



Australian Government

Indigenous Land Corporation

Consultants 2011-12

Refer to page 144 of *Indigenous Land Corporation Annual Report 2011-12*

The ILC engages consultants on the same basis as it procures all goods and services.

In 2011-12, the ILC contracted consultants for specialist professional services and where the ILC required independent advice, review or evaluation. For example, the ILC acquired the services of consultants to assist with major developments at Mossman Gorge and Western Cape Residential Campus in Queensland, and to assist finalising the purchase of Ayers Rock Resort in the Northern Territory. The selection processes to engage the consultants were select tender and direct sourcing¹.

The total spending on consultants (inclusive of GST) was:

	2011-12	2010-11	2009-10
Administration	\$0.5m	\$0.6m	\$0.9m
Land Acquisition and Land Management functions	\$0.4m	\$0.5m	\$0.8m
Major development/due diligence	\$2.5m	\$5.3m	\$1.2m
Total	\$3.4m	\$6.4m	\$2.9m

During 2011–12, 58 new consultancy arrangements were entered into involving total actual expenditure of \$1.6m (inclusive of GST). In addition, 41 consultancy projects were ongoing during 2011-12, involving total actual expenditure of \$1.8m (inclusive of GST).

Below is a list of all consultants engaged in 2011-12 where spend during the year was \$10,000 (inclusive of GST) or more.

Administration

<i>Name</i>	<i>Amount</i> \$	<i>Service</i>	<i>Selection Process</i>	<i>Justification</i>
CB Richard Ellis	12,967	Legal services	Direct Sourcing	C
Deloitte Touche	18,571	Corporate governance review	Select Tender	C
Ferrier, Ian	40,469	Member of Board Committee - internal audit fees	Direct Sourcing	C
KPMG	196,233	Internal audit / review	Select Tender	B

Name	Amount \$	Service	Selection Process	Justification
Latitude Forest Services	84,076	Expert advice to carbon projects	Direct Sourcing	B
Norton Rose	12,375	Corporate governance services	Direct Sourcing	C
Sitecore Australia	82,294	Website design services	Direct Sourcing	C
Technology One	36,251	Software implementation	Direct Sourcing	C

Land acquisition and land management

Name	Amount \$	Service	Selection Process	Justification
Building Consultancy & Inspections (BHI)	23,248	Building inspection report services	Direct Sourcing	C
Colliers International	39,600	Valuation services	Direct Sourcing	C
Farmel Pty Ltd	10,992	Project management services	Direct Sourcing	B
Heron Todd White	19,580	Valuation services	Direct Sourcing	C
HWL Ebsworth	15,616	Legal services	Direct Sourcing	C
Information Dissemination	69,639	Marketing Consultants	Direct Sourcing	B
Micros Fidelio	13,035	Software implementation	Direct Sourcing	B
Paul Josif and Associates	21,340	Pastoral feasibility	Direct Sourcing	B
Quaid Auctioneers	26,928	Valuation services	Direct Sourcing	B
Sullivan, Andrew	35,780	OH&S audits	Direct Sourcing	B
Tom Kirk Indigenous Consultant	56,999	Cultural Awareness	Direct Sourcing	B

Major development/due diligence

Name	Amount \$	Service	Selection Process	Justification
Aecom Australia	116,858	Schematic design services	Direct Sourcing	B
All Construction Approvals	19,895	Building inspection services	Direct Sourcing	B
Altus Page Kirk	335,222	Business combination valuation	Select Tender	C
Arup Pty Ltd	130,888	Planning Consultancy	Direct Sourcing	B
Baker & MacKenzie	202,926	Legal services	Direct Sourcing	C
Balkanu Cape York	35,455	Construction services	Direct Sourcing	B
Beachframe Pty	27,576	Financial advice	Direct Sourcing	B
Dot Dash	20,680	Design and construction services	Direct Sourcing	B
Fabritecture Pty	104,170	Design and construction services	Select Tender	B
Fisher Architects	383,268	Architectural services	Direct Sourcing	B
Gilimbaa Pty Ltd	27,372	Design and Branding	Select Tender	B
Hill & Knowlton	69,047	Public relations	Select Tender	B
Horwath HTL	82,906	Transition Management	Direct Sourcing	B
Lambert & Rehbein	24,630	Structural Engineering	Direct Sourcing	B
Lincoln Scott	34,564	Electrical and structural engineering	Direct Sourcing	B
McCullough Robe	11,109	Legal services	Direct Sourcing	B
Papillion Lands	21,714	Construction services	Direct Sourcing	B
Pinnacle Tourism	40,126	Sales and marketing strategy	Select Tender	B
PriceWaterhouseCoopers	17,050	Taxation advice	Direct Sourcing	B
RBL Management	10,120	Electric vehicle	Direct Sourcing	B
Rider Levett Bucknall	34,100	Quantity Surveying	Direct Sourcing	B
Ridgemill Pty	462,374	Construction and project management services	Direct Sourcing	B

Name	Amount \$	Service	Selection Process	Justification
Scovex	25,174	Architectural services	Direct Sourcing	B
Stocktakers Pty Ltd	20,345	Advice on stock take	Direct Sourcing	B
Taylor Cullity	20,986	Landscaping Design	Direct Sourcing	B
Wilde & Woollar	55,770	Quantity surveying	Direct Sourcing	B
WSP Building Pty Ltd	44,390	Electrical and mechanical services	Direct Sourcing	B

Justification for decision to use consultancy

A - skills currently unavailable within agency

B - need for specialised or professional skills

C - need for independent research or assessment

¹ Selection Process

Open Tender - A procurement process in which a request for tender is published inviting all businesses that satisfy the conditions for participation to submit tenders

Select Tender - A procurement process in which the Corporation selects which potential suppliers are invited to submit tenders

Direct Sourcing - A procurement process in which the Corporation may contact one or more suppliers of its choice in accordance with the Corporations purchasing processes.

Panel - An arrangement under which are number of suppliers are selected through a single procurement and evaluation process