

Australian Industry Participation Plan Summary – Project Phase

1. Project details

Designated project proponent: Transport for NSW

Project name: Sydney Gateway Stage 1 (road package 1) and Stage 3 (road package 2)

Description of the project:

Sydney Gateway comprises both rail and road components.

The rail component, the Botany Rail Duplication, is being delivered by ARTC as a separate project and is therefore not part of this Australian Industry Participation Plan (AIP Plan).

This AIP Plan covers the road component of Sydney Gateway, referred to as the Project, which has been separated into two packages of works referred to as stages.

Stage 1 (package 1) will be a new high capacity road connection, linking the Sydney motorway network at St Peters Interchange with Sydney Airport’s International terminal and Qantas Drive. It is also referred to as the ‘International terminal and Qantas Drive connection.’

Stage 3 (package 2) will be an arterial road connection and flyover to Sydney Airport’s Domestic terminals. This stage is referred to as the ‘Domestic terminals access’ and includes improvements to existing roads to relieve congestion and improve connectivity to both the Sydney Airport Domestic terminals and towards Port Botany.

Both of the road packages will be undertaken concurrently using a Design and Construct contractual framework.

Estimated project value: Between \$2.2 and \$2.6 billion (inc. land acquisition)

Project location: Tempe and Mascot, Sydney

Link to project information: www.rms.nsw.gov.au/projects/sydney-gateway/index.html

Project contact for procurement information: Tim Grigg, Procurement Manager, 0419 647 289
Tim.grigg@jhs.com.au

Other project proponents involved in the project: No other proponent

2. Opportunities to supply goods and services

The following table shows the expected opportunities for Australian and non-Australian entities.

Goods or Services	Opportunity for Australian Entities	Opportunity for non -Australian Entities
Asphalt Milling	Yes	No
Asphalt Works	Yes	No
Asphalt Spray Seal	Yes	No
Clearing & Grubbing	Yes	No
Concrete Barriers - Slipform	Yes	No

Concrete Cutting & Coring	Yes	No
Concrete Paving Handpour	Yes	No
Concrete Paving Machine	Yes	No
Concrete Pumping	Yes	No
Concrete Ready-mix Supply	Yes	No
Demolition	Yes	No
Disposal of Materials (Spoil)	Yes	No
Drainage	Yes	No
Form Reo Pour (Concrete Works)	Yes	No
General Civil Works	Yes	No
General Plant Hire	Yes	No
Geofabrics	Yes	No
Geotechnical Investigations	Yes	No
Imported Fill (Quarry Products)	Yes	No
Kerb and Gutter	Yes	No
Landscaping	Yes	No
Linemarking	Yes	No
Piling	Yes	No
Precast Concrete - Box Culverts	Yes	No
Precast Concrete - Pipes	Yes	No
Precast Concrete - Pits	Yes	No
Rail Protection Officers	Yes	No
Reinforced Earth Wall Install	Yes	No
Shotcrete and Soil Nails	Yes	No
Signage	Yes	No
Site Sheds and Amenities	Yes	No

Skip Bins	Yes	No
Small Plant & Tool Hire	Yes	No
Steel Fabrication & Installation	Yes	No

Explanation for item(s) in list above where it is indicated ‘No Opportunities for Australian entities’

Not applicable – Australian entities are expected to be able to provide all of the goods and services identified above.

3. Standards to be used on the Project

Transport for NSW uses Australian and NZ standards for all goods and services identified in the contract whenever a suitable standard is available.

4. AIP activities to be undertaken by the Project Proponent

a) The Project

Transport for NSW’s approach to market will change during the course of the tender process.

Tender phase	Communication with the market	Access to tender documents
Pre-registration	NSW Govt. e-tender website* and a project email address**	Broad range of contractors notified (e-tender) Industry briefing to alert and inform market
Expression of interest (EOI)	Ansarada project data room	Contractors who successfully pre-register - i.e. those meeting panel requirements***
Request for tender	Ansarada project data room	Contractors short-listed during an EOI process

Notes: * www.rms.nsw.gov.au/business-industry/partners-suppliers/tenders-contracts/e-tendering.html

** SGWMarketInteraction@rms.nsw.gov.au

*** www.rms.nsw.gov.au/business-industry/partners-suppliers/tenders-contracts/prequalification-scheme.html

The points to note about Transport for NSW’s approach to the market on the Project are:

- The market has been informed of the opportunity through the government tender website, industry briefing and through the minister’s televised announcement.
- The head contractors pre-registered and shortlisted during the pre-registration and EOI processes (respectively) receive information to assist them with developing tenders.

Transport for NSW also provide the AIP Plan to the contractors and require them to meet the requirements of the plan. This includes provisions around equal timeframe for bidding and the provision of feedback to unsuccessful bidders.

b) The forward roads program

Transport for NSW lists a forward pipeline of projects at www.rms.nsw.gov.au/projects/index.html

Transport for NSW regularly publish details of project opportunities on its website, relevant standards and the contact details of its transaction managers / procurement officers.

5. AIP activities to be undertaken by procurement entities

a) Transport for NSW

Based on Transport for NSW’s road infrastructure procurement experience, all items are expected to be ordered and supplied by Australian entities except where, due to extremely high levels of activity,

some items may need to be supplied by non-Australian entities.

The procurement entities within Transport for NSW manage panels of suppliers — these panels are updated every three years to encourage participation, and understand industry capabilities.

Transport for NSW requires its procurement entities to consult with vendor identification agencies, such as the Industry Capability Network at www.icn.org.au/ to gain an understanding of Australian capability and identify capable competitive Australian entities suitable to supply goods or services.

b) Contractor / Procurement Entity

The contractors on the Project will also have arrangements in place for the advertisement of subcontracting opportunities and for the pre-qualification of requirements for sub-contractors. The contractors will also be provided with the AIP Plan and will have a number of requirements to meet.

The advertisement of the major subcontracting opportunities available occurs via the contractors website, the business development manager and subcontractor briefings. Through the announcement of successful and shortlisted contractors, Transport for NSW also assist in advertising the various opportunities that exist in the market.

The subcontractors pre-qualification forms reflect the items that Transport for NSW seek to pass down to the head contractor (e.g. financial capacity, equal timeframes for bidders, the Australian and International standards that are utilised and de-briefs to unsuccessful bidders). Contractors also indicate on their website that their contact officers / business development managers can offer initial guidance on whether a subcontractor is encouraged to undergo the formal pre-registration process (based on an assessment of the company capability statement and the use of the aforementioned vendor identification agencies to confirm capability).

Major contractors will be informed of the AIP Plan obligations and the requirement to provide Australian entities with full, fair and reasonable opportunity to bid for the supply of goods and services. There will also be requirements around the training of procurement staff and the de-briefing of tenderers that are unsuccessful for significant subcontracts.