



TRUSTED PROJECT MANAGEMENT AND BUSINESS ADVISORY



CAPABILITY STATEMENT

WE ARE DYNAMIC, COLLABORATIVE AND OUTPUT DRIVEN.
WE ARE UNIQUE.

WE ARE LANDY.



ABOUT US

LANDY Advisory was established in 2021 by the collaborative efforts of David Lightfoot and Josh Yates. They are the creative forces behind the 'L' and 'Y' in LANDY.

With over 20 years of experience each in the construction industry, they understand the pivotal role that strong collaboration and trust play in the success of any project.

Often these fundamental principles can be overlooked and this realisation prompted David and Josh to establish LANDY Advisory. Their primary goal is to partner with clients to revolutionise the way things are done and ultimately achieve project success whilst emphasising the importance of having fun along the way.

OUR VISION AND VALUES



OUR VISION



In partnership, develop a company culture that attracts the best talent and provides an enjoyable and sustainable workplace for our people, and offers our clients optimal solutions.

OUR VALUES



EMPOWER AND SUPPORT OUR PEOPLE



ALWAYS GENUINE



CONSISTENT AND CLEAR COMMUNICATION



COLLABORATION



DISPLAY INTEGRITY AND HONESTY



OPEN TO CONTINUAL LEARNING



EMBRACE HARD WORK



CELEBRATE OUR SUCCESS AND LEARN FROM OUR LOSSES

— OUR SERVICES

We are a highly experienced and approachable multi-disciplined project management and business strategy advisory - which at all times puts your company's aspirations, values and objectives at the foundation of everything we do.

WE LISTEN.

Our relationships are built on mutual trust and respect to ensure delivery of the right solutions. We drive a culture of collaboration and pride ourselves on establishing a genuine partnership with our clients from the beginning.



WE ARE LANDY.

AT LANDY ADVISORY, WE OFFER A RANGE OF SERVICES FROM PROJECT CONCEPTION THROUGH TO PROJECT DELIVERY



STRATEGY AND
BUSINESS
DEVELOPMENT



PRECONTRACTS
AND BID
SUPPORT



PROJECT
DELIVERY
SERVICES



STRATEGY AND BUSINESS DEVELOPMENT

Business Growth Strategy

Develop tailored business plans for organisational growth aligned with client objectives and aspirations.

Business Development

Implement effective frameworks to identify, secure and optimise sustainable revenue and profit growth opportunities.

Client Engagement Strategy

Develop a bespoke Customer Relationship Manager (CRM) framework and implement a cohesive strategy for engaging with both new and existing clients - identifying project opportunities and expanding customer base.

Project Pipeline Management

Identify, report, and monitor project pipelines for strategic decision-making.

Operational Enhancement

Support business improvement initiatives to optimise systems and operations to contribute to reducing program and cost escalation risks to our client's projects.

Branding and Marketing

Develop bespoke strategic plans to enhance brand awareness and perception to attract and retain target audiences.

Qualification and Accreditation Application Support

Assist in prequalification and accreditation applications to meet industry standards and grow business capability and project opportunities.

Award Submissions

Craft compelling submissions to showcase organisational achievements.

Capability Statements

Create meaningful and impactful digital and hard copy statements focusing on clients strengths, competencies and key differentiators.

Event Management

Plan and execute events for networking, brand visibility, and partnerships.

OUR SERVICES



PRECONTRACTS AND BID SUPPORT

Strategic Partnership Agreements

Lead in all facets of strategic partnership agreements, from identification to negotiation, execution, and ongoing management.

Win Strategy Development

Crafting winning strategies and tailored solutions to enhance the competitiveness of your bids.

Team Facilitation Workshop

Develop and lead bid team collaboration workshops.

Client Interface Management

Skillful management of client interactions to build positive relationships and align bid strategies with client expectations before and during procurement.

Estimating

Offering comprehensive first principles estimating services, capable of providing full staging and programming solutions.

Constructability Support

Seamlessly integrating into your construction team, our advisory experts become an invaluable extension, collaborating as 'one team' to deliver constructability advice through tender phase into delivery.

Comprehensive Bid Management

End-to-end bid management services, ensuring seamless coordination throughout the entire bidding process.

Non-Technical Bid Writing and Coordination

Development and coordination of responses that are tailored, persuasive, compliant and align with the client's requirements.

Bid Templates and Graphics

Development and customisation of professional bid templates and graphics for consistent and compelling submissions.

Management Plan Submissions

Precision in developing comprehensive management plans, from content creation to successful implementation.



PROJECT DELIVERY SERVICES

Project Management

Oversee all phases of construction in a Project Management role, including planning, execution, monitoring, and closure. Ensure project milestones are met and project adheres to approved plans, specifications, program constraints and tender budgets.

Strategic Budget Management

Implement vigorous commercial forecasting and cost control processes at month end.

Operational Efficiency

Regularly review operations and logistics to identify areas of improvement and opportunities to increase profit margin and/or reduce costs for our clients whilst maintaining service and delivery requirements.

Leadership of Project Teams

Supervise project teams, including in-house staff, contractors and subcontractors. Foster a collaborative work environment and ensure effective communication among all team members.

Commercial and Legal Support

Providing diverse commercial and legal advice on tenders, risk processes, project contract management, claims, delivery contract models advisory and procurement contracts.

Compliance and Quality Control Advisory

Project advisory support to ensure compliance with all relevant laws, regulations, and building codes specific to project. Providing guidance on quality control throughout the construction process.

Value Engineering

Delivering value engineering expertise to enhance project outcomes by maximising efficiency, minimising costs, and optimising the overall value proposition.

Design Management

Guiding design excellence through strategic design management, ensuring seamless collaboration and innovation.

Strategic WHS Advisory

Manage WHS hazard identification, analysis and control methods. Identify potential risks and develop mitigation strategies.

Project Delivery Teams

Seconded into Project Delivery teams for our clients in Project Manager, Senior Engineering, General Superintendent, Social Delivery Performance Manager and Commercial Manager roles.

Superintendent

Client side representative services and comprehensive management of contractors / subcontractors.



LANDY.

SECTORS



ROAD



DEFENCE



RAIL



AVIATION



MINING



WATER



HEALTH



EDUCATION



LAND DEVELOPMENT

MEET THE TEAM

WE ARE LANDY.



JOSH YATES
DIRECTOR

With 20 years of experience in business strategy, work winning, and client development across diverse industries, Josh's collaborative nature, strong work ethic, and self-motivation have fostered extensive, long-term relationships. His expertise in developing and driving innovative solutions, implementing strategic initiatives, and mitigating risks delivers significant returns on investment for LANDY's clients.

In his free time, Josh enjoys staying active by hitting the gym, participating in charity sporting events, and engaging in anything ocean-related with friends and family - especially his two children who are his pride and joy. Additionally, Josh serves on multiple volunteer boards for industry associations and community organisations.



DAVID LIGHTFOOT
DIRECTOR

David has over 20 years of civil engineering project experience across heavy infrastructure and complex brownfield projects along with ADF attachments, in Australia and in the UK. David has successfully delivered major projects for clients including the Department of Transport and Main Roads, Transport for New South Wales, Brisbane City Council, Australian Rail Track Corporation, Brisbane Airport Corporation, Queensland Rail, Anglo American and several local Councils across the east coast of Australia.

David has held both site-based Project Management and Corporate Leadership roles and possesses considerable experience to drive successful and profitable outcomes across projects for LANDY's clients.

David's favourite past time is spending time at the beach with his family.



TOM PATERSON
OPERATIONS MANAGER

Tom is a Qualified Civil Engineer and Certified Project Manager with over 17 years of experience in the roads, public utilities, and social infrastructure sectors. He has successfully managed a wide range of complex infrastructure projects, portfolios, and construction sites across both metropolitan and regional areas for private and public organisations, working with local, national, and international contractors. Tom excels at balancing competing project deliverables, ensuring timely and cost-effective project completion while maintaining strong relationships with key stakeholders.

Outside of work, Tom enjoys spending quality time with his family and staying active through sports like gymnastics, touch football, rugby union, and rugby league.



FRANCESCA TURNBULL
BUSINESS SUPPORT MANAGER

Francesca is a relationship-focused leader with 18+ years of experience in delivering operational efficiencies, developing strong business and marketing strategy and encouraging positive, collaborative work environments.

Her role centres on driving the growth of LANDY Group through strategic marketing, business development, and business support initiatives.

Outside of her role, Francesca loves an active lifestyle, spending time at the gym or participating in any water-based activity with her two young children and dog.



DELLA MUSCAT
COMMERCIAL AND LEGAL MANAGER

Della is a lawyer who brings 17 years of experience in multiple construction disciplines - mining, renewables, civil, power, rail, water and infrastructure in a variety of roles, such as legal, commercial, bid management, contract management and dispute resolution. She has held national roles with Tier 1 companies with a full-spectrum focus on front and back-end construction, specialising in negotiations and major projects. Della has a broad exposure to contracting models and contracts in both the public and private sector, whilst ensuring maintaining key relationships as a focus. She is outcome and solutions driven and takes pride in her work.

When she is not busy managing risk, you can find Della cooking up a storm in her kitchen, playing her piano or spending quality time with her daughter.



KYLIE NEAL
PEOPLE AND CULTURE MANAGER

Kylie is an experienced Human Resources (HR) professional with over 15 years in diverse industries.

She has developed a well-rounded skillset in generalist and management HR roles. With expertise in People Experience, Organisational Effectiveness, Award Interpretation, Training and Coaching, and Performance Management. She manages all LANDY's people needs both tactical and strategic.

Kylie has achieved a Masters in Coaching Psychology and accreditations in various profiling tools such as MBTI, LSI, and Clifton Strengths.

Kylie is half way to black belt in karate and is a self proclaimed corporate hippy.



KATHRYN POWIS
BUSINESS STRATEGY AND
DEVELOPMENT MANAGER

With over 16 years of experience, Kathryn specialises in business development, pursuit strategy, and preparing complex expressions of interest and tender submissions for major Tier 1 to Tier 3 engineering businesses.

She excels at crafting clear, compelling non-technical content that highlights value and aligns with client needs, significantly enhancing the quality and competitiveness of submissions. Her strong background in business development, combined with a strategic approach and keen attention to detail, has been pivotal in increasing submission success rates and securing major projects.

When she's not pursuing new opportunities for clients, Kathryn enjoys watersports, cooking, and spending time with her two daughters.



SUE RITCHIE
SENIOR ADVISOR

Sue is an experienced leader in the property and construction industry with over 30 years in infrastructure and healthcare, spanning both client and construction sides. Known for driving accountability and results, she thrives on implementing innovative business initiatives and practical solutions. Sue's expertise includes industry analysis, strategic project management, and skills across the built environment lifecycle, with a strong background in stakeholder management and investment assurance. She has successfully led the design and delivery of major health infrastructure projects across various contract types. Sue has built an extensive industry network across QLD, NSW, ACT, VIC, and SA, and is a recognized mentor and leader in delivering innovative solutions. Outside of work, Sue enjoys time at the beach with her family and dogs, attending musicals, and enjoying good food, wine, and company.

WE ARE LANDY.



MADDIE MCDONALD
BID COORDINATOR / GRAPHIC
DESIGNER

Maddie is a dedicated, highly experienced marketing professional with extensive experience across diverse sectors, including construction, commercial sales, and retail.

Her proficiency in graphic design has been a cornerstone in creating impactful marketing materials, tender documents and campaigns tailored to each industry's unique needs. Her ability to adapt and innovate has been instrumental in driving successful outcomes and fostering strong professional relationships.

Outside of work Maddie is a proud new mum who enjoys spending time with her young family.



LAUREN JANE
BUSINESS DEVELOPMENT
ADVISOR

Lauren is a communication, engagement and business growth expert with over 15 years experience.

Her passion for people, networking and mentoring drives her to continuously strive for excellence in all aspects of her professional endeavours. Whether collaborating with internal teams or engaging with external stakeholders, Lauren is driven by the belief that every interaction is an opportunity to add value, foster mutual understanding and develop meaningful long term relationships.

When Lauren is not sourcing new business for our clients she enjoys Pilates, spending time with her three teenage children and she also advocates for people rebuilding their life post domestic violence and abuse.



BRENDEN KRUSHKA
SUPERINTENDENT

With three decades of experience managing teams on large and often complex infrastructure projects, Brenden brings a wealth of experience and knowledge to the team.

He has held supervision roles throughout Queensland and New South Wales including the \$359M Hinze Dam Stage 3 Alliance for the City of Gold Coast and Seqwater, the \$950M Pacific Highway Upgrade - Sapphire to Woolgoolga D&C project for Transport for New South Wales and more recently the \$793M Inland Rail Narrabri to North Star SP1 CPA project for Australian Rail Track Corporation.

When Brenden is not working hard on site, you'll find him fishing his favourite spots around his hometown of the Gold Coast with his two sons.



TRENT FULFORD-PAYNE
SITE SUPERVISOR

Trent is a site supervisor who brings 22 years of experience of delivering civil construction projects.

Trent is known for his strong leadership skills, attention to detail and the ability to coordinate complex projects.

Some of Trent's most notable projects include the \$793M Inland Rail to Narrabri to North Star SP1 CPA project for Australian Rail Track Corporation, the \$150M Mackay Northern Access Upgrade for the Department of Transport and Main Roads and the \$80M Flood Recovery Project (North) for Toowoomba Regional Council.

Away from site, Trent enjoys fishing and taking his family out to explore the beautiful Scenic Rim and surrounding areas.



MATTHEW HUME
CONSTRUCTION MANAGER

Matthew is a highly experienced Project Manager with over 11 years of experience working for some of Australia's largest Tier 1 contractors.

Throughout his career, Matthew has played a pivotal role in steering major infrastructure projects to success. Notable project experience includes the \$793M Inland Rail Narrabri to North Star SP1 CPA project for Australian Rail Track Corporation, the \$420M Gold Coast Light Rail Stage 2 D&C project for GoldLinQ, the \$60M Wynnum Road Corridor Upgrade Stage 1 for Brisbane City Council and the \$420M New Parallel Runway D&C project for Brisbane Airport Corporation.

Outside of work, Matthew can be found on a fairway, indulging in his passion for golf.



SAM TRUNDLE
PROJECT ENGINEER

Sam is a Project Engineer who brings over six years experience in civil engineering, specialising in road construction, stormwater management, and sewer/water reticulation for Logan City Council.

Sam demonstrates a strong attention to detail and a commitment to best practice engineering approaches, ensuring compliance and consistency across projects. Sam's strong interpersonal skills enhance collaboration and project success, he is renowned for building effective relationships with his clients, community stakeholders and co-workers.

When Sam is not working hard onsite, you will find him enjoying live music and spending time with his family.

WE ARE DYNAMIC, COLLABORATIVE AND OUTPUT DRIVEN. WE ARE UNIQUE.

WE ARE LANDY.



OUR PROJECTS

CLIENT TESTIMONIAL STRATEGY AND BUSINESS DEVELOPMENT

"LANDY your exceptional contributions have significantly impacted our organisation over the past 12 months in your two days per week engagement with CMW Geosciences.

Reflecting on the achievements, it is evident that LANDY have played a pivotal role in elevating our presence in Queensland and Northern New South Wales. The substantial increase in brand awareness since LANDY's engagement has positioned us prominently in these regions.

I would highly recommend LANDY Advisory to be engaged for corporate strategy advisory services and will not hesitate to collaborate again with Josh, Kathryn and the team at LANDY Advisory."

Damien Kenworthy
General Manager Business Development
CMW Geosciences



STRATEGY AND BUSINESS DEVELOPMENT TAKE A LOOK AT OUR GREAT WORK

CMW GEOSCIENCES

What we did:

- ✓ Built strategic relationships with contractors, builders, designers and government agencies
- ✓ Facilitated strategic client events
- ✓ Supported bid proposals with content input
- ✓ Contributed to Capability Statement development and bespoke strategy
- ✓ Developed and led win strategy for project pursuits
- ✓ Facilitated and led business development meetings with key stakeholders within the business

Outcomes:

LANDY collaborated with CMW to enhance visibility in Queensland and Northern New South Wales, solidifying their position as the preferred geotechnical engineering specialist in the region.

Through strategic efforts, LANDY successfully elevated CMW's brand awareness, establishing a prominent presence and broadening their project opportunities pipeline.

LANDY's accomplishments include securing Tier One teaming arrangements for project delivery as lead Geotechnical Designer, and the establishment of a strategic pursuits project opportunities pipeline.

Notably, within a limited timeframe and budget, LANDY effectively translated the Northern Rivers NSW Growth Strategy concept into a tangible reality in just one year, showcasing LANDY's ability to bring innovative ideas to fruition.

ENGAGEMENT: 2023 - 2024



BG&E - BUILDING

What we did:

- ✓ Led brand awareness strategy
- ✓ Facilitated strategic client events
- ✓ Created a client contacts list with developers, builders, architects and other key client sectors
- ✓ Contributed to Capability Statement development and bespoke strategy
- ✓ Identified strategic building project pursuits and developed a project opportunity pipeline for management to make key investment decisions
- ✓ Facilitated and led business development meetings with key stakeholders within the business

Outcomes:

LANDY considerably increased brand awareness with builders, architects and developers across the Gold Coast building sector, generating a notable influx of new Request for Proposal opportunities.

LANDY assisted with win strategies to secure detailed design contracts for structural and civil scopes and successfully led impactful capability presentations to key clients and industry partners.

In addition, LANDY supported the creation of a new bespoke Building Capability Statement and orchestrated and implemented a client event amplifying brand visibility and building new business relationships.

ENGAGEMENT: 2023 - 2024



JMAC - FREIGHT AND LOGISTICS

What we did:

- ✓ Client strategic advisory
- ✓ Workshop facilitation
- ✓ Business rebrand
- ✓ New logo creation
- ✓ New Capability Statement

Outcomes:

LANDY successfully executed a comprehensive rebranding initiative within tight timelines to facilitate our client's early 2024 launch.

Faced with initial uncertainty regarding the starting point and visual identity of the new brand, LANDY demonstrated unwavering commitment by actively listening to the client.

Through transparent and consistent collaboration during the development phase, we effectively delivered a business rebrand that not only met the client's expectations but also instilled a sense of pride.

The project was completed punctually and within the allocated budget.

ENGAGEMENT: 2023 - 2024





PRECONTRACTS AND BID SUPPORT

TAKE A LOOK AT OUR GREAT WORK

INLAND RAIL CENTRAL CIVIL WORKS PROGRAM

CLIENT: LAING O'ROURKE

What we did:

- ✓ Technical and non-technical strategic advisory
- ✓ Design optioneering solutions
- ✓ Value engineering alternatives
- ✓ Earthworks methodologies
- ✓ Staging solutions for structures
- ✓ Community and local supply chain initiatives
- ✓ Workforce engagement strategies

Outcomes:

Significant refinement of Laing O'Rourke's reference design throughout the Target Outturn Cost (TOC) build-up phase, whilst also providing value engineering feedback for the Pre-contracts Team.

ENGAGEMENT: 2022

INLAND RAIL ILLABO TO STOCKINBINGAL

CLIENT: SEYMOUR WHYTE AND RHOMBERG RAIL JOINT VENTURE

What we did:

- ✓ Bid win strategy development
- ✓ Social delivery planning
- ✓ Constructability and methodology solutions
- ✓ Management initiatives
- ✓ Procurement management strategies

Outcomes:

Successful shortlisting from Expression of Interest (EOI) Phase. Targeting Contract Award in Q3/Q4 2024.

ENGAGEMENT: 2022

COOMERA CONNECTOR STAGE 1 SOUTH EARLY WORKS

CLIENT: WINSLOW INFRASTRUCTURE

What we did:

- ✓ Bid win strategy advisory
- ✓ Bid management for Expression of Interest (EOI) phase
- ✓ Client/key stakeholders interface and relationship management
- ✓ Social delivery plan initiatives
- ✓ Strategic partnerships/development of supply chain engagement plan
- ✓ Bid coordination, graphics and submission packaging

Outcomes:

Successful shortlisting from Expression of Interest to Tender Phase. Winslow were successfully awarded the construct only contract to deliver the project in early 2024 against a competitive field of reputable contractors. LANDY has also been engaged in secondment roles to deliver the construction phase works of the project in the Project Manager, Senior Project Engineer, Earthworks Superintendent and Local and Indigenous Participation roles.

Due to LANDY's performance during the procurement phase of the Coomera Connector Stage 1 South Early Works project, Winslow has since engaged LANDY to lead other bid proposals across multiple sectors.

ENGAGEMENT: 2023 to 2025



PRECONTRACTS AND BID SUPPORT

TAKE A LOOK AT OUR GREAT WORK

COOMERA CONNECTOR STAGE 1 CENTRAL

CLIENT: CPB CONTRACTORS AND SEE CIVIL JOINT VENTURE

What we did:

- ✓ Bid management for Expression of Interest and dual ECI tender phase
- ✓ Bid win strategy advisory
- ✓ Team values and collaborative culture development lead
- ✓ Client/key stakeholders interface and relationship management
- ✓ Social delivery plan initiatives
- ✓ Strategic partnerships and development of supply chain engagement strategy

Outcomes:

Optimised the reference design through the development of innovative solutions to mitigate key challenges and risks, whilst identifying opportunities to reduce significant costs and expedite program. Fostered a high performing collaborative team culture with all key discipline leads working together to improve design development and construction delivery solutions.

ENGAGEMENT: 2022

SUPPLY AND LAY ASPHALT WORKS PROGRAM

CLIENT: AUSTEK ROAD SERVICES

What we did:

- ✓ Bid proposal support with development of Social Delivery and Local Content Plan bespoke to project and region
- ✓ Bid win strategy advisory
- ✓ Development and management of strategic partnerships initiatives across the local and Indigenous supply chain, industry associations and community organisations

Outcomes:

Austek were successfully awarded this five year program of works by the City of Gold Coast, a testament to LANDY's involvement in the bidding process. Acknowledging LANDY's exceptional performance during the bid tender phase, Austek has engaged LANDY to play a pivotal role in identifying projects, coordinating client engagement and win strategy advisory services.

ENGAGEMENT: 2023

BUNDABERG HOSPITAL

CLIENT: CPB CONTRACTORS

What we did:

- ✓ Bid proposal support for EOI and RFP
- ✓ Development of Social Delivery and Local Content Plan bespoke to project scope and region
- ✓ Secured exclusive agreements with key supply chain industry partners
- ✓ Bid win strategy advisory
- ✓ Established exclusive agreements and managed strategic partnerships and initiatives for local and Indigenous supply chain, industry associations and community organisations
- ✓ Contributed specialist content to Training and Development plan, bespoke to region

Outcomes:

LANDY's client CPB Contractors were successfully awarded the contract to design and build the new \$1B Bundaberg Hospital. LANDY's bespoke Social Delivery Plan and strategic initiatives enable direct economic investment in to the local supply chain as well as providing opportunities for the local and Indigenous workforce. Education pathways have also been established for local schools and Registered Training Organisations, Group Training Organisations and TAFE QLD, with the intent to leave skills and development legacies long after construction is complete.

ENGAGEMENT: 2023





Client bid strategy workshop

CLIENT TESTIMONIAL PRECONTRACTS AND BID SUPPORT

"Winslow Infrastructure invested in the bid management expertise of LANDY Advisory to develop our local teaming and win strategy for a significant early works project with the Department of Transport and Main Roads (TMR) - South Coast Region.

Navigating the Expression of Interest procurement phase posed a formidable challenge, however LANDY exceeded our expectations by going above and beyond, diligently preparing and compiling a superior submission for our key client TMR. Their efforts proved instrumental as we not only secured being shortlisted to the invitation only closed tender phase amidst strong competition but progressed with LANDY to win our first contract in the South Coast Region with TMR.

Josh and Kathryn are an amazing team. Their professionalism, teamwork and specialist experience has not only secured a remarkable result, but has also elevated the quality of our submissions nationally. We look forward to continued success in future ventures collaborating with Josh, Kathryn, and the wider LANDY team."

Scott Lancaster, Group General Manager, Winslow Infrastructure



PROJECT DELIVERY SERVICES

TAKE A LOOK AT OUR GREAT WORK

BRISBANE AIRPORT - AUTO MALL DEVELOPMENT

CLIENT: BRISBANE AIRPORT CORPORATION (BAC)

What we did:

- ✓ Client side Superintendent for the Stage 1 Bulk Earthworks package
- ✓ Mobilised the major-works contractor to commence the Stage 2 track scope

Outcomes:

LANDY assisted in the successful completion of the Stage 1 Bulk Earthworks in accordance with BAC's master program and ensured this critical piece of infrastructure was constructed according to the required specification.

ENGAGEMENT: 2022



KIPPA-RING KLINGER ROAD / BOARDMAN ROAD UPGRADE

CLIENT: PENTACON

What we did:

- ✓ Provided Project Management, Senior Engineering and Superintendent secondments into the Pentacon site team
- ✓ Established a comprehensive construction program to complete supported by detailed temporary traffic management (TTM) solutions for implementation onsite
- ✓ Revised the forecast cost to complete across all cost codes
- ✓ Head contract and commercial claims management
- ✓ Site supervision of civil construction, subcontractors and client-supplied trades

Outcomes:

We successfully delivered and opened the signalised intersection within the constraints of the contract program, fostering a strong team culture with Pentacon and the wider project team.

We achieved targeted margins upon project completion, underscoring our team's ability to manage resources effectively and make strategic decisions to meet financial goals outlined in the project objectives.

ENGAGEMENT: 2022



COOMERA CONNECTOR STAGE 1 SOUTH EARLY WORKS

CLIENT: WINSLOW INFRASTRUCTURE

What we did:

- ✓ Provided Project Management, Senior Project Engineering, Earthworks Superintendent and Local and Indigenous Participation secondments into the Winslow site team
- ✓ Developed and implemented a bespoke mass haul strategy to import over 300,000 cubic metres of A1 Class material
- ✓ Implemented a bespoke Local Supply Chain Engagement Plan to optimise the involvement of local and Indigenous suppliers
- ✓ Managed complex and sensitive environmental conditions with specialist consultant to ensure project commenced on time and on program

Outcomes:

LANDY is currently involved in the startup phase of this Department of Transport and Main Roads project. The startup works encompass site establishment, traffic management, inductions, management plans, material supply agreements and procurement.

ENGAGEMENT: 2024





CLIENT TESTIMONIAL PRECONTRACTS AND BID SUPPORT

"Rhomborg Sersa Australia engaged LANDY Advisory to provide specialist civil, structural and technical engineering advice and social performance delivery services for a high profile rail tender that Rhomborg had formed a joint venture for. When the tender team was established we recognised we needed specialist expertise required to perform critical functions within the tender team. When we sought to secure specialist engineers and subject matter experts from a range of established Tier 1 providers, LANDY stood out as a team that we could work well with. Their collaborative, can do attitude permeated down through the whole team from the company directors to the engineers working on the tender.

LANDY have a very collaborative culture and are quick to integrate themselves into the team culture. I recall towards the end of the tender phase having collaborated with LANDY for many months, thinking how ever could we have submitted such a well informed and high quality proposal without their help.

Throughout the tender process the LANDY team provided excellent technical and social performance delivery advice that was meticulous in its development, well thought out, presented and robust during the tender review process. LANDY attended client interactives and were at ease working at close quarters with the client during a series of client interactive workshops.

I can not speak highly enough of the advisory services that LANDY provided to Rhomborg Sersa Australia and our joint venture. I would not hesitate to engage them again on for similar assignments.

Thanks to Dave, Josh and the LANDY Advisory team for the many long days you spent working on this tender, you guys really helped to differentiate our offer."

Edward Humphrey, General Manager Major Projects, Rhomborg Sersa Australia

OUR CLIENTS

Success is not an outcome - it's a journey.

Our ultimate goal is to help you achieve success. We bring the extra horsepower your project needs to excel. Our team's expertise, dedication and innovative solutions combined with your insights and goals create a powerful synergy. This dynamic collaboration enables us to tackle even the most challenging projects with confidence and efficiency.

We understand that successful projects demand more than just technical expertise. They require deep and meaningful partnerships and we take great pride in fostering relationships that transcend the conventional client-consultant dynamic. We firmly believe that our clients are not just stakeholders, they are integral members of our team.



STRATEGIC PARTNERSHIPS



CLIENT TESTIMONIAL PRECONTRACTS AND BID SUPPORT

"Seymour Whyte was bidding for a large project in 2023 which formed part of the Inland Rail program of works.

Dave Lightfoot and his team at LANDY Advisory provided key personnel to support our tender team. Dave Lightfoot - Construction Management, Josh Yates - Social Performance and Supply Chain Engagement and Matt Hume - Civil Construction.

They are an experienced and dynamic team, who are passionate and committed to finding cost effective solutions to the tender. They were able to bring recent first-hand experience from the Inland Rail - Narrabri to North Star SP1 project to our team.

The tangible benefit they bring to any team is their positive work ethic - they are team players, they integrate with the wider team, they are prepared to roll up their sleeves and do the hard yards when needed. Also they are confident to present to clients in interactive workshops in a clear and concise way.

They provided much needed support to myself and my team."

Giles Swindley, Bid Director - Seymour Whyte

EMPOWERING COMMUNITIES, INSPIRING GROWTH OUR COMMITMENT TO LOCAL EXCELLENCE

At LANDY, we firmly believe that community engagement and support are integral components of our business philosophy and operations.

Our commitment to supporting local communities is rooted in the understanding that a thriving community is the backbone of sustainable business growth.

By actively engaging with and supporting local initiatives, events and organisations we serve to foster strong, meaningful relationships with our neighbours.

Through our unwavering support for local causes, we aim to create a positive impact that extends far beyond our immediate business activities, creating a mutually beneficial relationship between our company and the vibrant communities we call home.



**TWEED SEAGULLS RUGBY
LEAGUE FOOTBALL CLUB**
Small Business Partnership
and Board of Director



**SOUTHERN GOLD COAST
CHAMBER OF COMMERCE**
Silver Member and
Board of Director



FIND MY WILD
Corporate Partner



TITANS
Corporate Partner



**TWEED CHAMBER OF
COMMERCE AND INDUSTRY**
Member



**QUEENSLAND MAJOR
CONTRACTORS
ASSOCIATION**
Member



BUSINESS LISMORE
Member



FOCUS TENNIS ACADEMY
Small Business Partnership



**GOLD COAST HOSPITAL
FOUNDATION**
Volunteer



**MARK HUGHES
FOUNDATION**
Volunteer



**INSPIRING BETTER
FUTURES FOUNDATION**
Volunteer Mentor

Contact us:

Brisbane:

 Level 2, 40 Edward Street, Brisbane QLD 4000

Gold Coast:

 4/2 Philippine Parade, Palm Beach Gold Coast QLD 4221

 1300 052 639  info@landy-group.com.au

 www.landy-group.com.au



JOSH YATES

M: 0428 375 621

E: josh.yates@landyadvisory.com.au



KATHRYN POWIS

M: 0409 332 740

E: kathryn.powis@landyadvisory.com.au