G&C PTY LTD

# CAPABILITY STATEMENT
# CONTRACT ADMINISTRATION & COMMERCIAL MANAGEMENT

G&C Pty Ltd provides contract administration, progress claims and commercial management to road and civil contractors across New South Wales — run by someone who has sat on both sides of the claim.

ABN 30 656 398 088 SYDNEY · NSW GANDCPTYLTD.COM.AU

## WHO WE ARE

01

G&C is led by **George Yousef**, a civil engineer and contract administration specialist with over a decade on major road and civil infrastructure across NSW — motorway and asphalt surfacing works, rail corridor upgrades, a secure Defence site, and council capital works programs for tier-one and government clients. That time was spent on both sides of the table: building the claims as the contractor, and assessing them for the principal. Knowing what an assessor will strike out **before** the claim is submitted is what G&C puts to work for its clients.

| 11+ | $100M+ | $50M+ | 12 |
|---|---|---|---|
| YEARS ROAD & CIVIL | CONTRACT VALUE ADMINISTERED | MANAGED ANNUALLY | CONCURRENT CONTRACTS |

## SERVICES

02 · TENDER TO FINAL ACCOUNT

**01 TENDERING & ESTIMATING SUPPORT**
Pricing models, production-rate benchmarking and competitive positioning for civil and asphalt tenders.

**02 CONTRACT REVIEW BEFORE YOU SIGN**
Risk allocation, payment terms, time bars and notice regimes flagged in plain language — GC21 and Australian Standard forms.

**03 CONTRACT ADMINISTRATION**
Notices, correspondence, variations and records that stand up when it matters.

**04 PROGRESS CLAIMS & ASSESSMENTS**
Preparation and assessment of monthly claims, substantiation packages and claim-versus-assessment reconciliation.

**05 VARIATIONS, DELAY & EOT CLAIMS**
Scoped, priced and negotiated; delay events notified inside the time bar with entitlement preserved.

**06 SUBCONTRACT PROCUREMENT**
Packaging, tender evaluation, negotiation and award — then administered so subcontract terms mirror the head contract.

**07 SECURITY OF PAYMENT (NSW)**
Payment claims and schedules prepared to survive the Act's deadlines, and support assembling adjudication material.

**08 RECORDS & SUBSTANTIATION SYSTEMS**
Docket, production and QA registers set up so every claim line traces to a record.

**09 COMMERCIAL MANAGEMENT & CLOSE-OUT**
Cost tracking, forecasting, reconciliation, end-of-month reporting and final-account close-out.

**10 AUTOMATED RECORDS CAPTURE**
Site records and supporting paperwork collected, read and filed into claim-ready registers automatically.

**11 AI-ASSISTED DOCUMENT REVIEW**
Contracts, specifications and tender packs read at volume to surface time bars, obligations and risk — then checked by an engineer.

**12 CUSTOM CLAIM & RECONCILIATION TOOLING**
Purpose-built workbooks and scripts: claimed against assessed, quantities against records, forecast against actual.

## THE AUTOMATION EDGE

03

Commercial claims are lost in the admin, not the argument. G&C builds its own automation and uses AI deliberately, so the volume work happens overnight and the thinking gets the time it deserves — **every record checked against every claim line, not a spot sample**; substantiation assembled in hours rather than the week you haven't got; every claimed dollar traceable to a dated source record. Automation extracts, matches and flags; an engineer decides. No number leaves unreviewed.

## TRACK RECORD

04 · DELIVERED BY G&C'S PRINCIPAL IN SENIOR ROLES

**2026** — **UPPER SOUTH CREEK**
Specialist subcontractor to John Holland on the Sydney Water program.

**2023–25** — **M6 SURFACE WORKS**
Surfacing on Sydney's newest motorway corridor, to TfNSW specifications.

**2024–25** — **COX'S RIVER ROAD UPGRADE**
Regional road upgrade to TfNSW specifications.

**2023–24** — **ORCHARD HILLS DEFENCE BASE**
$12.5m civil works on a secure, restricted-access Defence site.

**2022** — **SYDNEY METRO · MTR CORPORATION**
Program management inside the consortium operating Sydney Metro — a safety-regulated rail operating environment.

**2020–21** — **MOUNT VICTORIA AREA REMODELLING**
Rail remodelling with John Holland — package owner reporting to the Construction Manager.

**2018–20** — **NARELLAN ROAD UPGRADE**
TfNSW arterial upgrade with Seymour Whyte — bridge structures alongside live traffic.

**2025–26** — **M7–M12 INTEGRATION**
Asphalt and surfacing on the motorway integration program — subcontractor to John Holland, under live traffic.

**2023–25** — **HEATHCOTE RD & KING GEORGES RD UPGRADES**
Arterial road upgrades for TfNSW — staged night-shift works in live corridors.

**2023–27** — **COUNCIL CAPITAL WORKS PROGRAMS**
Head-contractor delivery for Georges River, Cumberland, Penrith and Shoalhaven councils.

**2022–23** — **BOWRAL — STATION ST UPGRADE**
$5.5m town-centre upgrade — CCF NSW Project Manager of the Year 2023.

**2021–22** — **NARRABRI–NORTH STAR · INLAND RAIL**
Regional rail upgrade in a live ARTC corridor with John Holland.

**2018–20** — **M4 SMART MOTORWAY STAGES 2 & 3**
Managed-motorway upgrade under live traffic with Seymour Whyte — civil and structural delivery of the ITS infrastructure through to commissioning.

**2017–18** — **TOOWOOMBA SECOND RANGE CROSSING**
Greenfield motorway in QLD — FRP package delivery, Acciona as principal contractor and client.

*Listed as operator track record, claimed as nothing more. The judgement transfers; the record is verifiable.*

## CAPABILITIES

05

- Contract administration — GC21 & AS forms
- Claims, variations & EOT
- Contractual notices & entitlement preservation
- Security of Payment (NSW)
- Commercial governance & registers
- Risk registers & early warning
- Subcontract procurement & tender evaluation
- Advanced Excel cost & claims modelling
- Automation & AI-assisted review
- WHS, QA & environmental compliance
- Live-traffic & night-shift delivery
- Rail corridor & rail operating environments
- ITS & managed-motorway civil interface
- Fluent Arabic & English
- Portfolio delivery — 12 concurrent contracts

## PREQUALIFICATION

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|---|---|
| LEGAL ENTITY | G&C Pty Ltd — Australian private company |
| ABN | 30 656 398 088 · active since 7 January 2022 |
| ACN | 656 398 088 |
| GST | Registered since 7 January 2022 |
| PRINCIPAL | George Yousef — Bachelor of Engineering (Civil), UTS; Diploma in Engineering Practice · Engineers Australia Chartered application in progress |
| CARDS, LICENCES & CERTS | NSW White Card (construction induction) · Class C driver licence · AfPA bituminous & asphalt placement certifications |
| RECOGNITION | CCF NSW People's Awards — Project Manager of the Year 2023 · AfPA Emerging Leader Finalist 2024 |
| LANGUAGES | English and Arabic — fluent, spoken and written · contract discussions and subcontractor negotiations in either |
| SERVICE AREA & HOURS | Sydney and New South Wales · Monday–Saturday 6am–6pm · site visits by arrangement |
| ENGAGEMENTS | Single claim · monthly retainer · full project |

### START WITH THE CLAIM THAT'S BOTHERING YOU

Or the contract you'd rather not sign unread — send it to tenders@ and we'll flag the time bars, payment terms and risk before they're yours.

0448 041 444
info@GandCptyltd.com.au
GandCptyltd.com.au