



NOTICE OF MEETING

TENDERS SUBCOMMITTEE

I hereby give notice that an Ordinary Meeting of the Tenders Subcommittee will be held on:-

DATE: **Friday** **25 October 2002** **TIME:** **9.00 am**

VENUE: **Civic Centre, 6 Waipareira Avenue, Lincoln, Waitakere City**

to consider the business as set out herein and to take any necessary action connected therewith.

18 October 2002

Sharon Simiona
COMMITTEE SECRETARY

Telephone (09) 836 8000 extn 8820

MEMBERSHIP:

Councillors JM Clews, QSO, JP (Chairperson)
 GB Presland (Deputy Chairperson)

Chief Executive

Director: City Services

Director: Corporate & Civic Services

Director: Strategy & Development

Director: Finance

Maori Issues Manager

Mayor, Bob Harvey, QSO, JP (ex officio)

Deputy Mayor, CA Stone (ex officio)

(Quorum 4 members)

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(The reports and recommendations contained in all agendas are reports and recommendations only and are not to be construed, in any way, as Council policy until adopted.)

**AGENDA FOR AN ORDINARY MEETING OF THE TENDERS SUBCOMMITTEE
TO BE HELD IN THE CIVIC CENTRE, 6 WAIPAREIRA AVENUE, LINCOLN,
WAITAKERE CITY, ON FRIDAY, 25 OCTOBER 2002,
COMMENCING AT 9.00 AM.**

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WAITAKERE CITY, ON FRIDAY, 25 OCTOBER 2002,
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1 APOLOGIES



2 URGENT BUSINESS

Section 46A(7) and (7A) of the Local Government Official Information Act and Meetings Act 1987 provides that where an item of business is not on the agenda, it may only be dealt with at the meeting if:

- (i) the item is a minor matter; and
- (ii) the Chairperson has explained at the beginning of the meeting (when open to the public) that the item will be raised for discussion, why the item is not on the agenda, and why it cannot be delayed until a subsequent meeting; and
- (iii) the Committee resolves to deal with the item.

No resolution, decision, or recommendation may be made in respect of the item except to refer the item to a subsequent meeting for further discussion.

NOTE: Urgent Business need not be dealt with now and may be delayed until later in the meeting.



3 CONFIRMATION OF MINUTES

Ordinary - 11 October 2002

RECOMMENDATION

That the minutes of the Ordinary Meeting of the Tenders Subcommittee held on Friday, 11 October 2002, as circulated, be taken as read and now be confirmed.



4 CONTRACT FOR PK02523B - LEGAL WEED CONTROL

PURPOSE OF THE REPORT

The purpose of this report is to seek approval to award Contract for PK02523B - Legal Weed Control.

BACKGROUND

This work is being commissioned to meet objectives of the Waitakere City Councils Weed Strategy, which fits within Waitakere City Council's strategic framework as a mechanism to support the objectives of the Green Network Strategic Direction. The work will meet the requirements detailed in the proposed 2002 Auckland Regional Council Pest Management Strategy. The strategy requires landowners to control containment plant pests whenever they appear on their land.

Since the 1996/1997 financial year a comprehensive Woolly Nightshade Control Programme has been undertaken in various parks within Waitakere City, therefore it is important to continue this programme which now involves maintaining the low incidence of woolly nightshade in certain parks within the Waitakere Ranges weed control zone. It is also the fourth year of intensive wild ginger control and it is important to continue to maintain the low incidence of wild ginger in specified Waitakere City Council parks. The contract also focuses on the other plant species categorised as containment plant pests in the Auckland Regional Council Pest Management Strategy. These plants were previously controlled, but to limited levels, due to funding constraints.

SCOPE OF WORK

1. A control programme for all containment plant pests (bathurst bur, bushy asparagus, evergreen buckthorn, mignonette vine, moth plant, nodding thistle, smilax, and variegated thistle), in the proposed Auckland Regional Pest Management Strategy in all Waitakere City Parks and Reserves (548 in total).
2. A control programme to maintain the low incidence of woolly nightshade and wild ginger in specified Waitakere City Council parks and reserves.
3. A control programme in selected reserves for Australian sedge, gorse and ragwort.
4. Control of weeds from ad hoc weed control requests from the public. A limit of 500 hours has been allocated for this control work.

TENDERS RECEIVED

This contract was initially tendered and closed on the Tuesday, 3 September. However, due to an error in the Schedule of Prices it was not possible to accurately compare the submitted contract prices, therefore all tenders were rejected. The contract was re-tendered with an amended Schedule of Prices to the three companies that submitted tenders for the initial contract. Two of these companies re-submitted tenders (Weedfree Waitakere Trust and Recreational Turf Services). The third company, Techscape, withdrew from the tender process.

Tenders for the initial contract were publicly advertised with 10 sets of documents being uplifted. Three tenders were received by the closing date of 4 September 2002. Two tenders were received for the re-tendered contract by the closing date of 19 September 2002. These are summarised in Table 1 below:

TENDERER	REG OFFICE	TENDER PRICE (excl. GST)
		Tender Price
Weedfree Waitakere Trust	New Lynn	\$167,910.58
Recreational Turf Services	Takapuna	\$215,184.11
Pre-tender contract estimate		\$170,000.00

Table 1 - Summary of Tender Prices

TENDER EVALUATION

In accordance with the conditions of tendering, tenders were evaluated in line with the Weighted Attribute Method contained in Transfund New Zealand's "Competitive Pricing Procedures Manual".

Tender Evaluation	Attributes	Exper.	Track Record	Tech. Skill	Manag. Skill	Method.	Price	Contract Number PK 02523B
								Total Weights
	Weights	10	5	5	5	5	70	100
Tenderer	Tender Sum							INDEX
Weedfree Waitakere Trust	\$167,910.58	65	55	55	65	70	62	62
Recreational Turf Services	\$215,184.11	80	80	75	75	80	38	50
Med.n Tender Price	\$191,547.35							

Table 2 - Summary of Tender Evaluation

Recreational Turf Services have run this contract for the last two years and the grades are those recommended by the Consultant who supervised the contract works.

There were some issues with the professional standards of Weedfree Waitakere Trust's work on a weed control contract for Waikumete Cemetery which has resulted in low scores for track record and technical skill. These issues have been discussed and resolved with the Trust and will be closely monitored during the contact period. Weedfree Waitakere Trust will be carefully monitored to ensure that they meet the technical and performance requirements of the contract, and that any issues are expediently resolved.

Techscape Limited will be working with Weedfree Waitakere Trust as subcontractors on this contract. It is felt that the added experience of the Techscape staff will improve the standards of the Weedfree Waitakere Trust work.

TAGS, ERRORS OR OMISSIONS

A tender clarification meeting was held with Weedfree Waitakere Trust to clarify a letter that accompanied their tender. The letter was considered a tag as it included an offer for three years weed control. It was clarified that the contract did not call for alternative tenders, and that tenders of different time periods cannot be accepted under the contract. Weedfree Waitakere Trust withdrew the letter.

An error in prices was also discussed, as there is a \$763.76 difference in the lump sum prices and the total contract sum. The total contract sum of \$167,910.58 was confirmed.

CREDIT CHECK

A credit check on Weedfree Waitakere Trust has been requested.

SUMMARY

The results of the tender evaluation as summarised in Table 2 shows that the tender submitted by Weedfree Waitakere Trust achieved the highest index of 62. This tender is also the lowest priced tender.

As part of City Services vision "Quality and Health and Safety is not negotiable" all contractors have had this focus clearly reinforced through the contract documents and this will be strongly reiterated at the subsequent pre-start meeting and imposed during the contract period.

JOB COSTS

	<u>EXCL. GST</u>
Tender sum - Weedfree Waitakere Trust	\$167,910.58
Contingency	\$ 16,791.06
Engineering & Supervision	\$ 13,500.00

Total Job Cost	\$198,201.64

SOURCE OF FUNDING

Budget Description (from Annual Budget line item)	Codes	Budget	Committed to other Projects	Allocation to this Project	Unallocated Balance
Pest & Weed Control Management	46-7614-38220-999	\$465,500.	\$266,798.36	\$198,201.64	NIL

RECOMMENDATIONS

1. That the information be received
2. That subject to a satisfactory credit check the tender from Weedfree Waitakere Trust for Contract PK 02523B - Legal Weed Control in the sum of \$167,910.58 plus \$20,988.82 GST, totalling \$188,899.40 be accepted.
3. That authority to enter into Contract PK 02523B - Legal Weed Control on behalf of Council be delegated to Director: City Services.

Report prepared by: Jacki Byrd Parks & Community Projects Co-ordinator.



5 TE KAWERAU A MAKI TRIBAL TRUST HEADS OF AGREEMENT - CONTRACT 2002/2003, 2003/2004, 2004/2005

PURPOSE OF THE REPORT

The Tenders Subcommittee's approval is sought to continue the formal yearly contractual relationship with Te Kawerau A Maki Tribal Trust through a formal three-year contract for the supply of professional services for Waitakere City Council's projects and programmes in 2002/2003, 2003/2004, 2004/2005.

BACKGROUND

To deliver Council's work programme as provided for in the 2002/2003 Annual Plan and into the foreseeable future, in accordance with legislative requirements and the Council's strategic direction a supply of information and advice from Te Kawerau A Maki Tribal Trust is required. In conjunction with the Heads of Agreement, which establishes the intention to have a mutually supportive relationship, an annual work programme is negotiated between both parties as a means of establishing key priorities. This work programme forms the basis of a contract between Te Kawerau A Maki and Council, under which the Council pays Te Kawerau A Maki for professional advice to meet the requirements of the work programme.

STRATEGIC CONTEXT

Te Kawerau A Maki is the original inhabitant of the Waitakere City area. In this capacity they have both legal and moral claim to a special relationship with the Council. They have manawhenua status within the City and are the only group in exactly this position and thus are the only possible tender applicants.

Te Kawerau A Maki Tribal Trust is the entity that represents the iwi, and as such are the only supplier of the advice and information that Council requires. Waitakere City Council has developed a nationally recognised Best Practice model for managing the key relationships alignment that it has with iwi. These relationships, which are based on active engagement, need to be resourced. Outputs will vary according to change in Council and Te Kawerau A Maki priorities, but these changes are managed through the work programme process.

ISSUES

On an annual basis a mutually agreed work programme with the iwi has been developed that will provide support and assistance for council's key objectives. The work programme covers a wide range of areas including input into:

- Processing of resource consents;
- Council projects, including (but not limited to):
 - Regional Review Water and Waste Water;
 - Hobsonville & Whenuapai Airbases;
 - Arts & Culture Projects;
 - Storm Water Catchment Plans;
 - Drinking Water Improvement Project;
 - Manukau Foreshore Reserves Management Plan;
 - Rail Corridor Work;
 - Birdwood and Swanson Structure Plans;

- New Lynn and Swanson Reserve Management Plans;
- Aquatic Centre;
- Massey Stage 2 Sculpture;
- Henderson River Sculpture;
- Waitakere Stadium;
- Te Atatu Peninsula Walkway Development;
- Waitakere River willow control programme at Bethells;
- Western Sector Agreement Regional Growth Strategy.
- Identification and Management of Waahi Tapu Sites;
- Protocol Assistance & Advice;
- Civic Events;
- Parks Management Plans;
- District Plan Appeals;
- Policy Development Processes, including (but not limited to):
 - Marae Support Policy Review;
 - State of the City Report.

Currently, Council's contract with the Iwi requires a resourcing level of 3FTEs.

Up to this point, funding for the contract with the Iwi has been allocated on an annual basis. This causes difficulties for the Iwi as they are unable to provide long-term employment commitment to their employees. This in turn is an issue for Council as it equally cannot be certain about the availability of the resourcing. The resourcing of this contract is not like a standard professional services contract where a readily available supply of suitably qualified personnel is being trained through, universities. While the personnel needed by Te Kawerau a Maki to fulfil the contract are generally professionally trained, they also have to have deep knowledge of tikanga Maori in general and of Te Kawerau a Maki history and aspirations, in particular. There are few people who have these multiple attributes.

Consultation, and working together with Iwi - Manawhenua, in this case Te Kawerau A Maki, is mandatory for Council. To this end Council has had a formal relationship with the Iwi since 1996. Te Kawerau A Maki Iwi is administered under a constituted legal Tribal Trust entity.

To provide both the Iwi and Council with certainty about the on going relationship , it is proposed that Council enters into a three year funding arrangement with Te Kawerau a Maki Tribal Trust. In order to have a three-year term contract, a funding commitment is required for the 2003/2004, 2004/2005 Annual Plans in addition to the funds required in the current annual plan.

The funding requirements for this contract are:

YEAR	FUNDING	TOTAL
2002/2003	\$193,800 +GST plus travel disbursements of \$9,120 Less the monthly instalments for the period July to October 2002, approved on the basis of services provided to date by the Chief Executive.	\$202,920 + GST
2003/2004	\$193,800 + GST plus travel disbursements of \$9,120	\$202,920 + GST
2004/2005	\$193,800 + GST plus travel disbursements of \$9,120	\$202,920 + GST

RESOURCES

Funding for the Heads of Agreement with Te Kawerau A Maki Tribal Trust to supply Waitakere City Council in the current 2002/2003 Annual Plan has already been provided for in the Maori Issues budget.

A commitment to fund the contract for the subsequent two Annual Plan periods is required, if Council is to commit to a three-year contract.

CONCLUSION

A three-year contract is needed to ensure that a consistent supply of support is available to meet council's work programme requirements.

Te Kawerau A Maki Tribal Trust has a proven track record for the supply of professional services that have assisted Waitakere City Council implement its work programme for the past seven years. It is recommended that Council moves to a three-year contract period for Te Kawerau A Maki Tribal Trust.

RECOMMENDATIONS

- 1 That the information be received.
- 2 That, subject to contract terms, conditions and work programme being developed to the satisfaction of the Chief Executive, approval is given to enter into a contract with Te Kawerau A Maki Tribal Trust for professional services to Waitakere City from 1 November 2002 to 30 June 2005.
3. That approval is given for the commitment of funding of \$202,920 plus \$25,365.00 GST totalling \$228,285.00 in each of the 2003/2004 and 2004/2005 Annual Plan years.
4. That authority to enter into the contract on behalf of Council is delegated to the Chief Executive.

Report prepared by: Warahi Paki, Manager Maori Issues.



6 REGISTRATION OF INTEREST FOR CONTRACT PK02507B - PARKS FOOTBRIDGE AND TRACK RENEWAL

PURPOSE OF THE REPORT

The purpose of this report is to seek approval to invite tenders for Contract PK02507B Parks Footbridge & Track Renewal from the highest ranked registrants.

BACKGROUND

Contract PK02507B - Parks Footbridge & Track Renewal will form part of Council's Parks asset renewal programme as provided for in the 2002/2003 Annual Budget.

A Registration of Interest from prospective tenderers, for Contract PK02507B - Parks Footbridge & Track Renewal, was called for by way of a public advertisement in the New Zealand Herald.

The reasons for using the registration of interest process for this project are:

- this is a relatively large-scale project with works to be carried out at numerous sites;
- works will be carried out in and around sensitive stream and bush environments;
- pre-selecting specialist contractors will help ensure a high level of performance during the works and competitive bids during the tender phase.

The Registration of Interest document for this process specified the information required and the format of the registrant's submissions. This document also identified that only the highest ranked registrants would be invited to tender for the project and that it was envisaged that no more than five registrants would be invited for Contract PK02507B - Parks Footbridge & Track Renewal.

SCOPE OF WORK

The works to be included in contract PK 02507B - Parks Footbridge & Track Renewal are as follows:

- removal of existing bridges at 10 sites;
- construction of 7 metre span footbridges at 7 sites;
- construction of 11 metre span footbridges at 3 sites;
- construction of timber boardwalks at 3 sites;
- replacement/construction of footbridge/boardwalk handrails at 4 sites;
- track upgrade works at 4 sites;
- culvert installation at 1 site;
- other related work.

REGISTRATIONS OF INTEREST RECEIVED

A Registration of Interest was publicly advertised with 15 sets of documents being uplifted and 11 Registrations of Interest were received by the closing date of 1 October 2002. These are summarised in Table 1 below:

REGISTRANT	REG OFFICE
Parks & Maintenance Services Limited.	Henderson
Te Ngahere Native Forest Management	Newton
Nasey Contractors Limited	Albany
Techscape Limited	North Harbour
AJ Callis Limited	Penrose
Gibbons Contractors Limited	Glenfield
Outdoor Construction Limited	North Shore
Works Infrastructure Limited	Silverdale
Arrow Civil Engineers Limited	Auckland
Nick Lifting Contractors Limited	Pukekohe
Civil Construction Limited	Herne Bay

Table 1 - Summary of Registrations of Interest

EVALUATION OF REGISTRATIONS OF INTEREST

In accordance with the Registration of Interest document, the registrations were generally evaluated in line with the Weighted Attribute Method contained in Transfund New Zealand's "Competitive Pricing Procedures Manual".

A summary of the evaluation results is shown in Table 2:

ROI Evaluation	Relevant Experience	Track Record	Tech Skills	Resources	Management Skills	Total Weight
Registrant	25	25	20	15	15	100
	Grades					INDEX
Parks & Maintenance Services Ltd.	85	80	80	75	90	82
Te Ngahere Native Forest Management	80	75	80	80	80	79
Nasey Contractors Ltd	85	75	80	75	75	79
Techscape Ltd	75	75	65	70	80	73
AJ Callis Ltd	75	65	70	70	70	70
Outdoor Construction Ltd	75	65	70	65	75	70
Gibbons Contractors Ltd	65	65	70	75	75	69
Works Infrastructure Ltd	65	65	65	75	75	68
Arrow Civil Engineers Ltd	75	50	65	70	70	65
Nick Lifting Contractors Ltd	75	45	60	70	50	60
Civil Construction Ltd	60	45	60	65	50	56

Table 2 - Summary of Registration of Interest Evaluation

The evaluation was carried out by reviewing the documentation provided, phone conversations with a number of referees and a check of the Contractors health and safety record.

Parks & Maintenance Services Limited and Nasey Contractors Limited have previously undertaken footbridge renewal contracts for Waitakere City Council and have completed the contracts to a high standard. Te Ngahere Native Forest Management have completed numerous bridge, boardwalk and track contracts for other Councils including Auckland Regional Council, Auckland City Council and the Department of Conservation and referees have indicated that the works have been completed to a high standard. Techscape have carried out various bridge, boardwalk and track contracts for Waitakere City Council and North Shore City Council and referees have indicated that the works have been completed to a high standard.

TAGS, ERRORS OR OMISSIONS

There were no tags, errors or omissions.

SUMMARY

The four highest ranked registrants are Parks & Maintenance Services Limited, Te Ngahere Native Forest Management, Nasey Contractors Limited and Techscape Limited. It is therefore recommended that these four companies be invited to submit a tender for Contract PK02507B - Parks Footbridge & Track Renewal.

The actual tenders will be evaluated using weighted attributes method, which will take into account the nominated personnel and proposed sub-contractors and other specific attributes such as methodology and price.

RECOMMENDATIONS

1. That the information be received.
2. That approval is given to invite Parks & Maintenance Services Limited, Te Ngahere Native Forest Management, Nasey Contractors Limited and Techscape Limited to tender for Contract PK02507B - Parks Footbridge & Track Renewal.

Report prepared by: Peter Sewell, Parks Asset & Contracts Engineer.



7 CONTRACT NO. EW 02 641C - CENTRAL PARK DRIVE STORMWATER QUALITY POND

PURPOSE OF THE REPORT

The purpose of this report is to seek approval to award Contract No. EW 02 641C - Central Park Drive Stormwater Quality Pond.

BACKGROUND

The run-off from the heavily industrialised catchment along Central Park Drive is highly contaminated. A stormwater quality pond with riparian enhancement will improve the quality of the water discharged to the Henderson Creek and subsequently to the Waitamata Harbour, and will also provide better protection against coastal erosion.

SCOPE OF WORK

The scope of work includes the construction of a stormwater quality pond in the tributary of the Henderson Creek behind 133 Central Park Drive, Henderson. The work involves the excavation and construction of a wet pond with dimensions approximately 30 metres long x 5 metres wide and 1.5 metres deep with a control weir at the bottom end, and associated works.

TENDERS RECEIVED

Tenders were publicly advertised, with 3 sets of documents being uplifted. Three tenders were received by the closing date of 24 September 2002. These are summarised in Table 1 below:

TENDERER	REG OFFICE	TENDER PRICE (excl. GST)
CC (NZ) Ltd	722 Mt. Eden Road, Mt Eden	\$62,888.00
Civil Construction Group Ltd	PO Box 46 009, Herne Bay	\$106,595.00
HEB Contractors Ltd	PO Box 226, Drury	\$147,436.10
Pre-tender contract estimate		\$93,975.00

Table 1 - Summary of Tender Prices

TENDER EVALUATION

In accordance with the conditions of tendering, tenders were evaluated in line with the Weighted Attribute Method contained in Transfund New Zealand’s “Competitive Pricing Procedures Manual”.

A summary of the evaluation results is shown in Table 2:

Tender Evaluation	Attributes	Exper.	Track Record	Tech. Skill	Resour.	Manag. Skill	Method	Price	Contract Number EW02641C
		Total Weights							
	Weights	5	10	10	5	10	10	50	100
Tenderer	Tender Sum	Grade s							INDEX
CC (NZ) Ltd		55	50	50	45	30	45	100	Disqualified
Civil Construction Group Ltd	\$106,595.00	60	50	60	55	55	50	66	60
HEB Contractors Ltd	\$147,436.10	75	70	75	70	75	75	34	54
Median Tender Price	\$127,015.55								

Table 2 - Summary of Tender Evaluation

Scores for the non-price attributes were determined on the basis of information provided in the tenders, recent experience with the contractors, and information from referees.

The tender submitted by CC (NZ) Limited is significantly lower in price than the other two tenders as well as the pre-tender contract estimate. As a part of the evaluation of the non-price attributes of CC (NZ) Limited, enquiries were made from two independent referees (consultants who previously had projects with CC (NZ) Limited) together with two referees supplied by CC (NZ) Limited. All of the referees contacted regarded CC (NZ) Limited as lacking in management skills. Furthermore, the Council’s own experience with CC (NZ) Limited (whom we previously knew as Counce Consultants NZ Limited) has not been favourable, with problems due to the contractor having insufficient resources (most of it is sub-contracted) leading to delays in construction programmes. Therefore, CC (NZ) Limited has been scored 35 in both the Resource and Management Skill attributes, resulting in a “fail”. Therefore, this tender was disqualified and was removed from any further consideration in the evaluation process.

The scores for the non-price attributes given to Civil Construction Group Limited are average to a little above average. Civil Construction Group Limited has undertaken a significant amount of work for the Council in the last few years and has produced satisfactory results. The firm has demonstrated that it has the resources, experience and technical skill to carry out the work. However, this contractor usually requires more site supervision from the Engineer than other contractors to ensure that the desired quality is achieved.

TAGS, ERRORS OR OMISSIONS

There were no tags, errors, or omissions in any of the tenders.

CREDIT CHECK

A credit check dated 11 September 2002 on Civil Construction Group Limited revealed no adverse information.

SUMMARY

The results of the tender evaluation as summarised in Table 2 show that the tender submitted by Civil Construction Group Limited achieved the highest overall index of 60. This tender is also the lowest priced conforming tender.

Civil Construction Group Limited has carried out similar work in the past for Waitakere City Council and is considered to have the capability to complete the works satisfactorily. However, because it is considered that this contractor requires more site supervision than other contractors, an allowance is included in the Job Costs to provide for extra engineering supervision during construction.

JOB COSTS

	<u>EXCL. GST</u>
Tender sum - Civil Construction Group Limited	\$106,595.00
Contingency	\$ 10,659.50
Engineering & Supervision	\$ 5,766.00
Plus additional Supervision provision	\$ 2,500.00

Total Job Cost	\$125,520.50

SOURCE OF FUNDING

Budget Description (from Annual Budget line item)	Codes	Budget	Committed to Other Projects	Allocation to This Project	Unallocated Balance
Stormwater Upgrades	85-9815-60000-999	\$3,266,685	\$1,831,651	\$125,521	\$1,309,513

RECOMMENDATIONS

1. That the information be received.
2. That the tender from Civil Construction Group Limited for Contract No. EW 02 641C - Central Park Drive Stormwater Quality Pond in the sum of \$106,595.00 plus \$13,324.38 GST, totalling \$119,919.38 be accepted.
3. That the tender for Contract No. EW 02 641C - Central Park Drive Stormwater Quality Pond be awarded to other than the lowest priced tender, because the weighted attributes tender evaluation method requires the tendering authority to enter into a contract only with the tender that scores the highest overall index.
4. That authority to enter into Contract No. EW 02 641C - Central Park Drive Stormwater Quality Pond on behalf of Council be delegated to the Business Unit Manager, EcoWater.

Report prepared by: Tony Miguel, EcoWater Business Unit Manager.

