

## Appendix A Abbreviations

CAZR	Centre for Arid Zone Research
CDSCA	Department of Community Development, Sport and Cultural Affairs
CRC	Cooperative Research Centre
DBIRD	Department of Business Industry and Resource Development
DIPE	Department of Infrastructure, Planning and Environment
ESD	Ecologically Sustainable Development
LCNT	Landcare Council of the Northern Territory
M&E	Monitoring and Evaluation
MA	Management Action
MAT	Management Action Target
MLA	Meat and Livestock Australia
NAP	National Action Plan for Salinity and Water Quality
NHT	Natural Heritage Trust
NRM	Natural Resource Management
NT	Northern Territory
NTCA	Northern Territory Cattlemen's Association Inc
NTG	Northern Territory Government
RCP	Regional Competitive Project
RCT	Resource Condition Target
RIS	Regional Investment Strategy
TSN	Threatened Species Network
WWF Australia	Formerly known as World Wildlife Fund and World Wide Fund for Nature

## Appendix B Models of project engagement

The following provides an example of different engagement models, the advantages and disadvantages. The table also provides a discussion point for further development in regards to the preferred outcomes in undertaking an engagement in the first place. Some examples of what a fully developed engagement matrix would look like are provided.

### ■ Table B-1 Advantages and disadvantages of various project engagement options

Engagement Model	Requirements	Advantages	Disadvantages
<b>Open Tender /Lowest Price</b>	Comprehensive brief Comprehensive contract Very informed purchasers Many suppliers Low innovation Low technology	Achieve lowest price Test market Identify market players	Contractual dependency Pre-packaged, unalterable team Adversarial Legal relationship No incentive to deliver within budget Fixed processes and outcomes High staff management commitment High administration costs Cost overruns Cheaper, less experienced staff for competitive tender No account of ability to do project No testing people skills Does not know business Rehearsed and sales orientated Risk does not sit where best managed Corporate and impersonal
<b>Single Select/Fixed Price</b>	Comprehensive contract Clearly identified and experienced supplier	Achieve low price	Contractual dependency Pre-packaged, unalterable team Potentially adversarial Legal relationship No incentive to deliver within budget Fixed processes and outcomes Relatively high staff management commitment Medium administration costs Cheaper, less experienced staff to maximise supplier profit No testing people skills Rehearsed and sales

Engagement Model	Requirements	Advantages	Disadvantages
			orientated Risk does not sit where best managed Corporate and impersonal
<b>Limited Tender /Lowest Price</b>	Comprehensive brief Comprehensive contract Very informed purchasers Many suppliers Low innovation Low technology	Achieve lowest price Test market Identify market players Less review requirements than open tender Some account of ability to do project Some account of track record in marketplace	Contractual dependency Pre-packaged, unalterable team Fixed processes and outcomes Adversarial Cheaper less experienced staff for competitive tender Legal relationship Cost overruns No incentive to deliver within budget High administration costs Rehearsed and sales orientated High staff management commitment Minimal knowledge transfer No testing people skills Does not know business Risk does not sit where best managed Corporate and impersonal
<b>Open Tender/ Value Assessment</b>	Comprehensive brief Comprehensive contract Very informed purchasers Many Suppliers Medium Innovation Medium Technology	Test Market Identify possible different approaches and outcomes Identify players in the market	Legal relationship Contractual dependency Pre-packaged, unalterable team One source skills Cheaper, less experienced staff for competitive tender High administration costs Maths could choose 'wrong one' No incentive to deliver within budget Fixed processes and outcomes Limited knowledge transfer Difficulty comparing same with same May not know business May not suit culture Risk may not sit where best managed Corporate and may be impersonal May be rehearsed and sales

Engagement Model	Requirements	Advantages	Disadvantages
			orientated
<b>Partnership/Alliance</b>	loose brief high level innovation one key supplier needed comprehensive selection criteria based on extensive requirements substantial strategic thought and direction good governance stable organisation low level bureaucracy open, 'growing' organisation	team combines key players from different sources flexible team to suit needs able to test cultural fit open and effective competition able to test collaboration and integration of team able to use rigorous selection criteria to meet ethics, probity and accountability relationship based arrangement productive value adding high incentive to deliver within agreed budget transparency of costs lower costs based on future work integrated outcomes key resources sourced from many companies mutual commitment build up of trust 'off' project value adding research and development opportunities jointly developed dispute resolution which saves time and money jointly developed strategies jointly developed techniques risk transferred where best managed enjoyable project process low administration costs very high knowledge transfer incentive to minimise capital costs best for project team stable team	-

## **Appendix C Aboriginal Corporations and Ranger Groups**

### **Aboriginal Corporations**

- Amanbidgi Land Management
- Anindilyakwa Land Council
- Benung Aboriginal Association
- Binjari Aboriginal Corporation.
- Central Land Council
- Demed Association
- Dhimurru Land Management Corporation
- Durduga Tree Point Aboriginal Association
- Gwalwa Daraniki Association
- Institute for Aboriginal Development
- Jawoyn Association Aboriginal Corporation
- Jibulwanagu Outstation Resource Centre Aboriginal Organisation
- Julalikari Council Aboriginal Corporation
- Kalano Community Association
- Laynhapuy Homelands
- Mungoorbada Aboriginal Corporation
- Ngaliwurru-Wuli Association
- Ngatpuk Land Management
- Northern Land Council
- Palumpa Land Management
- Ramingining Homelands Resource Centre Aboriginal Corporation
- Tangentyere Council
- Timber Creek Land Management
- Tiwi Land Council
- Tjuwanpa Outstation Resource Centre
- White Eagle Aboriginal Corporation
- Yantjarrwu Land Management

**Ranger Programs/Groups**

- Acacia Larrakia Rangers
- Adjumarllarl Rangers
- Amoonguna
- Ampwerre (Black Tank)
- Anindilyakwa Land Council
- Anindilyakwa Sea Rangers
- Asyrikarrak Kirim Rangers
- Central Land Council
- Dhimurru Rangers
- Djelk Rangers
- Garngi Rangers
- Lajamanu Rangers
- Malak Malak Rangers
- Manwurrk Rangers
- Mimal Rangers
- Minyerri Rangers
- Muruwarinyi Ankkul Rangers
- Northern Land Council
- Petermann Rangers
- Rittharngu Rangers
- South East Arafura Swamp Catchment Rangers
- Thamurrurr Rangers
- Tiwi Land Council
- Tiwi Rangers
- Wagiman Rangers
- Wanga Djakamirr Rangers
- Willowra Rangers
- Yarralin Rangers
- Yuendumu Rangers