


The background of the slide features a modern glass building at night, with interior lights glowing through the windows. In the foreground, a server room is visible, showing rows of server racks and a long, brightly lit aisle. The overall color palette is dominated by blues and greys, with white curved shapes framing the text.

area3¹

A BGIS Company

CONSULTING, TECHNICAL PROJECT
MANAGEMENT AND DESIGN

CAPABILITY STATEMENT

A man and a woman are walking through a server room aisle. The man is on the left, wearing a dark suit and a lanyard. The woman is on the right, wearing a light blue shirt and dark pants, holding a laptop. They are both looking at the laptop. The server racks on the right are illuminated with blue light, and the floor has a grid pattern. The background shows a bright doorway at the end of the aisle.

**Delivering infrastructure.
More resilience, more
reliability.**

About us

AREA3 is a leader in the provision of strategic advisory, development consulting, project management and project delivery services to a range of national and international clients across the public and private sectors.

AREA3 is part of the BGIS organisation, a leading global provider of integrated facilities management, project delivery services, energy and sustainability solutions, building performance management, workplace advisory and management, real estate services and trades services.

With a professional emphasis on development and construction, we specialise in the infrastructure, telecommunications/information technology, commercial and social infrastructure sectors. Our expertise means our clients receive the strongest team, deepest knowledge, highest service and principally, the best solutions.

AREA3 are currently delivering more than \$1 billion worth of major projects for our national and international clients.

We have delivered projects throughout Australia and internationally to the value of more than \$10 billion in capital value. Our wealth of global and local experience allows us to implement proven procedures and pioneer new techniques.

From strategy to delivery, AREA3 offers a hands-on approach. We treat each project as an opportunity for innovation and embrace a challenge with focus and commitment. Our team is client focused, respectful and passionate. We are proud to say we care about our work, our clients, and our projects.

Our vision

“Our Vision is to be recognised as a leading consultancy in the delivery of successful, client focussed projects, driven by a commitment to integrated solutions, and the value and innovation we bring to our projects.”

“Our aim is to be known by our clients and within our industry for a distinctive approach aimed towards value driven outcomes – a continuing client focus in everything we do. In every piece of work we undertake, for every client, in every sector we move within, we are focussed on value creation.”

“We have found AREA3 to be very professional and thorough from start to finish. They did a great job capturing the project requirements and were very attentive to our requirements. I would be more than happy to work with them again on any future projects.” - Client Testimonial

Our key people



Charles Penny

AREA3 Managing Director

Charles has over 20 years' experience in Client, Consultancy and Construction roles and has worked in the industry both nationally and internationally. Charles has a broad spectrum of experience in transportation and infrastructure projects and has developed skills in managing all stages of project lifecycles from concept, design, procurement, construction / contract administration and commissioning/handover.



Graham Pellow

AREA3 Director

Having spent over 18 years in the construction industry, Graham has worked with some of Australia's leading Tier 1 and 2 construction contractors. He has extensive experience in the design development, project management, contract administration and supervision both in client and contractor roles. This experience touches on many industries including health, retail, education, commercial/residential tower projects, and industrial complexes.



Brendan Smith

AREA3 Director

Brendan is a proven business leader with extensive experience and accomplishments across multiple project sectors. Brendan has strong diplomatic skills and a natural affinity for cultivating relationships and persuading, convening, facilitating, and building consensus among diverse individuals. Applies qualities of integrity, credibility, and a passion for progress to strategic governance efforts.



Mabel Chew

AREA3 Associate Director

Mabel has experience in all project stages; from concept through to detailed design, business case submission, authority approvals, contractor procurement, construction, commissioning/handover, and post-completion. Mabel also has experience managing a wide facet of project streams and stakeholders.

Our solutions

AREA3 can provide the right project manager to deliver across all phases of your project. Our ability to build strong relationships, address stakeholder needs and foster effective teamwork allows us to provide our clients with the best team and the best solutions.

AREA3 provides infrastructure advisory leadership and expertise on major projects. We are committed to delivering on-time, on-budget and value-for-money operational capability to our clients. We appreciate the importance of each variable and its contributing force to the successful delivery of a major project. Our team members identify and introduce processes and practices that enhance desired results.

We retain traditional forms of infrastructure procurement and also focus lifestyle models such as Public Private Partnerships (PPP), and Private Finance Initiative (PFI) Alliances. Our infrastructure advisory team have contributed to the successful planning, procurement and delivery of major projects with a value in excess of A\$12 billion.



SERVICES WE OFFER



**Advisory
Services**



**Design
Management**



**Construction
Management**



**Health
& Safety
Management**



**Projects
Management
Services**



**Superintendency
and Authorised
Person Roles**



BIM



**Service Improvement &
Operational Excellence**

Our clients

- Aboriginal Affairs NSW
- AirTrunk
- ANZ Bank
- Brimbank Council
- Canberra Data Centres
- Churches of Christ
- Commonwealth Bank
- Charter Hall
- DCI Data Centres
- Deakin University
- Digital Realty
- Global Switch
- Keppel Data Centres
- Macquarie Data Centres
- Melbourne University
- Morgan Stanley
- NBN Co
- NECA
- School Infrastructure NSW
- Swinburne University
- Toyota
- VICGOV-DHHS
- Yarra Trams



Snapshot of our projects



Chelsea Apartments Sydney, NSW

The delivery of a high-quality, multi-unit residential development. The project included a ground floor retail space, a two-level basement area, a four-storey apartment block comprising of 65 units and surrounding courtyards.



Intellicentre 5 Data Centre Canberra, ACT

A 1MW data centre, designed to achieve Tier IV data centre standards, being SCEC Zone 4 compliant and Zone 5 ready. Designed to Uptime Institute Tier IV standards,. Which required 2N+1 resilience, IC5 was constructed in a short timeframe of five months.



Swinburne University Of Technology, Hawthorne , VIC

To support its rapidly expanding position, Swinburne University is refurbishing existing spaces to create fit-for-purpose, contemporary spaces that facilitate contemporary learning.



Toyota Hydrochem Fuel Manufacturing & Education Centre, Melbourne, VIC

Toyota Motor Company Australia embarked on a site redevelopment/amalgamation of its Melbourne campus due to the closure of its Australian manufacturing arm.



Brimbank City Council Melbourne, VIC

Development of the at grade car park to a multi-level car park to service the community and civic precinct project. The site of approx. 1,500m² was surrounded by retail, commercial and community spaces and required engagement and communication with multiple stakeholders.



NBN Co, Australia

The expansion of nine NBN Telecommunication infrastructure facilities, requiring liaison with multiple stakeholders across all the state capitals. The works were undertaken in a live and operational Tier III data centre environment.



Australian National University, Canberra, ACT

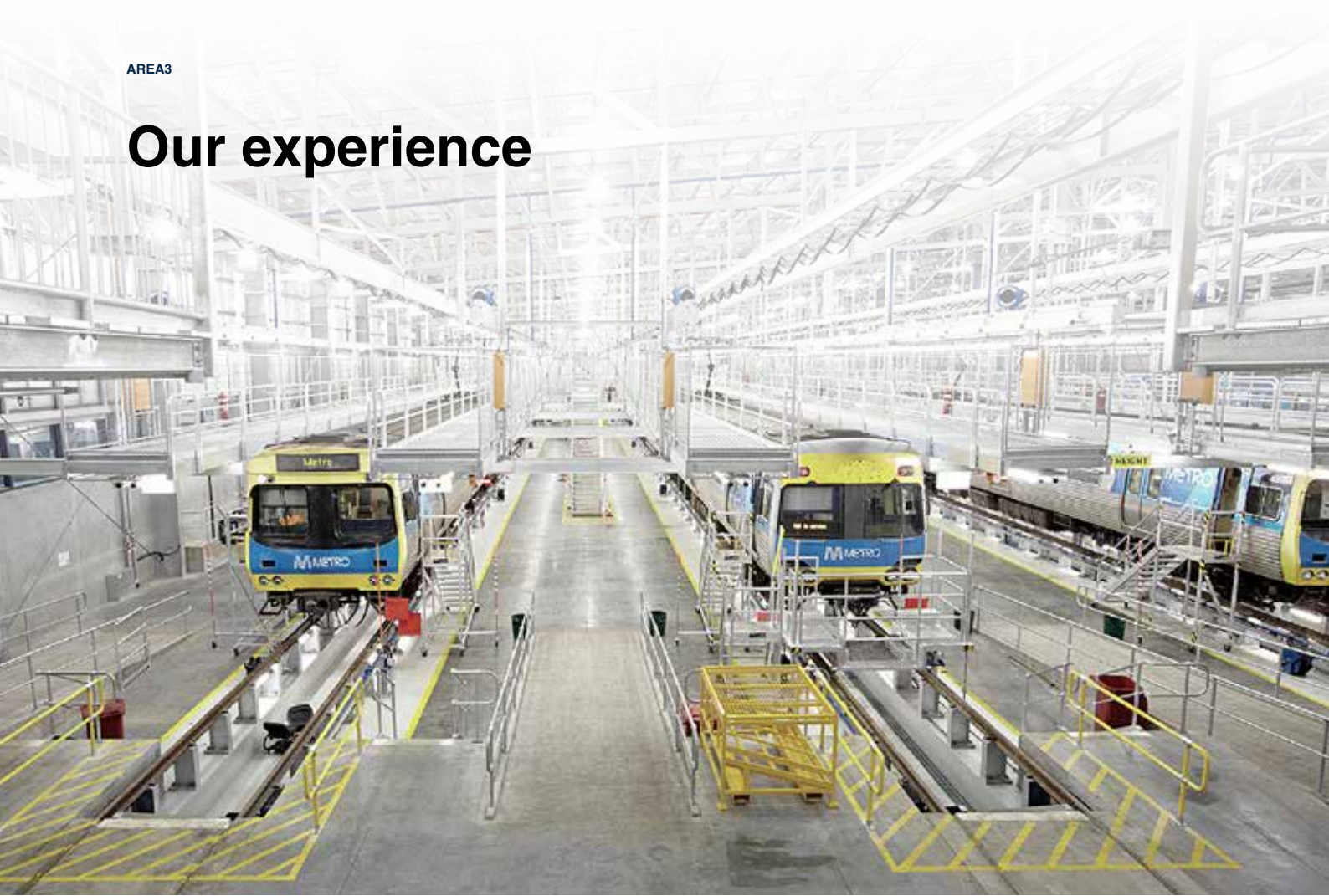
A master planning exercise on the buildings of the Research School of Physics and Engineering. With construction dating from the post-war period, the facilities were are no longer viable.



ANZ Bank, Melbourne, VIC

As part of a multi-million dollar program of works for ANZ, a range of life cycle and expansion projects at the bank's two Melbourne data centres was required. The projects required a 'high density hall' within each existing campus.

Our experience



METRO TRAINS, MELBOURNE (\$286M)

Overview

The scope AREA3 completed for Metro Trains included the complex construction of heavy rail infrastructure. Our team managed the overall project from concept design through to construction and project handover.

Our role included supporting the Department of Transport during the appointment of lead consultants and supporting MTM during the construction phase of works.

AREA3 created the project management plan, produced project documentation and monitored the project's program and budget from start to finish.

On this project we collaborated with a range of diverse stakeholders including VicTrack, Jemena Power, various state government agencies, Hume City Council and the Wurundjeri Peoples of Victoria.

Project highlights

- Providing Metro Trains Melbourne with project management services for the successful delivery of their stabling yard.
- Coordinating the daily works of the project on site.
- Working closely with our client to ensure the end result satisfied their operational requirements.

Our experience

MORGAN STANLEY, NSW, VIC & QLD



Overview

Morgan Stanley is a global firm providing a wide range of financial services to corporations, financial institutions and individual investors.

In 2018, Morgan Stanley engaged AREA3 to undertake all their project management requirements across their Australian offices on an ongoing basis. AREA3 is responsible for assisting the Corporate Services team with all projects from feasibility study to developing the business case for budgetary approval.

Once approved, our role is to deliver the full extent of the project in line with Morgan Stanley's systems reporting to local and regional stakeholders based in Asia. Projects completed and currently underway include the upgrade of critical systems supporting the trading floors and numerous office fit outs.

Project highlights

- Delivering projects to Morgan Stanley's bespoke design requirements in their Comms Rooms and office fit outs.
- Delivering multi-disciplinary services in live environments across multiple cities around Australia.
- Working with Morgan Stanley, a blue chip financial trading company with an exceptional international reputation.

GLOBAL SWITCH (EAST), SYDNEY (\$286M)



Overview

AREA3 project managed the design and delivery of a new data centre facility in Sydney's CBD for Global Switch. The commission included validation phase, design phase, tender phase, early and main works construction, commissioning and handover.

Leading the client side consultancy team, AREA3 actively managed design stage, issue resolution, and complex global stakeholder relationships.

As the project site was located adjacent to Global Switch's current data centre (live environment) and existing rail infrastructure, there were numerous risks to mitigate throughout the life of the project.

AREA3 managed and liaised with multiple stakeholders including RailCorp, AusGrid and Sydney Water to validate that all design and construction complied with their statutory requirements.

Project highlights

- Major expansion of one of Australia's largest data centre in a three stage development
- Co-ordination of various environmental requirements; LEED and Sustainable Design Report
- Facilitated and managed numerous tenders; consultants, contractors, and lead equipment procurement
- Monitored program and build cost of \$110 million for Stage 1 and \$150 million for Stages 2 and 3
- Total site capacity of 32 MW utility power feeds fully fitted out.

Our experience

MELBOURNE UNIVERSITY, PARKVILLE (\$450M)



Overview

The University of Melbourne commissioned a multidisciplinary design team to construct accommodation that will cater for the rapid growth predicted between then and 2020.

The objectives of the Accommodation Strategy are to map out future infrastructure capacity, using the School of Engineering 'Spaces for 2025' report as a guide.

AREA3 has been providing project management services to support the Melbourne University School of Engineering in delivering this prestigious \$450 million program.

The delivery of the initial pilot program, is currently being rolled out across Parkville, Carlton Connect and a confidential New Campus. It includes the fit out of leased office space to be utilised as decanting accommodation, to support the smooth transition of staff and students across the university.

Project highlights

- Working with the prestigious and dynamic Melbourne University
- Envisioning a project with a focus on the future, predicting growth.
- Coordinating the roll out of a pilot program to test the project's viability.
- Collaborating with a variety of disciplinary professionals to design the best solution.
- Supporting the university with undertaking the huge \$450m project.

TELSTRA EXCHANGE, VIC, NSW & ACT



Overview

AREA3 staff have undertaken planning and project management roles on a number of the major Telstra Exchanges of Pitt St Sydney, Exhibition St Melbourne, Broadway Exchange Sydney, Little Bourke St Melbourne and Deakin Exchange in Canberra.

AREA3 acted as the project lead on these projects, focusing the design and delivery team on flexible long term solutions. The project included

development of the data centre standards, capacity models, site assessments, plant room configuration, structural cabling, AC power racks, DC power racks, budgeting, requirement specifications and design reviews.

In this role we also arranged the build of data communications networks and supported Telstra product managers with the development of the product offerings that were related to the new exchanges.

Project highlights

- Working with an ambitious and exacting client like Telstra.
- Bridged the organisational gap between the exchange managers and IT division of Telstra.
- Undertaking data centre improvement in many diverse locations.
- Supported Telstra in the development of new product offerings.
- Overseeing the projects with a focus on Telstra's long term needs.

Our experience

AIRTRUNK, MELBOURNE (\$130M)



Overview

AREA3 staff acted as project director and superintendent for Airtunk in their delivery of a new data centre.

On this project, we worked with the client and facility management team focusing on quality, scheduling, reporting, maintaining budget and existing site interactions.

In this role AREA3 acted as the primary communications channel between the client and contractors. We managed the interactions and provided value to all design elements whether they were architectural items or services related installations.

For Airtrunk, we worked closely with the APAC development manager and prepared all reporting for the Project Control Group (PCG), Risk Reviews and Project Status Reports (PSR).

Project highlights

- Implementing new design innovation solutions designed on a bespoke basis.
- Working with an elite and ambitious client with high expectations.
- Running all the communications between client and contractor to ensure the smooth completion of the project.
- Preparation of all reporting documents for Airtrunk.

QUEENSLAND HEALTH, MACKAY (\$410M)



Overview

Graham Pellow acted as project manager for the \$410 million redevelopment of the Mackay Base Hospital. The project consisted of a number of sequenced stages to allow for the continued operation of the hospital throughout the redevelopment.

This staging including intensive strategising to provide zero disruption to hospital operations during the completion of the project.

The redevelopment included the installation of a new emergency department, outpatient's department, delivery suites, special care nursery, intensive care, coronary care unit and more.

Nearly doubling the capacity of the hospital due the redevelopment has ensured that a state of the art health service can be provided to the expanding Mackay and Bowen Basin region.

Project highlights

- Overseeing the large scale redevelopment of a major working hospital.
- Intensive strategising with Queensland Health to plan a staged delivery which would not interrupt ongoing functions.



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