



Jamie Cox

*Motivating sensible unsealed road  
maintenance practices- A Client  
perspective*

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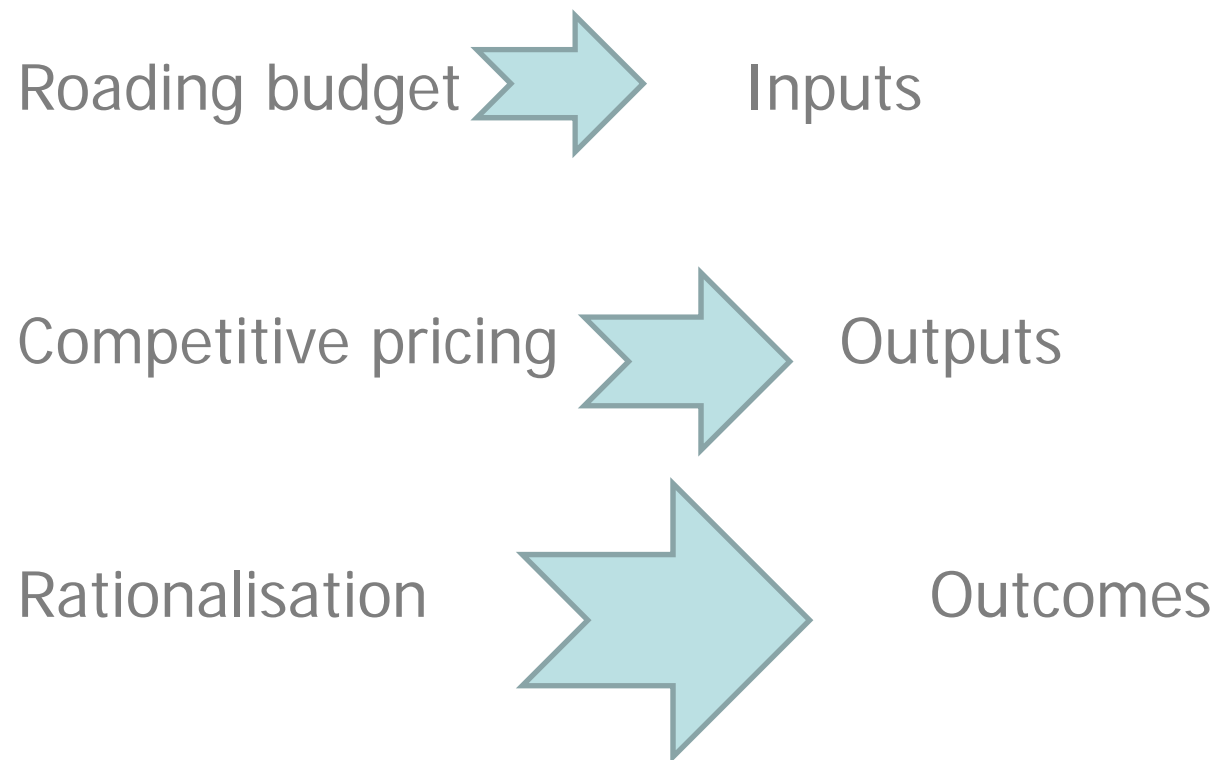
## *Motivating sensible unsealed road maintenance practices- A Client perspective*

### The Wairoa road network

- 630 km unsealed road- ADT up to 300
- 230 km sealed roads- ADT up to 2500
- Av 45,000 m<sup>3</sup> per annum metal applied

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## Wairoa District Roads – service delivery progression



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### What we HAD

- Separation with the network
- Consumptive practices
- Non-Ownership culture

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## Rationalisation – Concepts

- Take responsibility for the environment we create
- Understand the motivators we have in place as well as the law of unintended consequences
- Create drivers to achieve the desired outcomes

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## WDC Rationalisation-Basic workings

- 4 Area contracts to 1 network contract
- Transition to outcome based network contract
- A sealed road repair contract

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## Rationalisation – How we did it

### One Network (Transition) contract

- 50/50 price/attributes-lower bound threshold.
- Contract term 2+1 +3

- **Sealed road repair**
- LPC
- 2 Interventions per year
- Tasked by WDC

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## Network Transition Contract (2 years)

- Transition to an outcome basis of payment
- Contractors manage interventions and budget
- Client rates Network condition monthly



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## Network Condition scoring of outcomes (every km)

- Surface condition
- Pavement defects
- Drainage etc

1- Out of spec 5- Seriously out of spec 10- dangerous

**Multipliers**

**Total Score determines % claim paid**

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## Network outcome Contract

Empowers contractors to:

- own the asset and the budget
- link grading, metal application and surface condition
- transfer the ownership culture right down the supply chain

Requires Client to

- Manage an outcome monitoring system
- Hold the line with stakeholders

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### Best Practice

- Weekly AM meetings
- Contractors need to engage with road users
- Grading culture- length of transition, shape, beats
- Condition repair – rollers, metal waste
- Narrative accompanying claim

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## Transition questions

- Is this value for money ?
- If this was my money , would I have spent it ?

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### Success measures

#### KRA

- Condition of asset- scoring system
- Value of Asset-consumption?
- Cost of service- benchmark