



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