



CAPABILITY  
STATEMENT

# Builder Partnering Services



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# We're here to make your life easier ▶

Gone are the days when architects and engineers would fully document a project and hand it over to a builder in one, neat package. Today, builders are increasingly given only part of the design and left to fill in the gaps themselves under a Design Development and Construct (DD&C) contract.

It can be a nightmare juggle of design management, administration, approvals and negotiations. That's where Impact Group can help.

We partner with builders to oversee and complete the design, obtain Authority approvals (including Council), identify cost-savings through alternative designs or materials, coordinate services, and ensure compliance. We're with you every step of the way, so you're free to do what you do best: build.

# Comprehensive range of services



Having access to a diverse and in-depth source of expertise means you can more effectively harness opportunities and respond to challenges. With us as your dedicated partner, you can look forward to a raft of best-in-class services, including:

## Development Management

- Site acquisition
- Due diligence
- Feasibility studies
- DA design management
- Financial modelling (Estate Master)
- Review of planning controls
- Authority approvals
- Stakeholder management
- Funding assistance

## Superintendency

- Contract administration
- Construction supervision
- Quality management
- Programme management
- Risk mitigation
- On-site issue resolution
- Environmental and WHS checking

## Project Management

- Time, cost and quality management
- Stakeholder management
- Project reporting
- Project planning
- Design management
- Tender management
- Contractor procurement
- Preparation of building contract

## Advisory and Consulting Services

- Highest and best-use analysis
- Site remediation methodology
- Independent certification
- State-significant developments
- Business case preparation
- Master-planning
- Fire safety/Building compliance
- Strata planning and registration
- Insurance matters

# Expert guidance, every step of the way ▶

## **We add value at every stage.**

From the outset, a successful project requires sound financial navigation in order to mobilise value and maximise returns. It also requires exceptional development management and project management to identify opportunities and mitigate risk. We have a deep understanding of your need for risk mitigation, with particular regard for scope, time, budget, quality and compliance.

As specialists in property development advice and delivery, our team of professionals provides support across all stages of the project lifecycle. What sets us apart is our in-depth understanding of your needs, attention to detail and ability to engage with all stakeholders.

## **Support across all stages of the project lifecycle.**

We are a unique, mid-tier consultancy that offers skills and support across all stages of the project lifecycle – from development management and project management through to superintendency and general consultancy. This gives us the ability to intelligently advise on the strategic, financial and operational implications of any project decision.

## **We know how to mobilise value.**

Our advanced planning, advisory and risk mitigation capabilities unlock latent value across all stages of the project lifecycle, optimising the result for your organisation, customers, occupants and the wider community.

## **Comprehensive perspective.**

Our team of Associate Directors, Project Directors and Project Managers offers a diversity of technical qualifications in addition to construction management. Previously attained skills in structural engineering, quantity surveying, civil engineering and architecture feature among the team, adding pragmatic depth to analysis and advice.

## **Superior risk mitigation.**

We offer a superior knowledge set in relation to risk mitigation. This is a result of our unique ability to work across the project lifecycle, a long track record in the property sector and a proactive attitude to relationship management. Problems will be encountered on all projects. We are expert at identifying those problems early and reducing their impact.

## **Safety is everything.**

We are committed to the safety of our people, your staff, project consultants and contractors. Our role in safety management starts early in the design phase for a project and continues throughout the construction works, especially in a live environment.

## **Financial navigation.**

The money must work for a project to work. We can assist builders with advice and support to achieve the optimum financial model for your project, including guidance in joint ventures, funding grants, debt facilities and risk sharing.



# We listen closely to your needs



No two projects are identical. Circumstances, budgets, political pressures, working environments and desired outcomes always vary; sometimes quite significantly. We listen closely, offer proactive advice wherever possible, and tailor our internal systems to your requirements – delivering the service you need, when you need it.

This dedication to communication and true partnership allows us to give you maximum return on investment through opportunity identification and adherence to best practice in managing time, cost, quality and risk.



# Our senior team



**Wayne Colledge**  
**MANAGING DIRECTOR**

As Managing Director of Impact Group, Wayne Colledge utilises his consummate leadership and strategic skills to spearhead the business to ever greater success. With Wayne at the helm, the company has grown exponentially over recent years. In large part, this growth is a result of his professionalism and commitment to nurturing a cohesive team that delivers on its promises.

Wayne offers 30+ years' experience in the industry – a career he began as a labourer whilst still in high school and, ultimately, as Managing Director of Impact Group since its inception in 1999.

He cares about his clients' businesses as much as they do, manages their budgets like they were his own, and consistently strives to align their business with the best-fit project manager.

He believes that great communication – both in-house and external – is the key to ensuring every project runs smoothly.

Wayne brings to his role a deep sense of empathy for client needs and priorities as well as exceptional commercial, operational and financial awareness.

He also understands that great people are the backbone of an organisation. With them at his side, successful projects are delivered time and time again.



**Gerard Sleiman**  
**CHIEF OPERATING OFFICER**

For projects that need to be taken from insurmountable challenge to success story, no one achieves better results than Gerard Sleiman. This is demonstrated clearly in a recent, large project on which he managed to achieve approval of an extra floor beyond the height restrictions. He was able to justify the additional floor to Council and exceed a delighted client's expectations.

Gerard works extremely well across all sectors. His most compelling strengths are his technical ability, patience, communication skills, capacity to understand stakeholder requirements, and determination to ensure projects blend seamlessly into the wider community.

He understands you are not just building projects that people can afford to buy or lease. You, your tenant or your buyer also need to be able to cover ongoing services and maintenance costs. For this reason, Gerard ensures that all projects are exceptionally well-designed.

Gerard offers you an unwavering focus on Time, Cost and Quality. His other strengths are risk mitigation, planning, forecasting and budgeting. No matter how big or small the job, Gerard consistently employs a positive, motivated attitude, and a determination to deliver successful outcomes for his clients.

# Our senior team



## **Richard Wykes** **SENIOR ASSOCIATE**

With almost two decades in the mixed-use, residential, commercial, industrial, hospitality, retail and government sectors, Richard brings a wealth of experience to every project on which he works.

He has an extensive skillset in sustainable project design and delivery, has worked closely with the Green Building Council Australia, and is absolutely dedicated to helping projects achieve ISO 14001 and Green Star Accreditations.

Richard is also a specialist in front-end planning, strategy, feasibility and due diligence across all asset classes.

In addition, he is the founder and Chair of TOK (Tree of Knowledge) a not-for-profit, informal quarterly, networking group.

One of his proudest achievements was his successful representation of a developer at a design competition for a project located in the City of Sydney. Richard's understanding of feasibility, development management and front-end planning, as well as his ability to navigate a multitude of stakeholder demands in a complex planning framework, were instrumental to his win. As a result, Richard was able to lock in additional value on behalf of his client, in the form of an extra 10% floor space ratio.



# Project examples ▶





## Delivering value on an international scale

Location:  
**Canberra, ACT**

Project Value:  
**\$20-million**

Client:  
**Myriad Development & Construction Group**

Myriad Development & Construction Group is a building contractor that was engaged by an overseas government to construct a number of embassy buildings on two sites under heavy time constraints.

In addition to construction, the builder was faced with managing all approvals, consultant co-ordination, documentation, building approvals and occupation certificates. To help navigate the complex task, they contacted Impact Group.

### Coordinating the handover

Our client was taking over the project from a previous builder. Minimal work had been completed and time was of the essence. However, before our client could even begin, we needed to determine which of the many drawings were the latest revision and if amendments were required. This part of the process was undertaken immediately and the issue quickly rectified.

### International communications posed a huge challenge

One of the major challenges included working across two countries and two languages.

The initial drawings were prepared overseas and had to be translated back into English and further developed by local architects. And because the overseas architects had little understanding of the Australian climate and regulations, the drawings also needed to be checked to ensure compliance with Australian Standards and Planning Controls.

### Everything coordinated for success

To overcome complexity, Impact Group held weekly meetings with the builder and consultants, communicated updates to drawings, and resolved each challenge so the builder could confidently move to the next stage of the project.

All design drawings were resolved and the necessary approvals were achieved. This left the builder free to concentrate on achieving great outcomes for their client while enjoying the peace of mind that comes from having all the design complete, approved and compliant.



## Wading through complexity towards great outcomes

Location:  
**Warriewood, NSW**

Project Value:  
**\$24-million**

Client:  
**Constructive Building Management**

This project included a 40-lot subdivision and construction of residential apartments and dwellings across two sites. The builder contacted Impact Group in search of more resources to help them with design management in preparing a number of Development Applications for the building and civil works, and to manage lot registration, construction certificates, occupation certificates and so on.

### Getting things on the front foot

Because the builder had taken over a job that had been only partly designed, we needed to pull together the latest approved documentation from various Authorities and make sure they achieved the project goals.

Some approvals were underway but had not been followed up properly. We also needed to identify where amendments were required and request further approvals based on those amendments.

### Identifying potential risks to the project schedule

One major challenge was the acquisition of a drainage easement through Council-owned land. The site was home to a large number of protected trees and vegetation and there were concerns that the community and local action groups might slow the project down or reject certain parts of the design altogether.

### Overcoming community concerns through action

With the anticipation of community concerns regarding the easement through protected vegetation, proactivity was a must. Impact Group engaged a specialist engineer and ecologist to help manage the design of the easement to Council's satisfaction. In this way, we also navigated any potential issues with the community.

The builder was able to move the project full-steam ahead, knowing that the design was completed and all approvals had been obtained.



# Get in touch

For more information, please contact  
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