



Landing the right outcome

The services provided by NSW Land and Property Information (LPI) impact everyone who owns or transacts property in NSW. In October 2015, KPMG was appointed to assist with considering the potential long-term concession of this important organisation. In March 2016, KPMG, in partnership with the NSW Government, set out to separate LPI, and ensure it was equipped to function as an independent business. KPMG deeply understood the specifics of the business (in particular its strong data-based value), and had the vast expertise to help drive the change.

The changes required were complex – namely extracting a portion of the organisation, along with its people, processes, assets, contracts and technology. Also, with countless interfaces to manage between the business, the government and the public, it required extensive stakeholder management.

To stay a step ahead of these challenges, the KPMG team established a steering committee within Government to liaise with on decisions, and worked on site in close collaboration to plan, design and execute the strategy. The team tapped into the breadth of KPMG's knowledge globally to ensure the right expertise was harnessed to solve each issue.

Together, KPMG and the NSW Government delivered a standalone business with its own people, processes, assets, contracts and technology, a new DR, a new call centre, a new help desk and its own instance of SAP – that was ready for its new direction. Amid countless complexities, the team maintained the project's momentum, and ensured stakeholders were informed every step of the way.

We know how to get things done.