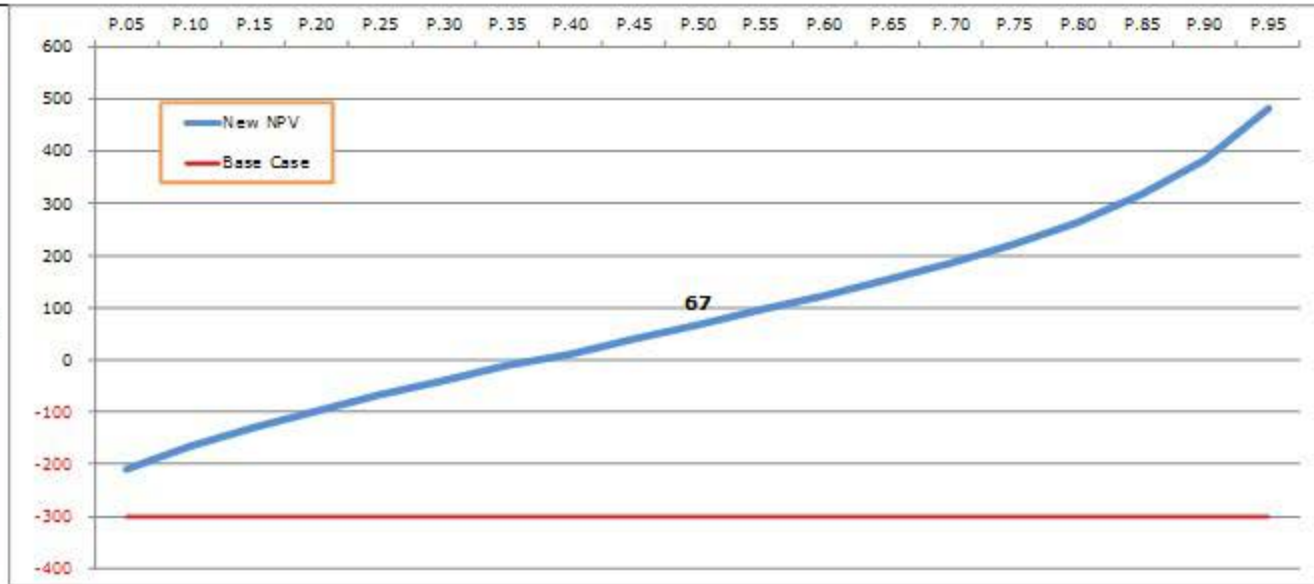


P&H 4100 XPC

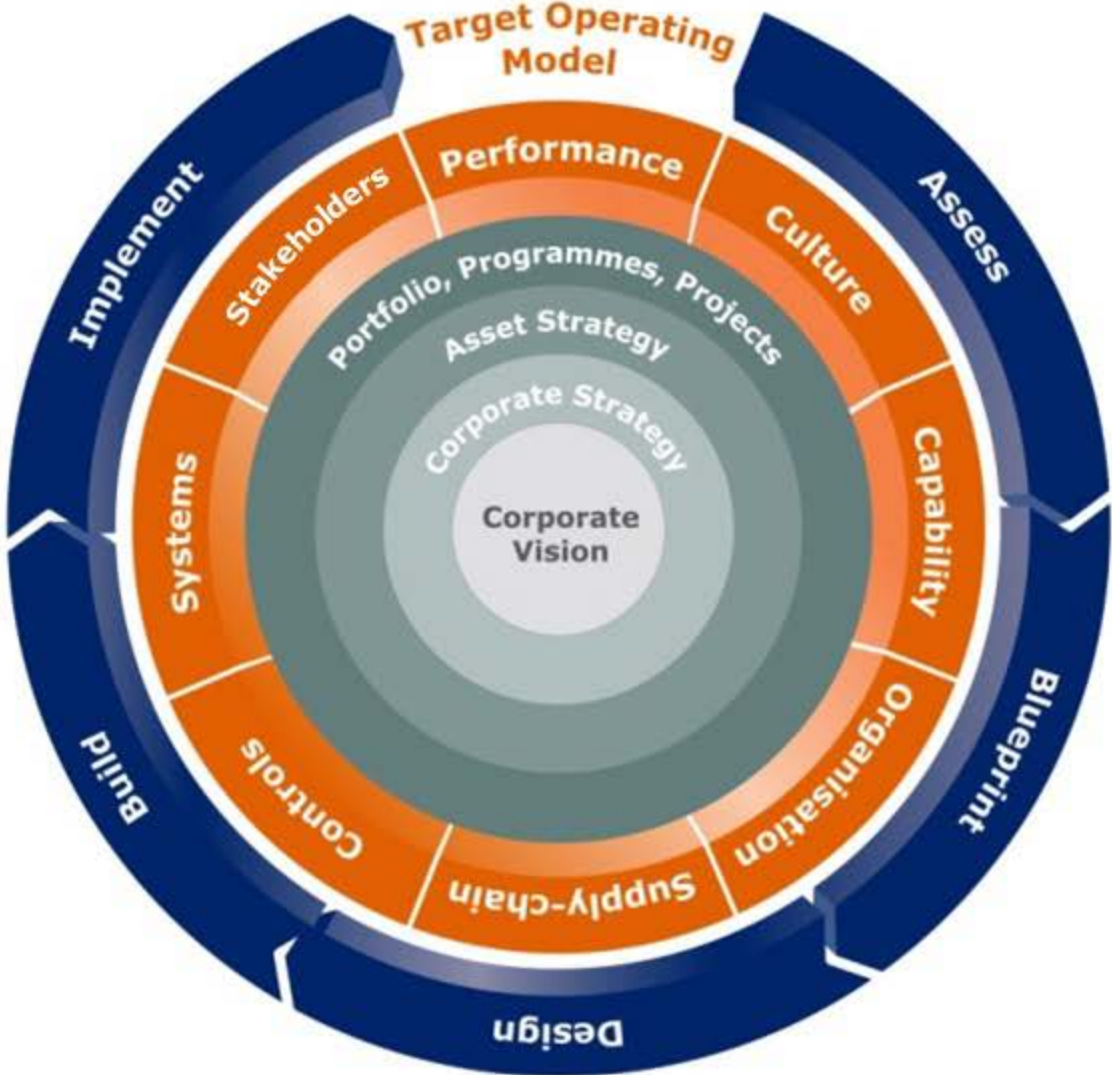
Value Engineering



	Base Case	Opportunities	New NPV
P.05	-300	91	-209
P.10	-300	134	-166
P.15	-300	170	-130
P.20	-300	201	-99
P.25	-300	232	-68
P.30	-300	261	-39
P.35	-300	290	-10
P.40	-300	312	12
P.45	-300	339	39
P.50	-300	367	67
P.55	-300	396	96
P.60	-300	423	123
P.65	-300	453	153
P.70	-300	485	185
P.75	-300	523	223
P.80	-300	563	263
P.85	-300	616	316
P.90	-300	682	382
P.95	-300	763	483



Operation Readiness, an organisational change process...





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