

## PRESS RELEASE

dated 1 March 2010 Sydney, Australia



ICSGgroup is pleased to announce that Mr David Goggins has joined Hi-Tek Projects, Arc Projects and Arc Portfolio Solutions Pty Limited as Business Development Director.

David has been involved in the Fit out industry for many years which has also seen him manage and run his own family business.

Arc Projects has the ability to partner our clients in all facets of the "Project Delivery Process", and would do so working in conjunction with a client representative. Competitive tenders for all project cost centres from preferred consultants, contractors and / or suppliers that are nominated by us, the client and/or building owners.

David will lead our proposed industry engagement campaign which will include Specialist Integrated Client Project and Change management initiative.

Tenders can be sent back to our clients mail address for registration / confirmation prior to forwarding to us for vetting, reconcile against budgeted amounts and subsequent recommendation of successful Tender. The successful tendered amounts including our margin would be consolidated and then reconciled against budgeted amounts including submitting all copies of specialist consults / contractors tenders for our client's review and subsequent approval to proceed.

**This ensures the process is transparent and allows our client to have knowledge of every dollar spent, plus knowledge that no trailing commissions are being paid.**

**The client representative can choose what levels they wish to be involved in and the extent of involvement, including but not limited to the following:-**

1. Strategic location of business units, space planning and workplace requirements
2. Project budget and cost controls
3. Nominate who is tendering on each component of the project and that the companies selected are known and can perform
4. Involvement in negotiation of 'Specialist Contractors Trade Packages' to alter and improve on budget, with a view to reducing costs or improvement of program and/or control of variations.
5. Resolution of modifications to the design, to enable incorporation of such into the programme.
6. The measurement, validation and certification of contract packages for payment of claims.
7. Provision of Costing Data on an agreed time basis and summary of progress on site.

**The appointment of Hi-Tek to also act as "Project Manager / Construction Manager" has the following advantages including but not limited to the following:-**



1. Integrating the roles of Project Manager & Construction Manager eliminates overlap & duplication of effort.
2. Integrating the roles also speeds up communication, recommendations and decision making.
3. Construction expertise through the design documentation phase.
4. Design based on realistic budgets.
5. Hi-Tek also being a building company would incorporate the successful specialist contractor's tenders into our overall submission, thus the total project amount is insured for Construction Risk and Public Liability.
6. Review alternative systems, finishes and proposals to achieve cost and timesaving to the overall project.
7. Setting of a realistic time line and subsequent preparation of detailed 'Project Delivery Programme'.
8. Preparation of detailed 'Cash Flow Schedule'.
9. Negotiation of 'Trade Packages' to alter and improve on budget, with a view to reducing costs or improvement of programme and / or control of variations.
10. Letting of 'Contract Packages'.
11. The measurement, validation and certification of contract packages for payment of claims.
12. Negotiation of Supply Item orders and delivery arrangements.
13. Provision of Costing Data on an agreed time basis and summary of progress on site.
14. Quick resolution of modifications to the design, costing approvals and incorporation of such into the programme.

Marcell Pavlovec, Managing Principal ICSGgroup, said *"David is an important addition to our management team who brings with him substantial experience in our industry. We are fortunate in having him assist and lead our related group company's in the Business Development arena."*

David commenced with the company on 1 March 2010.

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**About ICSGgroup:** ICSGgroup is a privately owned Australian company specialising in acquiring and growing strong businesses in the Technical Building and Portfolio Asset Services Sector. ICSGgroup is committed to providing the highest levels of service and innovation by leveraging our relationships, intellectual property and the deep industry knowledge of our key personnel.