



## Australian Industry Participation (AIP) plan Executive Summary

### 1. Organisation and project details

**Company/organisation name:** The Trustee for Hickory Hiex Unit Trust

**Description of the project:** The project is the construction of a 345-room Holiday Inn Express located in Southbank, Melbourne. Holiday Inn Express Southbank is a mixed used development project which comprises commercial retail/office spaces and hotel. The development has two ground floor retail tenancies, ground floor lobby to mezzanine level office space, ground floor hotel lobby, levels 1 to 3 carpark, levels 4 to 6 commercial office spaces, level 7 hotel reception/amenities and levels 8 to 22 featuring 345 hotel rooms. The building will incorporate energy efficiency features.

Pro-Invest Australian Hospitality Opportunity (ST) Pty Ltd is the developer and Hickory HIEX Pty Ltd is the builder. Construction has begun with the carrying out of piling works and the expected completion date of the project is 23 September 2019. Procurement for the project has commenced and will be ongoing until April/May 2019 (75% of project construction).

**Estimated capital expenditure/total value of the project:** \$81,000,000 AUD

**Estimated total value of key goods and services:** \$21,990,000 AUD

**Project location:** Melbourne Southbank, Victoria

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

**Contact person for procurement information:**

**Name:** Omar Balbaa

**Phone number:** 0416914303

**Email address:** o.balbaa@hickory.com.au

### 2. Opportunities to supply goods and services

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers *	Opportunities for international suppliers
Precast Panels (Supply)	Yes	No
Precast Panels (Install)	Yes	No
Blockwork (Supply and Install)	Yes	No
Structural Steel (Supply and Install)	Yes	No
Metal Deck Roofing (Supply and Install)	Yes	No
Windows, Glazed Wall & Facade (Supply)	No	Yes
Windows, Glazed Wall & Facade (Install)	Yes	No

Plasterboard Walls and Ceilings (Supply and Install)	Yes	No
Floor and Wall Tiling (Supply and Install)	Yes	Yes
Painting (Supply and Install)	Yes	No
Carpentry Works	Yes	No
External Paving, Driveway and Landscaping Works	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.

- Australian standards and certifications will be required for the key goods and services in this project.

### 3. Communicating and providing opportunities

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- Project website OR Project supplier portal
- Liaison with industry associations
- Liaison with vendor identification agencies
- Make tender documents available to all possible suppliers at the same time
- Allow reasonable and equal time for submissions/responses
- Notify vendor identification agencies on upcoming supply opportunities
- Create, publish and distribute an AIP policy
- Include requirement in tender documents that successful tenderers comply with AIP plan
- Include contractual arrangements with suppliers to outline AIP arrangements
- Establish reporting requirement that shows how the AIP plan has been implemented
- Train procurement entities to ensure they understand AIP plan obligations
- All tenders from Australian and overseas suppliers will be assessed on the same basis
- The organisation will ensure all AIP plan obligations will flow down to contractors and subcontractors

### 4. Facilitating future opportunities

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- Support and assist project suppliers to adopt specific standards and accreditations
- Transfer product and process technology, and organisational know-how, to project suppliers
- Encourage project suppliers to undertake research and development and innovative activities
- Introduce project suppliers to global companies or suppliers
- Encourage overseas suppliers to provide information to project suppliers about international procurement requirements
- Provide references for high performing suppliers
- Provide unsuccessful tenderers with appropriate feedback to encourage future performance

## 5. Implementation resources

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- The organisation will record and/or retain evidence to demonstrate implementation of the approved AIP plan
- Develop systems to monitor and report on the extent of Australian industry participation