

# Australian Industry Participation (AIP) Plan Executive Summary

## 1. General Project Details

**Company Name:** Cushman & Wakefield Project Services Aust Pty Ltd

### **Description of the project**

The ATO is engaging Cushman & Wakefield for Project Management Consultancy to work in partnership with the ATO to deliver major and minor project works at their leased offices across Australia. Major works can involve expenditure ranging between \$25 million to \$50 million, and minor works generally have a value of below \$1 million.

Typical works include, but are not limited to:

- Capital refurbishments, including construction and/or fit out of offices, major fit-outs/relocation of offices, complete floors or buildings;
- Procurement of advice from industry experts;
- Feasibility investigations and scoping studies;
- Design, procurement and installation of workstations and loose furniture, plant and equipment, including, but not limited to supplementary air conditioning units, data cabling services, electrical and mechanical services;
- Major repairs/maintenance/upgrades of ATO equipment;
- Construction supervision;

The goods and services include but are not limited to capital refurbishments, construction, and fit-outs. Workstations, loose furniture, plant equipment, air conditioning units, data cabling services, ICT, and painting and flooring will usually be procured by appointed head contractors.

Cushman & Wakefield will engage subcontractors such as design consultants, quality surveyors, engineers, furniture suppliers, removalists, and head contractors to assist in the delivery of the required goods and services. The head contractors will be required to comply with the approved AIP plan.

Cushman & Wakefield will procure the services of a Principal Design Consultant, normally an Architect or Interior Designer. The Principal Design Consultant will include other design disciplines as required including building services engineers. Cushman & Wakefield will run a RFQ (Request for Quote) process to procure the required services which will include the scope of works, and request of organisations their experience and capability, methodology, value for money and how the consultant will align with the approved AIP plan and ATO Guidelines. As part of the RFQ (Request for Quote) process the consultants will be required to comply with the AIP plan.

The anticipated timeline for the contract is commencement in February 2022 with completion of the initial contract term in January 2024. The ATO may choose to extend the contract term by four one year option.

**Estimated total project value:** Over \$20 Million per annum

- **Estimated value of key goods and services procured for the project (if different to total project value) :** Same as estimated total project value.

**Project location:** The ATO currently has 23 sites nationally. Works may be required at anyone of these locations.

**Link to project information:** Will be provided on the Cushman & Wakefield Website,

<https://www.cushmanwakefield.com/en/australia/services/project-development-services>

**Project contact for procurement information:** Tim Menadue- National Manager 0419 307 548

## 2. Opportunities for Australian industry involvement

<b>List of goods and services to be procured for the project and the expected opportunity for industry participation</b>	<b>Opportunities for Australian suppliers*</b>	<b>Opportunities for overseas suppliers</b>
Architects	Yes	No
Quality Surveyors	Yes	No
Services Engineers	Yes	No
Head Contractors	Yes	No
Flooring systems	Yes	Yes
Partitions	Yes	Yes
Glazing	Yes	No
Ceiling Systems	Yes	Yes
Joinery	Yes	Yes
Workstations	Yes	Yes
Loose Furniture	Yes	Yes
Generators	Yes	Yes
Air Conditioning Systems	Yes	No
Security Systems	Yes	Yes
Data Cabling	Yes	Yes
Electrical & Lighting Services	Yes	No
Mechanical Services	Yes	No
Plumbing Services	Yes	No
Plastering	Yes	No
Painting Services	Yes	No
Window furnishings	Yes	Yes
Cleaning Services	Yes	No
Removalist	Yes	No

\*An Australian supplier means an entity that has an ABN or an ACN.

Disclaimer: The information provided in the table above is based on an initial assessment by the company. Any questions or issues should be raised with the project contact.

### **3. Communication Strategy**

Cushman & Wakefield will publish general project information, as well as details on opportunities for the supply of goods and services for the project (including tender packages or Expressions of Interest) along with contact details for Australian suppliers' registration of interest on the Cushman & Wakefield website. Cushman & Wakefield will publish project details and information on supply opportunities on Tenderlink and link this website to the Cushman & Wakefield website. To pre-qualify Suppliers will be given the opportunity to have access to our Rapid Global System which will be available on the Cushman & Wakefield website.

Any Goods and services to be procured by head contractors will also be published on Tenderlink or another publicly accessible website and linked to the Cushman & Wakefield website.

### **4. Opportunities through all tiers of supply and in all stages of the project**

Cushman & Wakefield will review and consider interest registered via Tenderlink or from its website, and existing suppliers in determining a bid list for work opportunities. All Australian suppliers will be given full, fair and reasonable opportunity to register interest. This includes release of tender documentation to all participants at the same time and governing tender terms and conditions which require all bidders to be treated equally with respect to the timeframe for tender submissions.

- The above process will be included in all project procurement plans and Request for proposals will be assessed on past experience, methodology, resourcing, management systems, pricing and agreement on compliance on AIP requirements.

## **5. Opportunities for longer-term participation**

Cushman & Wakefield will promote Australian suppliers to its global client base for opportunities in Australia with those clients, and to showcase Australian industry capability for opportunities internationally.

Where Australian entities have been unsuccessful in a bid they will be provided an offer to receive specific feedback with the intent of providing improvement opportunities including recommendations for improving their bid responses, improving their skills, training or capability or capacity with the intention of developing the capability of the Australian entities for future bid opportunities.

Over the term of the panel agreements Cushman & Wakefield will continually encourage and assess applications from suppliers to prequalify for opportunities in other regions of Australia as their capability grows.

## **6. Procedures and Resources**

As a condition of tendering for work for the ATO, tenderers will be required to provide an undertaking that they will comply with the requirements of the AIP Plan. This will be documented in the project procurement plan and the Request for Quote and Request for Tender

Cushman & Wakefield will include the same requirement in all agreements with suppliers.

As the procurement entity for the ATO, Cushman & Wakefield will ensure effective implementation of AIP plan actions through a planned and considered roll-out within the procurement function.

Internal routine monitoring and auditing will be undertaken to ensure compliance, and monthly reporting of the results and trends.