

Australian Industry Participation (AIP) Plan Executive Summary

1. General Project Details

Company Name: Transport for NSW

Description of the project:

The Nowra Bridge Project will include the design and construction of a new bridge over the Shoalhaven River and the upgrade of approximately 1.6 kilometres of the Princes Highway from about 150 metres north of the Bolong Road intersection to about 75 metres north of the Moss Street intersection. The new bridge over the Shoalhaven River will be approximately 360 metres long, and will provide four lanes for northbound traffic and a shared path for cyclists and pedestrians.

Estimated dates for key Project milestones are as follows:

- Appointment of D&C Contractor: December 2019
- Commencement of Construction: Q3 2020
- Construction Completion: Mid 2024

The key features of the Project are available at:

<https://www.rms.nsw.gov.au/projects/nowra-bridges-shoalhaven-river/index.html>

The NSW and Australian Governments have each committed \$155 million towards construction of the Project. The Project will be delivered via a Design and Construct (D&C) contract, the value of which represents the biggest aspect of the Project spend. Other key Project costs include Roads and Maritime costs associated with Project Development, Delivery Readiness, Property Acquisition, Project Management, and Finalisation.

Following an open tender process, Fulton Hogan was awarded the D&C Contract, with an approximate contract value of \$180 million. Under the D&C Contract, Fulton Hogan will be responsible for procuring the goods and services for the Project listed in the table in Section 2 below, and TfNSW will be responsible for project oversight.

Estimated total project value: \$346 million

Estimated value of key goods and services procured for the Project : \$180 million

Project location: Nowra, NSW

Link to project information: <https://www.rms.nsw.gov.au/projects/nowra-bridges-shoalhaven-river/index.html>

Project contact for procurement information:

Procurement Officer's Name: Mark Powrie, Procurement Manager

Procurement Officer's Phone Number: +61 2 8346 9421

Procurement Officer's Email: mark.powrie@fultonhogan.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
Environmental Works	Yes	Yes
Fabricated and/or structured reinforcing steel	Yes	Yes
Concrete	Yes	Yes
Traffic Management and Temporary Works	Yes	Yes
Public Utilities Adjustments	Yes	Yes
Bulk Earthworks	Yes	Yes
Retaining Walls	Yes	Yes
Drainage	Yes	Yes
Bridges	Yes	Yes

Pavements	Yes	Yes
Finishing Works	Yes	Yes
Traffic Signage, Signals and Controls	Yes	Yes
Supplementary Items e.g. pedestrian paving, signage, fencing, landscaping	Yes	Yes
Street Lighting	Yes	Yes
Safety Barriers	Yes	Yes
Design, engineering, professional and surveying services	Yes	Yes

*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

- TFNSW uses the NSW Government tender site 'Tenders NSW' to advertise the main design and construction contracts to the market. The site is <https://tenders.nsw.gov.au/>. Potential tenderers are encouraged to register with the NSW eTendering system to receive email notifications of new relevant business opportunities.
- TFNSW requires the D&C Contractor to consult with vendor identification agencies, such as the Industry Capability Network at <http://www.icn.org.au/> to gain a current understanding of Australian capability and to identify capable competitive Australian entities suitable to supply goods or services to the Project.
- TFNSW publishes its model D&C Contract documents, which provide indicative contractual arrangements for potential tenderers, as well as indicative contractual and pre-qualification requirements for subcontracts. These documents are published at: <https://www.rms.nsw.gov.au/business-industry/partners-suppliers/document-types/specifications/model-legal-documents.html>
- TFNSW actively engages with Roads Australia and provides future work details for Roads Australia to publish on its website at <http://www.roads.org.au/Pipeline>.
- To enable industry to consider its suitability for future opportunities TFNSW provides a 'forward work plan' at: <http://www.rms.nsw.gov.au/business-industry/major-projects/events/index.html>
- TFNSW published a market sounding for the Nowra Bridge Project on the NSW Government eTendering site (<https://tenders.nsw.gov.au/rms/>) on 26 June 2018. The market sounding was open to all interested parties, including potential head contractors and sub-contractors.

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

- TFNSW uses Australian and NZ standards for all specified items in the contract whenever a suitable standard is available. The full list of standards is within the RMS specifications at: <http://www.rms.nsw.gov.au/business-industry/partners-suppliers/index.html>
- TFNSW has prequalification and registration schemes for suppliers. The prequalification scheme is part of the National Prequalification Scheme and details of requirements and applications are available at the Austroads site: <https://austroads.com.au/assets/national-prequalification>
- TFNSW requires the D&C Contractor to comply with the AIP Plan and include similar requirements in their subcontracts
- TFNSW Tender documents are made available to all potential suppliers at the same time through the NSW Government eTendering website. Australian and overseas companies are given equal time to tender.

5. Opportunities for longer-term participation

- TFNSW is an active member of Austroads, which fosters international collaboration by engaging with and supporting international road organisations. Austroads provides SMEs with access to events, publications, webinars and research papers.
- Where relevant, the D&C Contractor will engage with the Department of Industry and Science's Entrepreneurs Infrastructure Programme, to support the capability development of its subcontractors.
- When requested by the tenderers, TFNSW provides formal feedback to tenderers (including successful) in relation to their tender submission. The purpose of the feedback is to highlight strengths and weaknesses of tender submission and to identify areas for improvement.

6. Procedures and Resources

- Implementation of the project specific Australian Industry Plan will be monitored through project meetings.
- TFNSW has documented procedures for monitoring and reporting on the implementation of the AIP Plan.
- TFNSW will ensure the D&C Contractor reports against actual Australian industry involvement for the project.