

FIDUN Pty Ltd

We de-risk projects

FIDUN Pty Ltd is a boutique and dynamic professional consulting business that has offered services to the property and development industry since 2007. FIDUN provides strategic advisory, development and project management services to all sectors. With a small team of qualified and experienced individuals, we offer end-to-end support to our clients, with expertise in all aspects spanning crucial definition of the project's needs through to delivery. We work on both routine and multi-faceted projects, leveraging fundamental project management skills. We have particular experience in providing leadership, strategic advice and day-to-day support to our clients in the foundation and management of complex and high value-high risk projects.

Our vision

To deliver high quality advice and management support with a commercial focus delivered consistently and with integrity.

Core capabilities and Services

Our services fall into two distinct categories:

1. **Strategic Advisory:** for at-risk and / or unique projects, where experience in successfully establishing projects within complex environments is imperative. This includes:
 - Strategic consideration of the problem to be solved or opportunity to be leveraged by the project and planning to map out clearly the steps, key risks and nature of resources required;
 - Definition, prioritization and analysis of fundamental needs (commercial, corporate, aspirational and functional);
 - Aligning corporate objectives and strategy with deliverables;
 - Stakeholder identification and engagement strategy and implementation;
 - Assessment of potential or existing prospects against key stakeholder objectives (commercial and qualitative);
 - Identification of opportunities to improve outcomes;
 - Business Case development;
 - Negotiation of commercial transactions including Agreement for Lease, Lease and sales;
 - Strategic and commercial risk identification, evaluation and mitigation;
 - Re-evaluation of existing 'challenged' projects - ones that for whatever reason require new direction or leadership;
 - Site identification, assessment and investment logic;
 - Site disposal strategy and implementation; and
 - Transition strategy and planning.
2. **Development and Project Management:** providing seamless end-to-end management of the Project's delivery through the town planning, design and construction phases. Services are provided in a collaborative style and to a standard that fosters a 'no surprises' environment. This includes:

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- Project team establishment inclusive of briefing, assessment, appointment, coordination and performance management;
- Budget establishment and management;
- Cost reporting;
- Client and stakeholder briefing;
- Master-planning;
- Navigating complex town planning processes;
- Authority consultation and liaison;
- Communications strategy and implementation;
- Development of marketing strategies and implementation plans;
- Program establishment and management;
- Delivery risk identification, mitigation and management;
- Contract development, negotiation and administration;
- Procurement strategy and delivery;
- Design management; and
- Post-occupancy services

How we are different to our competitors

We have experience working as the developer and landlord/investor. This means we bring a broader understanding of the client's needs and the scope of risks that must be managed. This knowledge is profoundly different to those who have only ever worked on the consultant side.

We have a diverse range of experience, particularly in complex and unique projects. This knowledge base means we can better pre-empt risks and opportunities, saving our clients time and money.

Unlike most management consultancies working in the development and project management space, we work truly side by side with our clients. We embed ourselves into our client's organization, enabling us to develop a genuine understanding of their business and become an extension of their team. We believe this level of collaboration and knowledge transfer is critical to delivering the best quality outcome.

We genuinely pay attention to the detail, rather than 'flying across the top'. Understanding the importance of this is critical to engendering trust and delivering projects efficiently and professionally.

Our Experience

Our capabilities and experience is diverse. We have successfully managed the delivery of both small and large-scale projects across all sectors. Typically our engagements start as providing strategic advice and evolve to providing ongoing management and support through all stages of the project's delivery.

Our Clients

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Our clients are a solid combination of government, substantial corporate organizations and not-for-profits including the like of the Melbourne Racing Club, Metropolitan Fire & Emergency Services Board, Minter Ellison and City West Water Corporation.

FIDUN is on the Department of Transport's approved consultant register.

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