

Appendix G: New consultancies

ARIA engages consultants where a specialist skill or expertise is required or where internal resources are unavailable. Consultants are typically engaged to:

- > investigate or diagnose a defined issue
- > carry out defined reviews or evaluations; or
- > provide independent advice, information or solutions to assist ARIA in its decision making.

These consultancies have been distinguished from other service provider contracts by the nature of the work performed, which typically involves the application of expert professional skills and the exercising of expert judgement.

ARIA administration consultancies

Policy

ARIA's policy on selection and engagement of consultants accords with its purchasing principles and policies outlined in Chapter 5 - Trustees.

Table A1 provides details of consultancies engaged by ARIA during 2006/07 with a contract value, GST inclusive, of \$10 000 or more.

This list includes contracts referring to the administration of the Funds and excludes contracts related to the management and investment of the three Funds.

Table A1: New consultancies 2006/07

Consultant name	Description	Value \$	Selection method	Principle justification
Dymond Foulds & Vaughan	Provision of services relating to Fund earnings	30 250	Direct sourcing	B
Dymond Foulds & Vaughan	Provision of services relating to allocation of Fund earnings	115 500	Direct sourcing	B
McGrath Nicol	Provision of advice relating to administration services	74 450	Direct sourcing	C
Sabine Muller-Glissmann	Provision of public relation services	21 946*	Direct sourcing	B
Eureka Strategic Research	Provision of research and advice relating to member services	72 402	Select tender	B
Total new consultancies		314 548		

*Amount paid under the contract for 2006/07

Appendix G: New consultancies – continued

Selection method categories		Justification categories	
The selection methods used for consultancies are categorised as follows:		A	Need for access to the latest technology.
Open tender	Public tenders are sought from the marketplace using national and major metropolitan newspaper advertising.	B	Need for specialised skills.
Select tender	Tenders are invited from a short list of competent suppliers.	C	Need for an independent view
Direct Sourcing	Single supplier invited to bid reflecting unique qualifications or circumstances.		

