



EDSICO

Knowledge Hub eBook

**Smarter Infrastructure Starts with Smarter
Contracts - Here's what the Experts
Recommend.**

CONTRACT CLARITY

**Insights from Barry Gordon, - Commercial &
Contract Management, TfNSW**

THE PODCAST

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PLAN**

Real conversations in
Project Strategy & Delivery



Contract Clarity Health Check

Smarter Infrastructure Strategy in 5 Steps

This checklist is designed for project sponsors, commercial strategists, and procurement leaders in infrastructure, energy, transport, and capital works. It helps evaluate project readiness before procurement or delivery and supports smarter contract outcomes.

Use this form in:

- Project planning and procurement readiness reviews
- Commercial strategy or governance workshops
- Market engagement preparations
- Investment, audit, or executive checkpoints

Rate each question on a scale from 1 (No) to 3 (Yes). Tally your score per section and total at the end.

Projects that score well on this checklist demonstrate strong clarity and are ready for confident delivery. Lower scores indicate a need to refine key elements before procurement, or to revisit the strategy and contract alignment entirely.

What This Checklist Helps You Achieve

- Strategic Alignment – Ensures project vision and delivery model support long-term outcomes.
- Problem Clarity – Frames the scope and approach to unlock market innovation.
- Fit-for-Purpose Contracting – Aligns risk and incentives with real capability.
- Market Engagement Readiness – Positions to attract the right partners.
- Performance-Oriented Delivery – Drives real performance, not just compliance.

Step 1: Lead with Strategy

Question	Score 1 to 3
Have we defined clear strategic outcomes beyond technical delivery?	☐ 1 ☐ 2 ☐ 3
Have we challenged assumptions about delivery models early?	☐ 1 ☐ 2 ☐ 3
Does this project align with the long-term investment strategy and benefits?	☐ 1 ☐ 2 ☐ 3

Step 1: Lead with Strategy Score: _____

Step 2: Clarify the Need

Question	Score 1 to 3
Is the project scope, timeline, and interface risk clearly defined?	☐ 1 ☐ 2 ☐ 3
Have we reviewed internal capability vs outsourced requirements?	☐ 1 ☐ 2 ☐ 3
Is our problem framing driving the right market solutions?	☐ 1 ☐ 2 ☐ 3

Step 2: Clarify the Need Score: _____

Step 3: Align the Model

Question	Score 1 to 3
Have multiple contracting models been explored (e.g., D&C, Alliance, PPP)?	☐ 1 ☐ 2 ☐ 3
Is risk allocation based on real capability and delivery context?	☐ 1 ☐ 2 ☐ 3
Are contract structures tailored to incentivise collaboration and outcomes?	☐ 1 ☐ 2 ☐ 3

Step 3: Align the Model Score: _____

Step 4: Enable the Market

Question	Score 1 to 3
Has the market been tested through early engagement (EOIs, soundings)?	☐ 1 ☐ 2 ☐ 3
Are procurement pathways open to SMEs, JVs, and innovative suppliers?	☐ 1 ☐ 2 ☐ 3
Are our draft contract terms transparent, balanced, and realistic?	☐ 1 ☐ 2 ☐ 3

Step 4: Enable the Market Score: _____

Step 5: Deliver Outcomes

Question	Score 1 to 3
Are commercial measures tied directly to project outcomes (not just milestones)?	☐ 1 ☐ 2 ☐ 3
Have governance, performance, and risk mechanisms been established?	☐ 1 ☐ 2 ☐ 3
Will the delivery team have access to timely and transparent decision-making?	☐ 1 ☐ 2 ☐ 3

Step 5: Deliver Outcomes Score: _____

Total Score (out of 45): _____

- 40–45: Excellent clarity – ready for confident delivery
- 30–39: Key issues need refinement before procurement
- Below 30: Revisit strategy and contract alignment before proceeding

Need Support?

If your results show challenges in one or more pillars, **EDSICO is here to help.**

 [Book a Free Consultation with EDSICO](#)

 <https://edsico.com.au/>

 Email: info@edsico.com.au

 Or [reach out via LinkedIn](#)

Download the full eBook

Learn how Australia's top infrastructure leaders ensure project success using the 5 Pillars framework.

 [Download your free copy](#)

Watch the full podcast episode.

Hear directly from Barry Gordon, a seasoned commercial strategist and Procurement Director, as he shares practical insights from decades of experience shaping contract strategies for major infrastructure programs across Transport for NSW and other public sector projects.

 [Watch the full episode on YouTube](#)

Use the insights, tools, and checklist together to strengthen your project planning and delivery.