

# New Zealand Maintenance Masterplan

Launching NZ's first maintenance contract opportunity roadmap.



**Save hundreds of hours ... Choose your markets. Select your opportunities.  
Know when contracts start and finish. Includes Quarterly Updates.**

Strong growth in infrastructure spending over the mid to late 2000's was driven mainly by new and renewals of 'life-expired' assets, especially in the rail, power and telecommunication sectors. These assets will add significantly to maintenance spending going forward. Now is the opportunity to tap into this growing market. Understanding when existing maintenance contracts will expire and next to be tendered enables contractors to select, plan, and strengthen relationships for these opportunities.

The **New Zealand Maintenance Masterplan (NZMM)** is BIS Oxford Economics' latest tool designed to help companies fast track tactics to identify, target and win maintenance contracts across wastewater treatment plants, major roads, power stations, oil refining, other major assets, and facilities management inc government housing.

This easy-to-use Excel planning tool helps maintenance contractors identify specific opportunities and model monthly revenue over the next 5 years.

The opportunity pipeline (NZ\$4.5b) includes 15,000 fields of information, with parameters for:

- > Market sector and segment
- > State and geographic hub
- > Asset owner and operator
- > Opportunity and Nature of service
- > Scale of operations
- > Incumbent contractor(s)
- > Contract type, start and expiry dates
- > Opportunity annual estimates
- > Links to contract announcements

NZMM provides competitive intelligence:

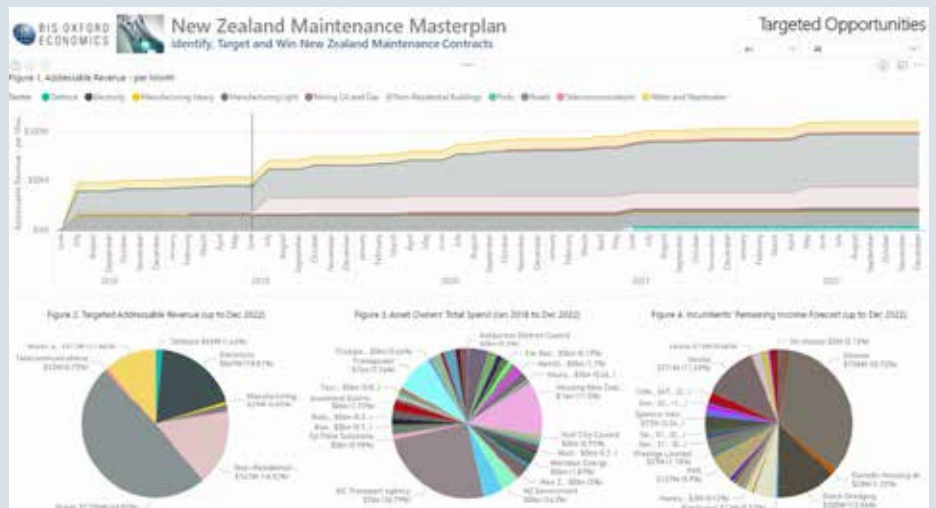
- > By Client – what contracts are available, their value and other parameters
- > By Contractor – see which contracts they are working on, split by sector, their value, when they expire, and other parameters.

continued over >

## New Zealand Maintenance Masterplan Outputs

The highly visual database lends itself to be used in company 5 Year Plans and internal business planning presentations.

- > **OPPORTUNITY PIPELINE listing contract durations through to 2022 (Excel).**  
Users of NZMM select the individual opportunities that they want to pursue and assign a "go" (probability of the contract coming out) and a "get" (chance that they will win it). Graphics and revenue forecasts for targeted opportunities.



- > **MAPPING FUNCTIONS**  
Filter, view tabular data, and zoom in on assets using satellite imagery.



- > **COMPETITOR mapper.**  
Re-cut data by client or competitor. Provides aggregate value and individual contracts listed.



# New Zealand Maintenance Masterplan

▶ continued



▶ **NZMM includes the following sectors:**

- ▶ A significant deep dive into wastewater treatment plants
- ▶ Major road and arterial maintenance contracts, along with local council maintenance contracts
- ▶ Power generation, including fossil fuel, hydro, renewables and wind
- ▶ Facilities management including government housing contracts
- ▶ Future editions will include ports, processing facilities, oil & gas, agriculture, electricity transmission, etc.

The integrated **Microsoft Power BI Desktop** offers powerful automatic charting, with state-of-the-art interactive visualisations, industry leading data query and modelling and filtering on key parameters. The mapping function plots filtered or targeted assets on an interactive map.

- ▶ **MAPPING FUNCTIONALITY** – significant redesign of the Power BI includes interactive tabulated data, ability to zoom in on asset using satellite imagery
- ▶ **INCUMBENT** worksheet – see what each contractor will earn on each of their fixed term contracts by year, and potential earnings after they expire.
- ▶ **ANALYSIS** worksheet – view the value of asset owner contracts, year by year, and then for each contractor
- ▶ **CONTRACT EXPIRIES** worksheet – see the number of fixed term contracts coming to their end by year, contract listing notes if extension options apply
- ▶ **NEW 'TREEMAP' SECTOR VISUAL** showing relative scale by sector and client

▶ **NZMM Key Benefits:**

- ▶ Easy-to-use Excel format with powerful and interactive Microsoft Power BI Desktop graphics
- ▶ Annual subscription includes rolling quarterly updates, from start date: end Feb, May, Aug, Nov
- ▶ Access to analysts to provide feedback via amm@bisoxfordeconomics.com.au
- ▶ Data is based upon mix of actual known maintenance contracts and best estimates. Reviewed / improved quarterly
- ▶ Optional deep dives or additional tailored analysis conducted on your behalf – price on application

## RELATED STUDIES

- ▶ **Australian Maintenance Masterplan**
- ▶ **Building and Construction in New Zealand**

## ABOUT BIS OXFORD ECONOMICS

As Australia and New Zealand leading provider of research and forecasting solutions for the infrastructure and mining sectors, we assist our clients by providing the best available data, industry analysis and thoroughly researched forecasting reports

We can support clients with bespoke services including:

- Cost escalation consultancy
- Demand Forecasting Models
- State and Regional Analysis
- Cost Benefit Analysis
- Expert reports for prospectus, IPO or tender documents
- Private Briefings on Industry Outlook

## ORDER FORM New Zealand Maintenance Masterplan

**Please complete**

**BIS Oxford Economics Pty Ltd • Level 8, 99 Walker Street • North Sydney NSW 2060 • T: 02 8458 4200 • F: 02 9959 5795**

For further enquiries please contact: **Kellie Osta • T: (02) 8458 4287 • E: kosta@bisoxfordeconomics.com.au** or

**Adrian Hart • T: (02) 8458 4233 • E: ahart@bisoxfordeconomics.com.au**

**Annual Pricing:**

- Standard price** AS\$4,000+GST\*
- Special rate for current AMM subscribers** AS\$3,500+GST\*

Mr/Mrs/Ms \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Postal address: \_\_\_\_\_

\_\_\_\_\_ P/C: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ Purchase Order No. \_\_\_\_\_

\*GST may not be applicable if an overseas company orders.

**PAYMENT DETAILS**

- please invoice me on delivery
- cheque for \$\_\_\_\_\_ is enclosed
- charge my Visa/Mastercard \$\_\_\_\_\_

Card number \_\_\_\_\_

Expiry \_\_\_\_\_ Security Code \_\_\_\_\_

Cardholders name \_\_\_\_\_

I confirm that this service is for the internal use of my organisation and its branches and/or subsidiaries only, and files will not be made available or copied for the benefit of other organisations.

SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_