# 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 tending 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.
* 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 t 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.