



project development and commercial management
infrastructure | energy | renewables

ASLAT
consulting 



sectors

Infrastructure

- Roads and motorways
- Heavy and light rail
- Road and rail tunnels
- Bridges
- Airports
- Busways
- Ports
- Recycled water & desalination plants
- Dams and pipelines
- Industrial and commercial land development and buildings
- Education and training facilities

Energy and Renewables

- Utility scale solar farms
- Medium and high voltage substations
- Power transmission
- Wind farms
- Power stations

about

ASLAT is an independent consultancy that provides project development and commercial services to infrastructure and energy sectors across Australia.

Based in Brisbane, ASLAT works with both government and private sector clients across Australia and internationally.

We are particularly experienced operating for overseas clients looking to establish new projects in Australia.

We have a wealth of experience in project development and extensive commercial, contract and project management expertise.

We balance cost, time and risk from concept feasibility through to design, procurement, construction and operations.

Our team of professionals have skills in:

- Project development and construction planning for transport infrastructure, energy and renewables
- Commercial management and services for large joint venture and PPP projects such as road and rail infrastructure
- Portfolio and program advisory services

We provide project advice across every phase of the project lifecycle, from project feasibility to delivery and operations.

We can lead and develop project feasibility studies to identify the best project solution and procure, monitor and manage projects to deliver social and commercial objectives.





services

Project Development

ASLAT assists our clients with the identification, development, implementation and delivery of projects, to ensure they are delivered in a consistent and predictable manner.

Our experienced project development professionals provide accurate and timely best for project advice, ensuring projects are efficiently procured, managed and delivered.

We provide a external project management solution, or we can embed experienced project

development resources into a client's team.

ASLAT has expertise in leading multi-disciplinary teams including technical, legal and finance.

Our team's experience and expertise in delivering comprehensive solutions for even the most complex projects allows our clients the confidence of best project outcomes when working with ASLAT.

- Project Development - property, technical studies, statutory approvals, feasibility Studies
- Project Assessment and Business case development
- Concept design and layout for site/corridor assessment and planning
- Project management and project delivery strategy
- Stakeholder management
- Project leadership
- Network analysis and grid connection negotiation
- Commercial support for upstream and downstream contract negotiation
- Risk analysis, project optimisation and project costings
- Bid management and procurement

Project Development: Construction

Aslat has experience in the execution and delivery of the projects in both the civil infrastructure and energy sectors, including significant projects and programs being led and managed on the ground.

Aslat's staff have skills and experience managing complex and multifaceted projects which involve directing engineering and design disciplines; multiple site contractors and suppliers; while ensuring the clients requirements of safety, time, cost, communication and risk are paramount.

The ability to perform the project within the parameters of the Australian construction environment and engage with/manage all stakeholders (Commonwealth, state & local government, statutory authorities, unions and the community) is a critical skill for the successful delivery of projects.

Diligence in project construction is essential to ensure all technical, commercial and legal requirements are managed and delivered, This diligence is a strength within Aslat.

Aslat can lead projects as the owners project manager or construction project manager/director; develop the delivery teams; or work within established teams and contribute to the successful project delivery.

Further, Aslat has experience working with the various forms of engagement for construction from EPC under PPP arrangements, EPC, Alliance JV, JV, Collaborative Alliance, Design and/or Construction.

Specific experience includes the development of utility scale renewable energy generation, electrical infrastructure, general utilities, roads, civil works and buildings/structures.



- Project, Design and Construction management
- Project establishment
- Procurement management
- Concept design and engineering layouts
- Owners representative
- Contract management
- EPC and O&M support, cost review and gap analysis
- Independent project documentation review for project evaluation
- Project planning
- Risk management and due diligence
- Superintendent services

Electrical Engineering and Power System Studies

ASLAT has in house capability to perform Electrical Engineering and Power Systems Studies for large scale renewable energy connections within the Transmission and Distribution Networks. This capability will provide developers and utility owners with a cost efficient and low risk solution to access National Electricity Network and Market.

With ASLAT's Project Development, Construction Support and Commercial Management experience the ability to provide the Electrical Engineering and Power System Studies means a single point of responsibility to drive a project to completion.



- Electrical Engineering, Design and Certification (RPEQ)
- Broad knowledge of generation, transmission & distribution system plant including the planning criteria, specifications and design requirements
- Generator & Load Connection Studies including GPS studies to National Electricity Rules
- Power system studies including steady state, dynamic, transient, power quality and small signal power system performance
- Load flow and dynamic simulation experience using PSSE, PSCAD and other simulation tools

Commercial Management

Aslat's commercial skill set is the performance of due diligence and negotiations for contracts and commercial structures for PPP and major infrastructure projects.

Aslat provides independent advice to asset owners, project developers and construction companies to manage and mitigate project delivery risks, including critical commercial, financial and legal compliance.

Aslat has acted as commercial advisor in major civil infrastructure projects and energy projects with expertise with public private partnerships and private funding from equity.

We offer our clients an integrated project assessment, development and delivery process that achieves a consistent outcome

- Leading and developing Joint Venture Agreements
- Performance of Risk assessment, management and mitigation
- Responsibility for all project insurance to mitigate risks
- Leading, negotiating and supervising all Upstream (Equity and Clients) Contracts and Downstream (Contractors, Suppliers & Consultants) Contracts

across commercial, legal and technical aspects of projects.

Our staff get embedded in, and form an integral part of our clients' project teams to ensure collaboration and knowledge transfer.

Importantly, Aslat has been involved as a commercial manager in the development/bidding phase in many successful major projects. Experience with projects of a significant size and complexity is our unique value.

The clients we provide services to, include Equity, Financial Institutions, Asset Owners, Governments and Government Owned Corporations, Contractors and Consultants.

- Commercial/ Cashflow Supervision
- Lead and drive internal commercial compliance
- Developing the contracting and procurement strategies
- Independent advice on appropriate legal and commercial/ corporate structures in consideration of accounting, taxation, legal and regulatory requirements



Advisory

Advisory services allow equity providers, developers and asset owners to obtain an appreciation and understanding of the commercial, operational and technical risks, as well as opportunities for infrastructure, property and facility portfolios.

- Market entry strategies
- Portfolio analysis
- Program and project planning
- Peer review and due diligence

ASLAT applies a risk management approach to provide clients with an improved understanding of the performance of their physical assets, having consideration of the engineering, technology, environmental, regulatory and economic framework in which they operate.

- CAPEX and OPEX advice
- Property acquisition, sales, leasing
- Building Information Modelling (BIM)



team

Alfonso Vega de Seoane

ASLAT Director and Project Commercial Manager

Alfonso has over 10 years of experience in project management and commercial advisory of joint venture D&C and PPP infrastructure projects including transactions in large civil infrastructure and renewable energy. Alfonso specialises in project origination and management of the commercial aspects of large projects. Including contract structuring, tax due diligence, insurance, bonds and guarantees, cashflow and JV negotiations. He has participated in several major transactions in Australia, New Zealand and Southeast Asia.

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ASLAT is a trusted commercial advisor to project developers, construction companies and government for major infrastructure, energy and PPP projects in Australia, New Zealand and Southeast Asia.

Ian Reed

Planning and Development Manager

Ian is a highly experienced infrastructure and development professional in the government and private companies, client-side and consultancy. He has worked across Energy and Renewables, Transport, Property, Water, Education/Training sectors. Ian's skills cover pre-feasibility assessments and technical due diligence, stakeholder and community engagement, project development, approvals, land access and acquisition through to detailed design, construction, operation and maintenance..

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Ian McPartland

Principal Consultant - Infrastructure

Ian has over 15 years experience as a project manager in the design, engineering and construction of Utility infrastructure and Renewables. He has a legal background and strength in commercial management, contracts and land agreements, business case development, client and stakeholder management. Ian has led the EPC contracting for several solar farms as well as undertaken design and construction of over 30 HV substations in Australia.

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projects

Edenvale & Ewerleigh Solar Parks

DPI Solar - Queensland: Client representative

- Coordination of all property and planning/development matters for two solar park projects totaling 300MWAC
- Site finding, negotiations and land agreements
- Stakeholder management
- Project management of all technical studies and development permits
- Power network connection agreements and AEMO registrations
- EPC planning (2018)

Cross River Rail Bid

Acciona Australia: Commercial bid manager

- A \$5B rail tunnel and urban development project in Brisbane, Australia. Commercial bid manager for negotiations of downstream agreements. Commercial structure of the JV, on/off-shore contract structuring, tax due diligence

Cebu-Cordova Bridge

Metro Pacific Investment Corporation (MPIC): D&C JV Commercial Manager

- The Cebu-Cordova Bridge project is a \$500M PPP project in Cebu, Philippines. Alfonso advises the commercial bid manager across a range of commercial matters including negotiations of upstream agreements, due diligence of the concession agreement and D&C subcontract
- Lead negotiator of joint venture agreement
- Commercial structure of the JV, on/off-shore contract structuring, tax due diligence
- Lead negotiator of tender design and detailed design agreements
- Insurance package, provisions of bonds and guarantees, cashflow review (2017-current)

Building Information Modelling (BIM)

Queensland Department of Transport and Main Roads

- Project Manager for BIM Implementation (Oct 2015)

PV Solar 20MW power station

Australian Capital Territory: Project Manager

- Lead site identification and negotiation of land agreement, project Due Diligence, secured conditional finance from lenders for submission in a public tender

Virginia Corporate Headquarters - Property and Asset Management Strategy

Powerlink: Project Manager

- Strategic 10 - 15 year plan and asset strategies for Powerlink's 6.4ha commercial headquarters site (Feb 2015)

Toowoomba Second Range Crossing

Acciona Australia: D&C JV Commercial Manager

- The Toowoomba Second Range Crossing is a \$1.6Bn Toll road procured as a PPP Project to finance, build, operate and maintain for 25 years
- Alfonso was a key part of the D&C Subcontractor bid team during the submission of the tender bid. (2014-2015)

Due Diligence for sale of Queensland Motorways Limited

Aurecon

- Working for potential buyer. Urban planning, property and facilities review (Jan 2014)



projects...

Coppabella Township Master Plan

Aurizon/JLL: Project Manager

- Developed stakeholder engagement plan, baseline report and strategic planning Report. Coordinated technical sub-consultants (May 2013)

Energex & Ergon

- Project Manager/ Design Manager for the construction/ upgrade of over 30 substations
- Installation of over 30 HV feeders (33kV to 132kV) throughout Queensland

ISO 9001 Quality Manual

Project Support Pty Ltd

- Development of a certified integrated ISO 9001:2015 AS/NZS 4801 Safety management Systems

Infigen Solar Flagship Submission

- EPC lead for the 4 solar farms at Moree, Manildra, Nyngan & Capital

Solar Flagships Program

Equity Bid Manager-

- Coordinated 2 bids with a total project value in excess of +2.5bn. Partners included Stanwell Corporation, Itochu, Abengoa and major Australian and international banks
- Establishment of consortium
- Liaison with commercial lenders
- Negotiation of project development agreement, preliminary D&C and O&M contracts
- Managed engineering, legal, finance, EPC, O&M and IP teams (2009-2010)

Government Employee Housing Property Amenity Audit

Dpt of Housing & Public Works

- Sales and rental appraisals for over 3700 residential properties in a two month period (Dec 2012)

Energy and Renewables Advisory

- Front end engineering and design/ regulator compliance/ EPC advice on Taralga Wind Farm, Silverton Wind Farm, Birdsville Geothermal Plant Upgrade, Lihir Hydrothermal Power plant Upgrade, Mt Mercer Wind farm, Pogera Hydroelectric Plant upgrade