

Managing complex procurement negotiations for local government

Metropolitan Waste Resource and Recovery Group

Client: The Metropolitan Waste Resource and Recovery Group (MWRRG) is the Victorian State Government agency responsible for coordinating and facilitating the delivery of waste management and recycling services across the Melbourne metropolitan area.

Problem: Renewal of the long-term domestic waste management contracts for all 30 council areas required parallel negotiations with multiple suppliers to agree a head contract, as well as individual service deeds between each provider, the MWRRG and participating councils.

Action: MWRRG engaged Negotiation Partners to work closely with senior members of the MWRRG procurement team and council representatives to develop the negotiation strategy for the Provision of Landfill Services contract. Dr Matt Lohmeyer led several rounds of negotiations with the main providers to settle contentious contractual matters.

Results: Dr Lohmeyer led, supported and mentored our team to reach a successful outcome, enabling MWRRG members to take control and to undertake highly effective contract negotiations. He assisted all parties in understanding shared concerns and the issues or risks behind each proposal made by prospective suppliers. This resulted in reaching suitable and mutually beneficial outcomes for all parties (<https://www.mwrrg.vic.gov.au/news/new-contracts-secure-disposal-of-household-waste-for-30-metropolitan-councils/>).

Feedback: *I found Matt's approach extremely professional, very thorough and diligent. He was able to lead and undertake the discussions so confidently, which enabled the MWRRG team to step with ease into these uncomfortable meetings that we all dread. Matt's strength lies in dissecting complex matters into simple and easy to understand elements. He surfaced the interests of both sides and developed strategies to benefit both parties. Instead of challenging confrontation, we had productive conversations. I could not recommend Matt highly enough and would engage him again without any hesitation.*

Ellie Davies- Procurement Manager, Strategic Procurement, MWRRG