

Australian Industry Participation (AIP) plan Summary

– Project Phase

1. Project Details

Designated project proponent: Downer Utilities Australia Pty Ltd

Project name: Riverland Solar/Storage Project

Description of the project: The Riverland Solar/Storage comprises 330MW AC single axis tracking solar with a 100MW x 4 hour battery system connected into two 132kV lines owned and operated by ElectraNet. The project has been sized to maximise output into the grid and sufficient capacity for the battery to be efficiently charged. The site is 700ha of privately owned land currently used for sheep grazing.

Estimated project value: \$900 million

Project location: The project is located on the Goyder highway near the town of Morgan in South Australia’s Riverland region.

Link to project information: <https://www.mid-murray.sa.gov.au/page.aspx?u=1043>

Project contact for procurement information: Rick Higginson (Downer Bid Manager), 2 Burke Street Woolloongabba QLD 4102. Ph. 07 3249 0392, rick.higginson@downergroup.com

Other project proponents involved in the project: Lyon Solar Pty Ltd. Downer Utilities Australia (Downer) is the Engineering, Procurement and Construction (EPC) contractor for this Project and will carry the responsibility for procurement of goods and services.

2. Opportunities to supply Goods and Services

Expected opportunities	Opportunities for Australian entities	Opportunities for non-Australian entities
Goods		
PV Solar Cells	Yes	Yes
Steel Pilings	Yes	Yes
Solar Tracker Arrays	Yes	Yes
AC Cables	Yes	Yes
DC Cables, cable tray and fixings	Yes	Yes
Batteries supply	No ¹	Yes
Minor Works Services and Supply		
Earthworks	Yes	No

Expected opportunities	Opportunities for Australian entities	Opportunities for non-Australian entities
Civil Works	Yes	No
Mechanical Works	Yes	No
Electrical Works	Yes	No
Control and Maintenance Buildings	Yes	No
Battery storage Building	Yes	No
Battery installation	Yes	No
Site Sheds and Amenities	Yes	No
Security and temporary Fencing	Yes	No
Waste Disposal	Yes	No
Cleaning Services	Yes	No
Transport	Yes	No
Hire Vehicles	Yes	No
Plant Hire	Yes	No
Accommodation	Yes	No
Inverters	Yes	Yes
Security Services	Yes	No
Port Handling	Yes	Yes

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.

1. Based on recent market research by Downer, supply of batteries cannot be accommodated presently by an Australian entity as they are not manufactured on a utility scale in Australia.

3. Standards to be used in the project

- The equipment standards for the project are based on Australian standards, and where not available, based on International standards common in Australia. The engineering design incorporates Australian and International Electrotechnical Commission (IEC) design standards and engineering practices.
- These standards are able to be met by a large number of Australian entities, as they are common to the Australian construction industry participants involved in this style of project.

4. AIP activities to be undertaken by the Project Proponent

- Downer Utilities Australia (Downer) is the Engineering, Procurement and Construction (EPC) contractor for this Project and will carry the responsibility for procurement of goods and services.
- Lyon and Downer are working closely with the Mid Murray Council to promote the project and local suppliers are encouraged to register on the Project page on the Council's website. This page includes downloadable fact sheets and information relating to the project and it will be utilised for advertising of procurement RFQs. <https://www.mid-murray.sa.gov.au/page.aspx?u=1043>
- A registration page for suppliers to express early interest in the project has been established via the information link on the Mid Murray Council website (link above), which is the address also provided on the published Fact Sheet info@lyoninfrastructure.com
- Downer will keep Australian suppliers informed of project contact points and status updates through its regular communication points within the procurement office as well as information posted on the project website. Subcontract and supplier opportunities will be advertised nationally and locally to ensure businesses have maximum opportunity to become involved.
- From time to time, Downer – in consultation with Lyon Solar - will also use the local press, media releases and social media (LinkedIn, Facebook, Twitter) to promote the Project and to highlight AIP opportunities. All releases or local media coverage providing community updates and general project information will include a reference to resources and contact points for suppliers wishing to express an interest in the Project.

5. AIP activities to be undertaken by procurement entities

- Downer will maintain a “Best Fit for Project” philosophy. Downer partners are committed to provide benefit by engaging only personnel, subcontractors and suppliers which provide the best fit to the needs of each program. This best fit includes experience, qualifications, cost efficiency and philosophical fit with the program.
- Downer will issue public RFQ packages for response. As a minimum, these packages of work will be advertised on the Project website (via <https://www.mid-murray.sa.gov.au/page.aspx?u=1043>), and Downer will publish notification of their release to market via method to be determined with Lyon (potentially national newspaper advertisement eg. the Australian).
- The website will update Project status when the project is ready for construction and will identify Downer as the EPC contractor, including a link to the Downer project email address (to be established) that will be used by interested parties to offer their goods and services to the project.
- Downer will respond to each EOI email enquiry received to acknowledge receipt and progress the pre-qualification process, or advise the supplier of the reasons why pre-qualification has not been completed.
- All respondents to RFQs will receive equal timeframe for response.
- Prequalification will be determined by each vendor's achievement against minimum performance standards that will be consistently applied and assessed across all vendors
- RFTs will be based on a standard supply document template and be issued to all bidders at the same time
- Downer will undertake a technical and commercial evaluation of each tender against the criteria set out in the tender and each tender is assessed on its merits and the suppliers ability to meet project requirements
- Downer will inform Australian suppliers on the outcome of their submission and provide feedback when requested
- Where feasible, Downer will subcontract work as smaller “unbundled” services rather than larger combined packages to allow for opportunities through all tiers of the industry as well as to facilitate engagement of local suppliers.