

NATIONAL @ DOCKLANDS

Client
National Australia Bank

Location
Docklands, Melbourne

Value
\$350m

Completion
2004



APP Corporation Pty Ltd

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The National Australia Bank (the National) engaged APP for the critical role of Delivery Manager and Client Representative for their new purpose-built 60,000m² head office developed by Lend Lease at the Docklands precinct.

The National's new head office occupies two interlinked "campus" style buildings that bring together the National's key business units in a physical and organisational sense.

The National sees their new Docklands head office as an important tool for pursuing both the cultural and business changes that they desire to improve their business.

APP's role was to work with the National's Change Management and design teams to ensure the timely delivery and optimisation of both base building and fitout works.

In the crucial role of Client Representative for the National's Agreement for Lease with Lend Lease, APP ensured that the National's interests were represented in all design, delivery and commercial negotiations with Lend Lease and GPT.

APP provided strategic advice to the National for the modification and optimization of the base building design to suit the National's requirements.

The integration of the fitout into the base building contract was the key strategic decision that led to the success of the project for the National. APP recognised that the National would benefit commercially (\$ and time) if the fitout was integrated early into the base building construction program.

On behalf of the National APP negotiated:

- A fixed preliminaries, supervision and margin for a Construction Management agreement for the fitout works
- An agreed programme for the integration of the fitout in to the base building.
- An agreed financial model for the joint procurement of fitout and base building trades. Including 100% give back to the National for base building elements not installed under the fitout.
- The changes to the Agreement for Lease for the integration of the fitout into the scope.

In all aspects of the project, APP was a vital link between the developers, their construction team and the National to provide independent critical review and advice regarding all issues affecting the project.



Photograph by John Gollings



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