



TRUE Projects

Capability Statement

TRUE to our clients, TRUE to our word
trueprojects.com.au



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Hello,

Thank you for taking an interest in TRUE Projects (TRUE). We're a little bit different. Kane and I started TRUE after working together for 10 years, delivering amazing workplace projects across Australia. We saw an opening in the market for a company that not only designs intelligent and creative workspaces, but does so with 100% financial transparency.

TRUE is disrupting the construction industry. That's because we deliver all of our projects on a 'Verified Openbook' model. Through this model we can clearly prove, on average, our clients receive 10% more quality in their fitouts.

We've proven that clients love the trust they develop with the TRUE team, and we love building that trust. We are seeing the positive impact our transparent delivery model has on not only our relationships, but the industry as a whole.

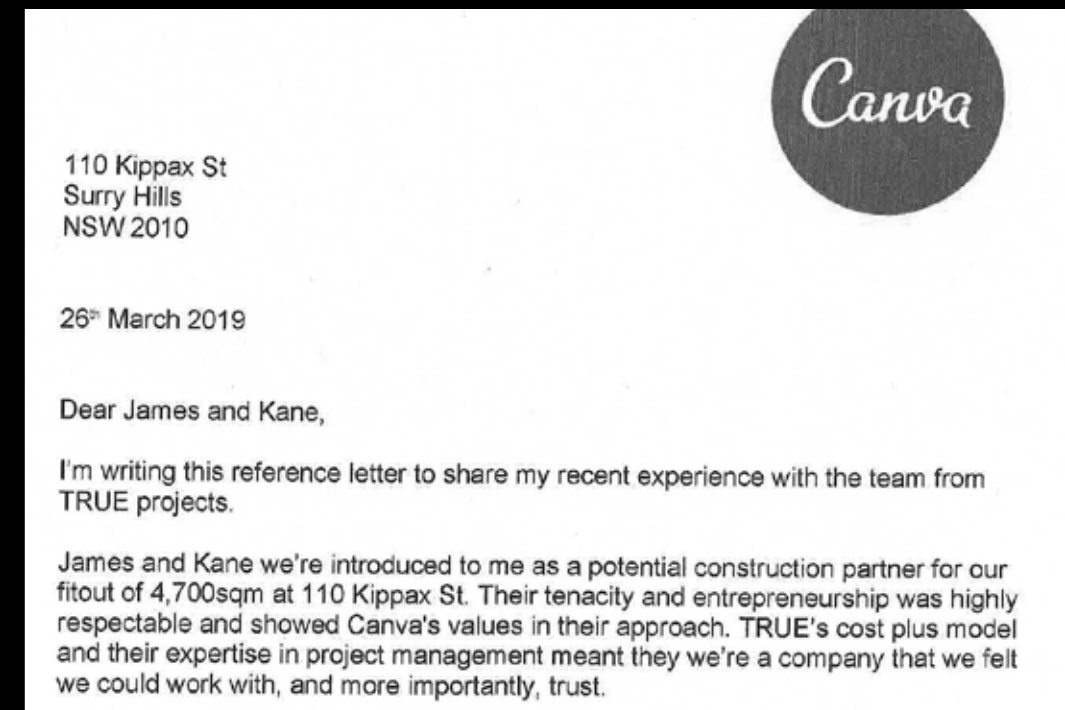
We look forward to hearing about your project and seeing how we can help.



James Peebles
Director



Kane Godfrey
Director



About

We're a bit different.

TRUE Projects was created to disrupt the industry. We're here to revolutionise the way construction companies deliver projects.

Find out why we're not your typical construction company...



Hear what our clients have to say

“

What does TRUE's difference means to you?

“In my experience it's extremely difficult to find a fitout partner who is transparent on margins, budgets and timeframes.

TRUE Projects are the rare exception.

TRUE Projects are a professional, trustworthy, and highly skilled team who deliver exception levels of engagement and transparency throughout all stages of the project, from design workshops through to the on-time, on-budget delivery of the finished product.”



STEPHEN THOMPSON-FOWLER
FINANCE DIRECTOR - CPSU

Game Changer

TRUE brings a fresh, new approach to the commercial fitout industry. TRUE is the very first fitout company to exclusively offer a Verified Openbook delivery model.

This model gives our clients complete transparency over project financials. Other companies may claim to offer openbook, but only at TRUE do we stake our entire reputation on it.

The key benefits to our clients are:

- **Trust** - by our openbook offering we leave nothing to hide, keeping you informed every step of the way.
- **Quality** - on average, TRUE clients receive 10% more quality in their projects.
- **Relationship** - TRUE forms lasting, trust-based relationships with our clients. It's the reason so many clients re-engage us for further projects.

Verified Openbook

The more clients that demand financial transparency and choose TRUE based on our Verified Openbook model, the more we will change the construction industry... for the better.



Turnkey Solution

Partnering with Australia's top and leading consultants, the TRUE service offering covers every single stage of the fitout process, from workplace strategy to on-site delivery.

TRUE's critical objectives are:

- Budget Management
- Timeline Management
- Safety
- Build Quality Management

Percentage of Savings

At TRUE we go above and beyond, offering a percentage of savings model to demonstrate to our clients that we have achieved best market rate. It's these added benefits that help support our motto 'TRUE to our clients, TRUE to our word.'





WORKPLACE STRATEGY

We help clients understand how the workplace has evolved and what this change means. We are here to help you define your future work-style.



CHANGE MANAGEMENT

We lead both employees and management on a journey, to help them not only embrace change, but use it as a benefit for their business.



INTERIOR DESIGN

Partnering with Australia's top creative design firms, we produce aesthetically stunning and functional designs with intelligence.



BUDGET MANAGEMENT

TRUE provides detailed budgets throughout the entire design process to ensure the project remains within the client's budget expectations.



TENDER & PROCUREMENT

TRUE tenders out the project to a pool of pre-qualified sub-contractors to ensure best market rates. We then decide, together, who to appoint.



CONSTRUCTION

TRUE sites have 100% Site Management to ensure safety and build quality. This is also a requirement of our insurances. We strive for a defect-free handover.

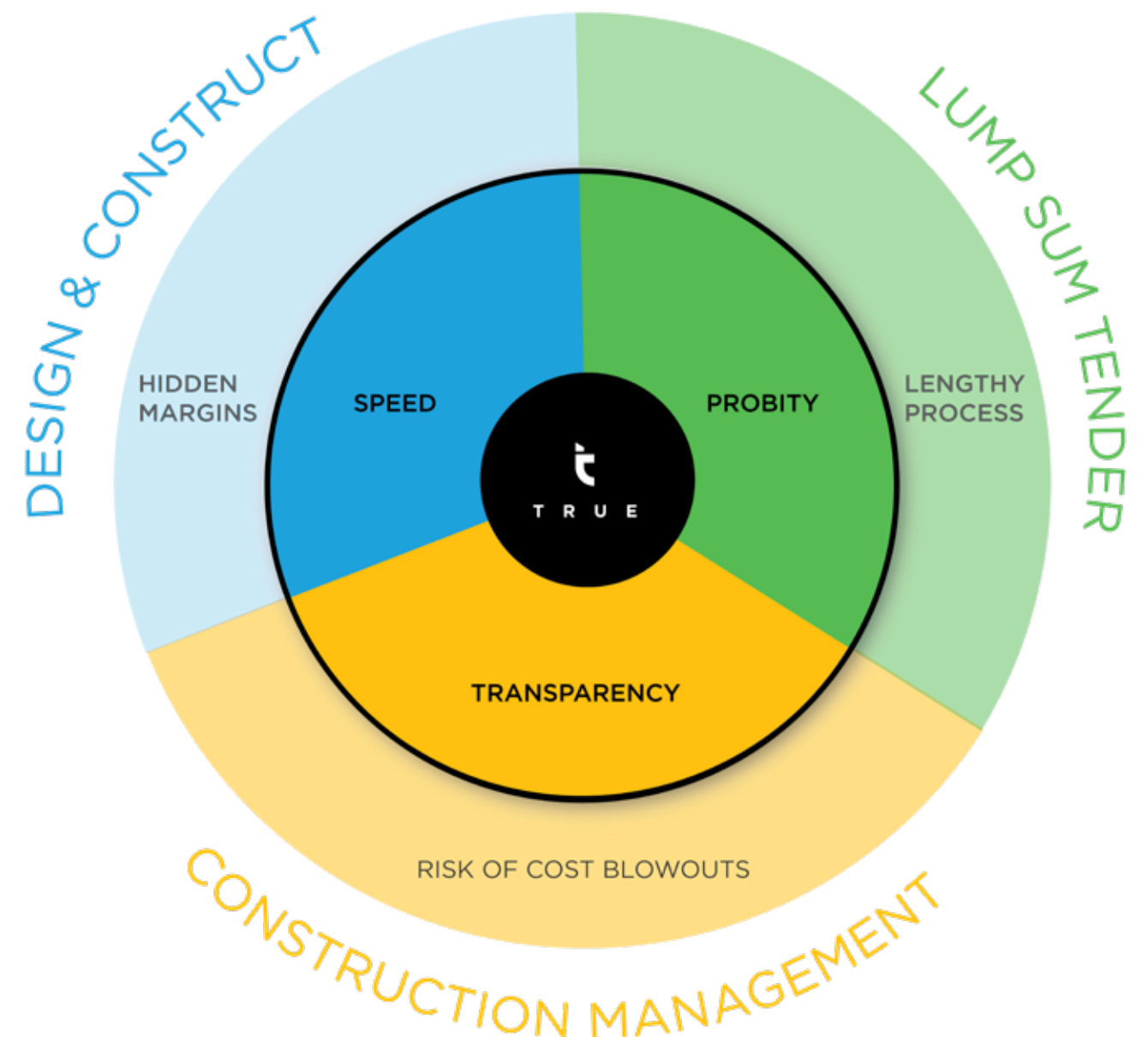
The TRUE Model

A typical construction company tends to favour one of three standard industry delivery models. At TRUE, we've structured our bespoke model to encompass the greatest elements of each while also eliminating the problems.

TRUE offers:

- the speed of Design and Construct without the hidden margins
- the probity of Lump Sum Tender without the lengthy process
- the transparency of Construction Management without the risk of cost blowouts.

By utilising this hybrid delivery model, we are revolutionising the way construction companies deliver projects.



Our Team

TRUE brings together a dynamic group of experienced, passionate and talented individuals.

Our team is at the heart of what we do. Our Project Management team has a proven track record of delivering innovative and inspiring fitouts.

We have come together as like-minded individuals who not only have the same common desire to deliver the best possible outcome for our clients, but to do so with complete trust and honesty.

TRUE to the Core

The team at TRUE have integrity at our core, whether it's dealing with our clients, partners or suppliers. It's because of this reason we build such long-lasting relationships.



TRUE TEAM



James Peebles
Director

James has been working in the fitout industry for 12 years. His reward is seeing the positive impact TRUE has on his clients' employees when they are working in their new office.



Kane Godfrey
Director

Kane has 22 years in the construction industry with the last 14 in commercial fitout. Kane handles the operations of the business and leads the delivery team.



Xander Gagnet
Business Development Mgr.

With a strong background in commercial real estate and development, Xander brings with him the enthusiasm and network partners to spread the TRUE vision.



Kim Seeto
Sr. Project Manager

Kim's high motivation and energy levels reflects his experience running projects in a big range within the industry. Kim is responsible for knowing all specificities of ongoing office interior fit-outs.



Reta Wardi
Project Manager

A dedicated PM and excellent communicator, Reta is fluent in four languages. She has the experience necessary to achieve project deliverables to budget with fantastic results.



Niki Mott
Project Manager

Niki's been in the construction industry for 5 years, having completed many commercial fit-out and refurbishment projects. Her experience is a great asset for TRUE.



Camilo Mejia
Estimator

Camilo's background in design and construction has proven an important asset to support TRUE's 100% openbook model. Camilo's attention to detail is key to producing estimates that ensure a smooth construction process.



Vincent Boyer
Site Manager

Vincent has a trade background and recently achieved his Masters in Construction Project Management from UNSW making his role as Site Manager for TRUE a perfect fit.

TRUE TEAM

Experience

Have a look around.

A small snapshot of some of the projects we've completed. TRUE's top quality fitouts, on time and on budget. See what our clients had to say.

The door, like our books, is always open...



Canva is an Australian Tech 'Unicorn' currently valued at \$8.7bn. Started eight years ago by Melanie Perkins and Cliff Obrecht, Canva's online graphic design platform is used by 20+ million users world wide.

Client: **Canva**

Address: **110 Kippax St. Surry Hills**

Designer: **Sandstrom Architects**

Value: **\$8.3m**



Project Overview

Canva's continued growth meant they needed to find a building large enough to accommodate them for the next two years. The 4,600sqm at 110 Kippax St gave them their solution. They wanted to create a fabulous work environment to attract and retain the talent whilst also assuring they maintained the coveted spot as 'The Best Place to Work in Australia'. Emily from Sandstrom Architects provided a beautiful design with incredible attention to detail. TRUE's role was Client Side Construction Manager, managing the overall budget, the head contractor and the finishing trades- being joinery, furniture and audio visual package.





Chris Low - Head of Vibe

“Their tenacity and entrepreneurship was highly respectable and showed Canva’s values in their approach. TRUE’s cost plus model and their expertise in project management meant they were a company that we felt we could work with, and more importantly, trust.”

One of Australia's leading IT services and solutions provider, Data#3 relocated to 100 Arthur Street in North Sydney to reduce their footprint and move from two floor separation to a single floorplate.

Client: **Data#3**

Address: **100 Arthur Street, North Sydney**

Designer: **Wool & Hay**

Value: **\$1.6m**

Data#3



Project Overview

Jack, from Wool + Hay, proposed a design that created a warm and welcoming space with dark accents, natural materials and a biophilic approach woven into the design. The monochromatic furniture, ceilings and glazing frames contrasted against the terracotta and timber joinery. The result was a stunning space that was extremely well received by the Data#3 team. They had such a great experience working with the TRUE team, that they re-engaged us to help them manage their office relocation in Melbourne.





**Kylie Small - Office
Manager**

“The TRUE team delivered an amazing result, on time and budget. The move has had a positive impact on the Data#3 team and business.”

EXPERIENCE

For the past 20 years, Commvault has experienced tremendous growth, pioneered numerous industry-shaping innovations, and established themselves as a respected leader in data and information management. They are simply: data management; done remarkably.

Client: **Commvault**

Address: **207 Kent Street, Sydney**

Designer: **Strutt Studios**

Value: **\$900K**



Project Overview

Commvault's previous office was spread over two separate floors on Liverpool Street. With the continued growth and increase market share Commvault was experiencing, it was time for them to take the business to the next level. Level 24, 207 Kent St. was the perfect space for them as it kept the office to a single floorplate and allowed for a more cohesive working environment. The design of the office tastefully reflected the Commvault brand and included creative touches like a motherboard print breakout area.





Founded in 2001, IComm is an award-winning IT consultancy of unified communications, IT and cloud services across Australia. At the centre of IComm is a focus on cultivating and sustaining a diverse work environment, which is critical to meeting the unique needs of their varied client base.

Client: **IComm Australia**

Address: **135 King Street, Sydney**

Designer: **Hot Black**

Value: **\$270K**



Project Overview

IComm invests countless amounts of time and money into research and development of their own meeting spaces to give customers the ability to come for a visit and experience why IComm earned Polycom's 'Centre of Excellence' Award. With offices currently in North Melbourne, they wanted to expand into the Sydney market. IComm wanted a space where they could showcase their technology, and TRUE delivered an amazing space where they could do just that, and more.














Rob Dell - CEO

“The finished product we are extremely happy with. If we had another project to do, the first person I would ring would be TRUE. I cannot recommend TRUE enough.”



Just to name a few...



TGV

The TGV Alliance brings together a group of dynamic business owners who have worked together for over a decade and now formed an alliance to service clients across Australia and New Zealand.

TRUE, Growth and Vemi have united to become TGV, and like our French bullet train name sake, we deliver our projects on time and with reliability.

Clients who have already benefited from this alliance include: CPSU, Cubic, Becton Dickinson, Ascender, Data#3, and Wellways.



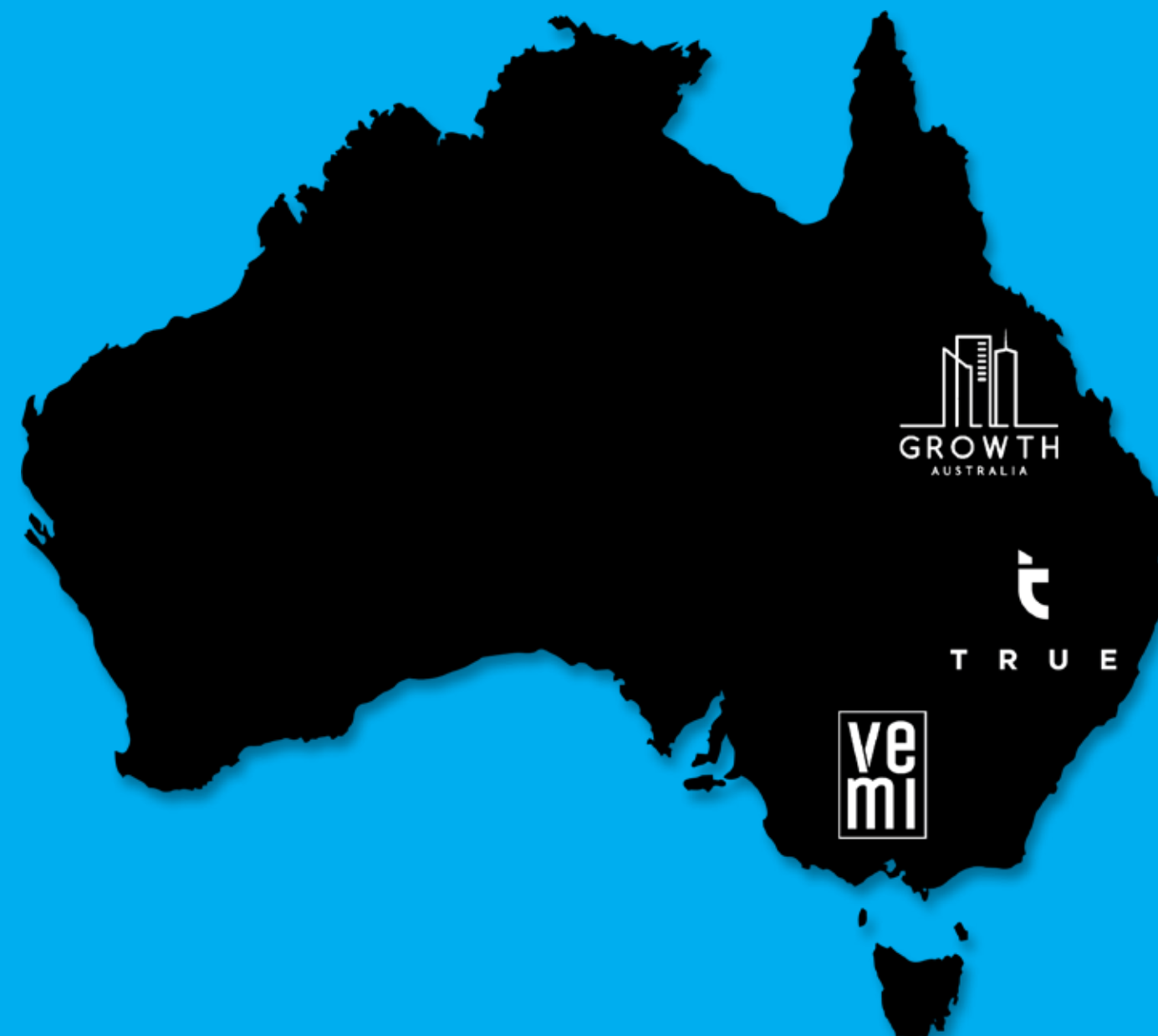
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Australia

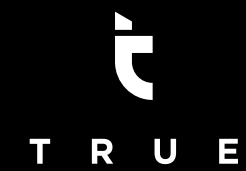


Brisbane
133 Mary St
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Australia




Melbourne
696 Bourke St
Melbourne VIC
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We love to chat, get in touch
CALL: 02 9844 9440
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 TRUE has sustainable practices in place to reduce, reuse and recycle. We also strive to be paperless.