

COMPANY NAME:

Kervale

LOCATION:

VIC, Australia

PRIMARY INDUSTRY:

Boutique property developer for premium metropolitan and regional residential and commercial developments

KERVALE MANDATES IPEX AS A STRATEGIC PAYMENT PLATFORM FOR THE FUTURE

IPEX sets new benchmarks for ethical and transparent transfer of project funds from developer to builder, sub-contractors and suppliers.

“Once we were aware of IPEX and decided to implement this new standard for project payments, it was a seamless onboarding and end-user experience. It reduces risk and addresses trust and relationship building in one platform. This will put us in a powerful position as the demand for construction labour increases,”

Rob Moolman, Managing Director, Kervale

About

Kervale’s emphasis on ‘relationship building’ has shaped its connection and interaction with clients, builders, sub-contractors and suppliers. It has set a new series of ethical benchmarks for relationship management, investment and the delivery of luxury developments. In line with these credentials, it recently reviewed how it moves project funds from Kervale to various builders across multiple construction projects.

When considering best practice in ensuring those funds were used to pay the tradespeople and suppliers working on its sites versus being used for other purposes – it realised it needed greater transparency in how builders were delivering project payments to the right people at the right time.

“Kervale prioritised the importance of applying ethical standards across its project supply chain, including project payments. We wanted to put the processes and systems in

place that allowed us to be confident that our project payments could be completed transparently. We want to give the builders, sub-contractors and suppliers that we work with assurance in how we operate. This is an important focus for us as we value trust and relationship building with everyone we do business with.”

Rob Moolman, Managing Director, Kervale

Challenge: Mandating the use of a payment platform with builders

Kervale implemented IPEX into its business processes in 2021, mandating its use in new tendering contracts. Although there was some initial hesitancy, Kervale’s unwavering commitment to IPEX meant it created a new benchmark for transparent project payments across its business. Builders realised it was a non-negotiable change and Kervale remained committed to transparent monitoring of project payments across all its business partnerships.

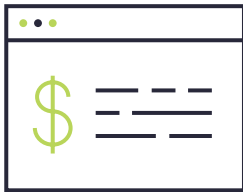
Solution: Seamless onboarding leads to 100% project payment transparency

For Rob Moolman, implementing IPEX delivered a wealth of information for the team that could be used for decision making.

Integrating IPEX across live construction sites in Victoria meant clear approval processes with an easy-to-follow dashboard, which led to greater transparency and understanding of financial positions and payments for the Kervale team.

The days of reviewing bank statements and matching payments to payees to understand the cash position and status of the project financing are now a thing of the past. Now with IPEX in place, Kervale’s Director of Operations can more easily verify that all conditions for payment have been met before releasing funds.

RESULTS:



**100% transparency
for all project
payments**

Amplifying the Benefits of Governance

Kervale attributes its nimbleness and ability to transform or create new processes to the skills of its team and to the fact that the company is a newcomer to the Australian property sector.

Its boutique focus has helped it establish strategic social, environmental and governance goals. Kervale aims to enhance the community for clients and create spaces that Melbourne apartment residents may not have experienced before.

It credits its innovative inclusions such as electric vehicle charging stations for each apartment, wine cellars, dog and car washing facilities, dedicated communal-use areas, and sustainable building processes as a differentiator.



**100% supply chain
accountability
with contracted builders**

For the management team, its reputation for delivering quality outcomes and becoming the developer of choice is needed to ensure the team who started the build could finish the build.

"Risk is always part of any governance discussion, and for us, that risk also included project payment risk. What would happen if the subcontractors weren't being paid for their work? How might that impact our positions or our projects? How could we improve our processes to ensure those contractors stay in business? The conversation about integrating IPEX was a crucial step to mitigate risk for all stakeholders involved in development projects," said Rob.

IPEX is vital to the accountability of project financing for Kervale's shareholders, clients, builders and sub-contractors.



**Reduced financial risk
knowing project funds
reached intended recipients**

It prides itself on creating trust in its working relationships with all stakeholders – helping it establish itself in Victoria ahead of any possible future nationwide expansion.

The IPEX platform is compliant with any current state-based project bank account legislation.

"The safety net brought to the market through the new security of payments legislation and project bank accounts provides vital support to workers in the construction sector, and I believe will begin to influence where people elect to work. We want to be across those opportunities ahead of time and be a company that gives workers and contractors that support and creates that trust," he said.

Book a FREE DEMO today at www.ipex.com.au to learn more about securing project payments with IPEX

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