

Australian Industry Participation (AIP) plan   
Executive Summary

1.Organisation and project details

**Company/organisation name:** Alliance Airlines Pty Limited

**Project name:** Alliance Airlines Rockhampton Maintenance Facility Project

**Description of the project:** $30.0m Aircraft Maintenance & Repair Facility located at Rockhampton Airport (AA works).

$25.0m Enabling site works, apron and taxiway at Rockhampton Airport which is owned by Rockhampton Regional Council (RRC) (RRC Works)

**Estimated capital expenditure/total value of the project:** $55,000,000 AUD

**Estimated total value of key goods and services:** $55,009,157 AUD

**Project location:** Rockhampton, Qld

**Link to project information:** https://www.allianceairlines.com.au/

**Contact person for procurement information:**

**Name:** Marc Devine

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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** |
| Hangar- Structural Steel- Supply and Install | Yes | No |
| Hangar - Electrical - Design, Supply and Install | Yes | No |
| Hangar- Mechanical- Design Supply and Install | Yes | No |
| Hangar - Plumbing - Design Supply and Install | Yes | No |
| Hangar- Concrete - Supply and Install | Yes | No |
| Hangar- Roof and Wall Cladding - Supply and Install | Yes | No |

|  |  |  |
| --- | --- | --- |
| Hangar- Fire Systems - Design, Supply and Install | Yes | No |
| Hangar- Windows and Door- Supply and Install | Yes | No |
| Hangar- Joinery - Supply and Install | Yes | No |
| Hangar- Partitions, Ceilings Office fit out- Design Supply and Install | Yes | No |
| Hangar- Flooring - Supply and Install | Yes | No |
| Hangar- Painting/Epoxy - Supply and Installation | Yes | No |
| Hangar- Solar- Design Supply and Install | Yes | No |
| Hangar- Hangar Doors | Yes | No |
| Hangar- PP&E for the hangar- sourced by Alliance. This equipment is highly specialised and approximately XX% of it can be sourced from within Australia. | Yes | Yes |
| Hangar- Procurement, management, electrical supply, project management fees and contingencies - balance of the loan. All of this will be sourced from Australian suppliers. | Yes | No |
| Hangar- Forecast increase in steel prices of construction | Yes | No |
| Hangar- Alliance internal costs | Yes | No |
| Hangar- Ahrens design and project management, and ECI costs | Yes | No |
| RRC works - Principal, contractor, design and contingency costs | 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

* Project website OR Project supplier portal
* Public announcements
* Workshops/industry briefings
* Direct contact with Australian industry (phone/email/letter)
* Liaison with vendor identification agencies
* Make tender documents available to all possible suppliers at the same time
* Notify vendor identification agencies on upcoming supply opportunities
* Include contractual arrangements with suppliers to outline AIP arrangements
* Establish reporting requirement that shows how the AIP plan has been implemented
* 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

* Support and assist project suppliers to adopt specific standards and accreditations
* Recommend training and certification that enhance the ability of project suppliers to obtain additional business in Australia and overseas
* Brief procurement managers on the capabilities and achievements of project suppliers
* Provide references for high performing suppliers
* Provide unsuccessful tenderers with appropriate feedback to encourage future performance

5. Implementation resources

* The organisation will record and/or retain evidence to demonstrate implementation of the approved AIP plan
* Develop and implement standard contractual arrangements with suppliers to give Australian industry opportunities to participate
* Develop systems to monitor and report on the extent of Australian industry participation
* Develop systems to identify inappropriate action under the AIP plan and to monitor/record the corrective action taken
* Develop systems to identify and report any variations in AIP plan activities