

acquireinsights


Procurement Advisory & Execution Support


Trusted by:

CITY OF
GOLDCOAST.

sunwater

 Unitywater

 UrbanUtilities

 QueenslandRail


Gladstone Area
Water Board

 Queensland University
of Technology

 Griffith
UNIVERSITY

 University of
Southern
Queensland



Company Overview

Acquire Insights is a commercial and procurement advisory firm supporting large-scale procurement efforts since **2014**.

We are trusted by government agencies, utilities, and asset-intensive organisations to deliver fit-for-purpose procurement solutions, particularly in decentralised procurement environments where operational teams need support to maintain both commercial rigour and compliance.

Our team includes senior professionals with decades of experience across sectors such as local government, mining, utilities, transport, and higher education.

We combine procurement best practice with deep commercial insight to deliver results that are practical, defensible, and sustainable.





Our Value in a Decentralised Procurement Environment

When procurement is decentralised, it can be difficult to ensure consistent outcomes across business units.

Our model supports your teams with on-demand procurement capability, helping operational units run tenders, negotiate contracts, and develop scopes—all while aligning to your broader governance, risk, and probity requirements.

We become an extension of your internal capability, giving your teams the tools, expertise, and commercial edge needed to succeed.

Core Capabilities

Procurement & Tendering Support

- Strategy development and procurement planning
- Preparation of RFx documentation and evaluation plans
- Evaluation facilitation, supplier shortlisting, and negotiation support
- Debriefing, reporting, and award recommendations

Scope & Contract Development

- Drafting of technical scopes aligned to commercial models
- Creation of measurable KPIs and performance frameworks
- Structuring of contracts (panel, lump sum, schedule of rates, etc.)
- Review and alignment with corporate contract templates

Supplier Engagement & Negotiation

- Design and execution of structured commercial negotiations
- Validation of pricing models and cost benchmarking
- Facilitation of supplier alignment workshops
- Support for multi-stakeholder negotiation environments

Independent Probity Advisory

- Development of probity plans and risk registers
- Managing real and perceived conflicts of interest
- Process review and assurance reporting
- Recordkeeping and audit support

Service Offerings

CommercialRenew™

Make Your Next
Supply Contract Renewal
a Commercial Win.

Renew Smarter | Win Commercially.

TenderFlow™

Full-service tender
management,
from planning through to
award

Commercially Driven | Seamlessly Delivered

FastTrack™ – Infrastructure

Unblock delivery barriers
from scope to procurement
and spend 100% of your budget.

Built for government | Fast rollout | Real results

LeakFinder™

Forensic analytics built
to cut through messy
spend data & surface
hidden savings.

One-time scan | No system access | Fast

ScopeAssist™

Don't start with a blank sheet:

Turn operational needs into
robust, commercially sound
scopes of work – Fast.

Fast | Commercial | Aligned

CarbonWise™

Spend-Based Scope 3 Reporting

Rapid Scope 3 reporting
powered by spend data and
expert classification.

Fast | Compliant | No Models Needed

Relevant Category Experience

Infrastructure & Civil Works

Includes roadworks, footpaths, bridges, drainage, lighting, signage, and associated materials and construction services.

Waste Management Services

Covers collection, transport, recycling, landfill, green waste, and waste diversion initiatives.

Parks, Gardens & Open Space

Procurement for landscaping, irrigation systems, turf maintenance, tree planting/removal, and public park infrastructure.

Facilities & Property Maintenance

Cleaning, building repairs, plumbing, electrical services, HVAC, security systems, pest control, and other property-related services.

Fleet, Plant & Equipment

Procurement of vehicles (e.g. utes, garbage trucks), heavy plant, maintenance tools, fuel, and equipment hire.

Professional & Consultancy Services

Engineering, legal, environmental, project management, audit, architectural, and financial advisory services.

Community & Corporate Services

Training, HR, uniforms, printing, stationery, and catering.



Panels



- Financial Management Services (LB310)
- ICT Solutions, Products, Services and New Technologies (LB308)



**Queensland
Government**

- GGS0111-24 Professional Services Preferred Supplier Panel (PSP)

Rethinking Waste Management for Griffith University

The Challenge

With their waste contract approaching renewal, Griffith University wanted more than a routine re-tender. They aimed to reduce disposal costs while improving cleanliness and sustainability—without compromising one for the other.

Our Approach

Acquire Insights led a strategic procurement process that redefined the service. We shifted the focus from managing waste pickups to optimising the entire waste value chain.

A targeted EOI uncovered innovative market options. We then analysed waste generation and handling across all campuses, identifying operational inefficiencies and misaligned incentives.

Using our Traaci software, we broke down supplier bids to highlight risks and unlock better value.

The Outcome

A new supplier was appointed through a competitive tender, delivering a service that improves both cost and performance. Backed by data and commercial insight, Griffith now has a waste solution aligned to its future goals—setting a new benchmark for public institutions.



Tender
powered by
Traaci.com



Case Study



Accelerating Tender Evaluation with Traaci at QUT

Case Study

The Challenge

QUT faced a wave of complex tenders across multiple categories, each with high volumes of supplier submissions and varied pricing. Past reliance on basic cost comparisons had led to delivery surprises—they needed a deeper, more reliable evaluation process.

Our Approach

Acquire Insights provided a part-time commercial analyst supported by our Traaci.com software. Together with QUT, we set up structured models in advance, allowing same-day analysis once responses came in.

The system produced a detailed commercial report instantly, including error checks, side-by-side comparisons, cherry-picking scenarios, and baseline benchmarks—bringing precision to complex assessments.

The Outcome

QUT completed evaluations in real time, with deeper insight and greater confidence in their decisions. The process saved weeks of effort and demonstrated how technology and targeted expertise can modernise public sector procurement.



Tender
powered by
Traaci.com



Building a Strategic, Cost-to-Serve Category Strategy for Queensland Rail

Case Study

The Challenge

Queensland Rail's Corporate Services category—covering waste, security, pest control, and cleaning—needed a reset.

Previous strategies hadn't gained traction, and while contracts were in place, there was little visibility into future demand. Procurement was under pressure to deliver real, measurable savings that showed up in the P&L—but cost centres weren't seeing the benefit.

Our Approach

Acquire Insights applied a Value Chain Analysis to redefine the role of these services, introducing a cost-to-serve model that linked cleaning and waste costs to passenger trips.

This revealed rising unit costs—not due to pricing, but due to demand creep and inefficiency. Procurement had improved rates, but growing service volumes were offsetting the gains.

The Outcome

The result was a commercially focused category strategy built around reducing cost per unit output.

With shared goals and clear data, procurement could now influence both supplier performance and internal demand—delivering savings that truly impacted the bottom line.



Driving Long-Term Procurement Intelligence at Unitywater with SpendSphere

Case Study

The Challenge

Unitywater needed deeper visibility into procurement performance. Their ERP system (TechnologyOne) handled transactions but lacked the analytical capability to uncover risks, patterns, or opportunities. Internal BI support was slow, and building in-house tools risked reinforcing existing blind spots rather than revealing new insights.

Our Approach

Acquire Insights partnered with Unitywater to implement **SpendSphere**—a purpose-built procurement intelligence platform. Powered by our proprietary **InsightCore™** engine, SpendSphere automates spend classification, flags anomalies, detects risk, and exposes inefficiencies across categories.

Procurement gained self-serve access to enriched data, with InsightCore highlighting fragmentation, duplicate spend, and opportunities previously hidden by basic reporting.

The Outcome

Unitywater transitioned from static dashboards to real-time, forensic procurement insight.

This enabled:

- Improved visibility into total cost of ownership
- Early detection of cost leakage and inefficiencies
- Better alignment across procurement, finance, and operations
- Stronger credibility underpinned by data

SpendSphere continues to help Unitywater drive measurable results through commercially intelligent procurement.



Rapid Procurement Resourcing for Sunwater's Rookwood Weir Project

Case Study

The Challenge

Sunwater's Rookwood Weir project—one of Queensland's largest water infrastructure developments—was entering a critical phase.

With tight timelines and high public visibility, the team urgently needed experienced procurement and commercial professionals who could integrate quickly and perform from day one.

Like many major projects, recruitment and onboarding posed a risk to delivery timelines. The need was for technically capable professionals who could adapt rapidly to a fast-moving team environment.

Our Approach

Acquire Insights was engaged to provide specialist procurement resourcing. Leveraging our national network and infrastructure experience, we swiftly deployed professionals with relevant expertise across sourcing, contract management, and commercial advisory.

Each team member was fully briefed and project-ready, reducing delays and ensuring immediate impact—not just filling roles, but aligning with the project's pace and context.

The Outcome

Our professionals integrated seamlessly, supported critical procurement processes, and helped maintain delivery momentum during a key project window.

The engagement highlighted our ability to quickly close capability gaps while protecting project continuity, stakeholder confidence, and delivery outcomes—essential in high-profile, publicly funded projects.

sunwater



Our Team

We're the SME alternative to the Strategy Consultants and Big 4 for procurement advice and support.

Our team is made up of senior, commercially minded professionals with deep operational experience and a laser focus on procurement.

We deliver tailored, practical solutions through smaller teams and shorter projects — driving bigger results and better returns. Since 2014, we've supported over \$10 billion in projects across councils, mining, utilities, transport, and education.



Contact Details

An aerial photograph of a coastal road. The road is a two-lane asphalt road with white lane markings, curving along the edge of a dense green forest. To the left of the road is a rocky coastline with clear, turquoise water. The water transitions from a shallow, light green near the shore to a deeper blue further out. The forest is thick and lush, covering the land to the right of the road.

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