



TENDERS, BIDS & PROPOSALS TRACK RECORD

BIDS FOR LEGAL SERVICES

Selected tenders, bids and proposals Julian Midwinter & Associates has expertly strategised, managed, and successfully delivered on behalf of law firms include submissions to these organisations:

Commonwealth government

Australian Government Legal Services Multi-Use List
Australian Health Practitioner Regulation Agency
Australian Nuclear Science & Technology Organisation
Australian Taxation Office
Comcare
Comcover
CSIRO
Department of Defence
Department of Families, Housing, Community Services and Indigenous Affairs
Department of Finance and Deregulation - Comcover
Australia Post Group.

State and Territory governments

Country Fire Authority & Metropolitan Fire Brigade (Vic)
Department of Ageing, Disability and Home Care (NSW)
Insurance Commission of Western Australia
Metropolitan Redevelopment Authority of WA
Motor Accident Commission of SA
Municipal Association of Victoria
Northern Territory Legal Services List (NTLSL)
NSW Department of Commerce
NSW Department of Education & Communities
NSW Department of Education & Training
NSW Department of Health
NSW Department of Treasury

State and Territory governments (continued)

NSW Police Force
Queensland Department of Employment, Economic Development and Innovation
Queensland Health
QueenslandRail
Rail Infrastructure Corporation
RailCorp NSW
Roads and Traffic Authority of NSW
SICorp TMF (NSW)
South Australian Crown Solicitor's Office
State Transit Authority (NSW)
StateRail NSW
Sydney Harbour Foreshore Authority
Sydney Water
Territory Insurance Office (NT)
Transport Accident Commission of Victoria
Transport for NSW
Transport Infrastructure Development Corporation NSW
Victorian Department of Justice - whole of Government
Victorian Fire Services
Victorian Managed Insurance Authority
Victorian WorkCover Authority
WorkCover NSW
WorkCover Queensland
WorkSafe Victoria.





Local government

Albury City Council
Bankstown Council
Byron Bay Council
Cessnock City Council
City of Sydney
Eurobodalla Shire Council
Gosford City Council
Hawkesbury Council
Hornsby Shire Council
Kogarah Council
Lane Cove Council
Manly Council
Marrickville Council
Mosman Council
North Sydney Council
Parramatta City Council
Penrith City Council
South Sydney Council
Wagga Wagga Council
Warringah Council
Waverley Council
Willoughby Council
Wingecarribee Shire Council.

New Zealand government

All of Government
Auckland Transition Agency
Auckland Transport Authority
Christchurch City Council
Crown Law Office (NZ)
Crown Solicitor's Warrant - various regions
Manukau Council
New Zealand Transport Agency.

Insurance sector

ACE Insurance
AI Insurance
AIG
Allianz
Allied World Healthcare
AMP Bank
AMP Services Ltd
Avant Mutual Group Insurance
AXIS Australia
Calliden
Cambridge Integrated Services
Catholic Church Insurances
CGU
Civic Mutual Plus
Comcare
Comcover
Delta Insurance (NZ)
Dexta Corporation
Echelon
Employers Mutual Insurance
GIO
Hollard
Insurance Australian Group (IAG/IAL/IMA)
Insurance Commission of Western Australia
LawCover
Medibank
Munich Re
National Transport Insurance
NRMA
NSW Coal Mines Insurance
Proclaim
QBE
QBE 386
QBE European Operations
RAQC
REAL Insurance
Royal & Sun Alliance
SICorp TMF (NSW)
Sovereign (NZ)
Suncorp
Swiss Re
TAL Insurance
Territory Insurance Office (NT)
United Independent Pools
Vero Insurance
Wesfarmers Lumley General Insurance



Insurance sector (continued)

WorkCover NSW
WorkCover Queensland
Zurich Australia Insurance Limited
Zurich Australia Insurance Limited Workers
Compensation.

Banking and finance

AMP Bank
Arab Bank Australia
Australia and New Zealand Banking Group Limited
(ANZ)
Bank of New Zealand
BankWest
BT Financial
Challenger Financial Services
Dun & Bradstreet
GE Money
Macquarie Bank
National Australia Bank
National Lending Solutions
Newcastle Permanent Building Society
Perpetual
QBE Surety Bonds
RAMS Home Loans
Sovereign
Suncorp Business Banking
Westpac
Westpac NZ
Wizard.

Education

Macquarie University
University of Newcastle
University of Sydney
University of Technology, Sydney
University of Western Sydney.

Other sectors

Acciona
BAE Systems
Bovis Lend Lease
Centro Property Group
Children's Cancer Institute
Dasco Construction
Diocese of Maitland-Newcastle
EnergyAustralia.
Football Federation of Australia
Football NSW
Funtastic Toys
Holdmark Developers
Independent Systems Integrators
Integral Energy
Lend Lease
McDonald's Australia
OneSteel
Optus
Penrith Panthers
Qantas
Siemens
The Salvation Army
Thiess Services
Trowbridge Consulting.





NON-LEGAL SERVICES

Beyond the legal profession Julian Midwinter & Associates has prepared winning submissions for professional and expert services clients in these sectors:

- accountants, actuaries, auditors and insolvency professionals
- business relocation professionals and facilities managers
- consulting engineers and project management professionals
- healthcare, aged care and rehabilitation services providers
- insurance investigators, brokers and loss adjusters
- intellectual property and patent attorneys
- IT vendors
- software as a service providers
- charities and not-for-profit organisations
- childcare centre operators
- corporate governance professionals and company secretaries
- hospitality sector players and restaurateurs
- logistics, relocations and transport services
- asset valuers.

Julian Midwinter & Associates has prepared bids, tenders and proposals for non-legal service providers seeking appointment to these organisations:

Government

Australian Taxation Office
Boarding House Support Initiative
Centrelink
Comcare
Comcover
Department of Ageing, Disability & Home Care
Department of Health and Ageing
headspace - Time Out House Initiative
Joondalup Mental Health Sub-acute Services
NSW Department of Community Services
NSW Health
Personal Helpers and Mentors
Queensland Health
RiskCover WA
WA Department of Treasury and Finance
WorkCover NSW
Youth Mental Health Step Up Step Down Supported Accommodation.

Insurance sector

Allianz
AXA
Cambridge Integrated Services
CGU
Coal Mines Insurance
Employers Mutual
GIO
IAG
Motor Accidents Insurance Board of Tasmania
NRMA
QBE
REAL Insurance
Vero
Woolworths
Zurich.

Other sectors and industries

Environmental Data Services
Lowy Institute
Mental Health Carers Tasmania
Ulan Coal Mines.