

# Australian Industry Participation (AIP) Plan Executive Summary

## 1. General Project Details

**Company Name:** Australian Rail Track Corporation (ARTC)

**Description of the project:** North East Rail Line Upgrade Project (NERL)

**Estimated total project value:** \$235M

- **Estimated value of key goods and services procured for the project (if different to total project value) :** \$205M

**Project location:** Rail corridor from Wodonga to Melbourne.

**Link to project information:** [www.artc.com.au](http://www.artc.com.au)

**Project contact for procurement information:** David McGranaghan, 0436 194 671, DMcGranaghan@ARTC.com.au

## 2. Opportunities for Australian industry involvement

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers*	Opportunities for overseas suppliers
Construction services	Yes	No
Steel Rail	Yes	No
Concrete Sleepers	Yes	No
Quarry Products	Yes	No
Turnout Steel Components	Yes	No
Turnout Switching Components	Yes	No
Signalling Components	Yes	No
Rail Jewellery (i.e. rail fastening clips)	Yes	No
Precast Concrete Structural Components	Yes	No
Contracted Labour	Yes	No
Plant Hire	Yes	No
Design Services	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

ARTC will :

- Release details of supply opportunities on the ARTC website
- Utilise TenderLink for tendering opportunities.
- Make direct contact inviting tenders.
- Consult with ICN and relevant industry associations to identify potential suppliers.
- Use our membership of the RTAA to identify suppliers and promote project opportunities.

Department of Industry, Innovation and Science  
AIP Plan Executive Summary  
Version 3.4 November 2017

- Publish media releases to promote project opportunities.

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

The Project will:

- Use Australian Standards, International Standards in common use in Australia and ARTC standards
- Use suppliers with a track record of safe, reliable, quality, timely and financially robust work.
- Use suppliers with a similar standard of AIP as the project.
- Use TenderLink to assist with equitable access to opportunities.
- Provide reasonable timing for tender response.

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

ARTC will:

- Refer opportunities for skill development identified to SMEs, DII&S or other training opportunities as appropriate.
- Provide opportunities to supply throughout the operational life of the NERL and other ARTC lines.
- Feedback advice to unsuccessful bidder.
- Provide references to high performing suppliers.

#### **6. Procedures and Resources**

The project will:

- Monitor AIP performance through regular reporting.
- Utilise the ARTC Procurement and Contracting department.
- Develop system to monitor AIP actions.