

FEE GUIDE: ANU ENTERPRISE SERVICES

Each project we work on is unique in terms of duration, inputs, complexity, location, contracting framework, budget constraints, deliverables, and nature of the activity. ANU Enterprise (ANUE) provides business development and project management services for and on behalf of The Australian National University (ANU). The following is a guide to our Fees/Overhead recovery rates.

Type of work	What's included	What's not included	Indicative ANUE Fee/Overhead*	Scenario examples
Tender/Proposal Business development support	Tender flagging, tender writing support, Consultancy and Executive Education proposal/tender writing and contract negotiation assistance if won. Assist with seeking feedback if lost. Assisting with cross College/disciplinary bid co-ordination and preparation.	Research grants, NHMRC applications.	No charge.	<i>No charge. Academic confirms a proposal is needed. We build a response, co-ordinate all parties and agree bid content. Assist in costing and pricing (budgets). Submit bid. Notify outcome and debrief lessons learnt.</i>
Personal Consultancy under ANU Paid Outside Work Policy (52-day rule)	Allows use of ANU affiliation and resources, insurance, processing of invoices and tracking of milestones through ANUE. A contract management service to allow you to undertake the consultancy without any Project Management support from ANUE.	Multiple travel bookings and logistics management, engagement and management of subcontractors, editing of reports, ANUE Project Management expertise services.	20% of total contract price (fixed).	<i>20% of total contract price - \$2,000 fee out of a \$10,000 contract price, or if you wish to retain \$10,000 the contract price will be \$12,500</i>
Additional & optional Project Support Services	Multiple Travel bookings and/or logistics management, engagement and management of subcontractors. <i>Plus</i> - ANUE Project Management personnel time if required for project delivery.	Tailored project design advice and complex inputs.	25% of total contract price - tailored costing based on the level of inputs and complexity of the project.	<i>25% of total contract price - \$2,500 fee out of a \$10,000 contract price, or if you wish to retain \$10,000 the contract price will be \$13,334</i>
Project Management Expertise Services	Project Management Expertise input for projects including tailored project design and advice, complex project management plans and strategies, risk management frameworks, and complex management of multiple stakeholders. ANUE Project Management personnel time if required for project delivery.	N/A	30% of total contract price - tailored costing based on the level of inputs and complexity of the project.	<i>30% of total contract price - \$3,000 fee out of a \$10,000 contract price, or if you wish to retain \$10,000 the contract price will be \$14,286</i>