



ARTC

INLAND  
RAIL  
An Australian Government Initiative

# Inland Rail

Connecting and enabling  
industry and investment

Business Capability Development Webinar

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30 November 2021



# ACKNOWLEDGMENT OF COUNTRY

Inland Rail acknowledges the Traditional custodians of the land on which we work, and we pay our respects to Elders past and present.

# AGENDA

1. Inland Rail Program Overview and Update – David Watt, Head of Commercial – Inland Rail
2. Business Capability Development Session – Steven Vermey, Principal – Scarp Vantage Consulting
3. Q&A
4. Closing – Jason Manttan, Supply Chain Manager – Inland Rail

# Inland Rail

Connecting and enabling  
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Business Capability Development Webinar

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**David Watt**

Head of Commercial, Inland Rail

30 November 2021





Creating a new reality  
for Australia and a  
more prosperous nation



Connecting Australia  
into a faster, safer,  
more reliable freight  
rail network

# CUSTOMER REQUIREMENTS



## CONNECTED

### FAST + SAFE

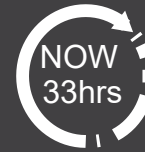
— Straight and flat —

## RELIABLE

— Market demand —

## COST EFFECTIVE

— 35% — 43% —  
FROM YEAR ONE FROM 2049/50



EXPRESS CAPABILITY  
<22 HOURS



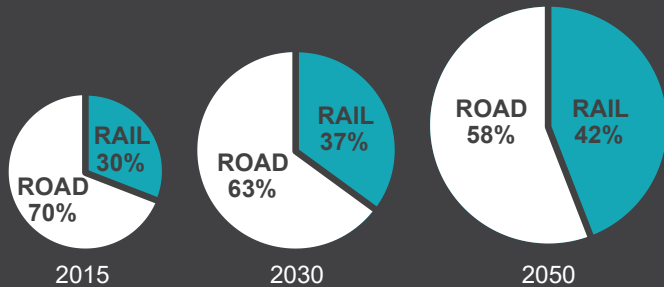
RELIABILITY MATCHING  
THAT OF TRUCKS



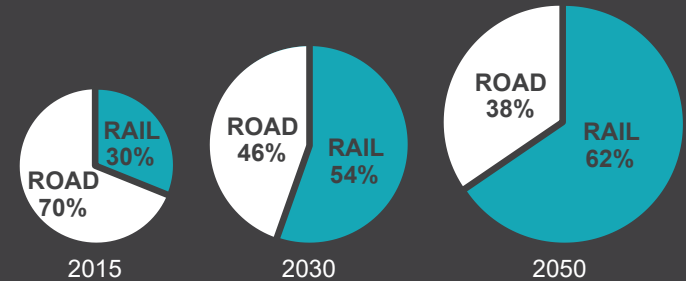
35% COST REDUCTION  
COMPARED TO ROAD  
(FROM YEAR ONE)

# SUPPLY CHAIN EFFICIENCY

## MOVING FREIGHT WITHOUT INLAND RAIL



## MOVING FREIGHT WITH INLAND RAIL

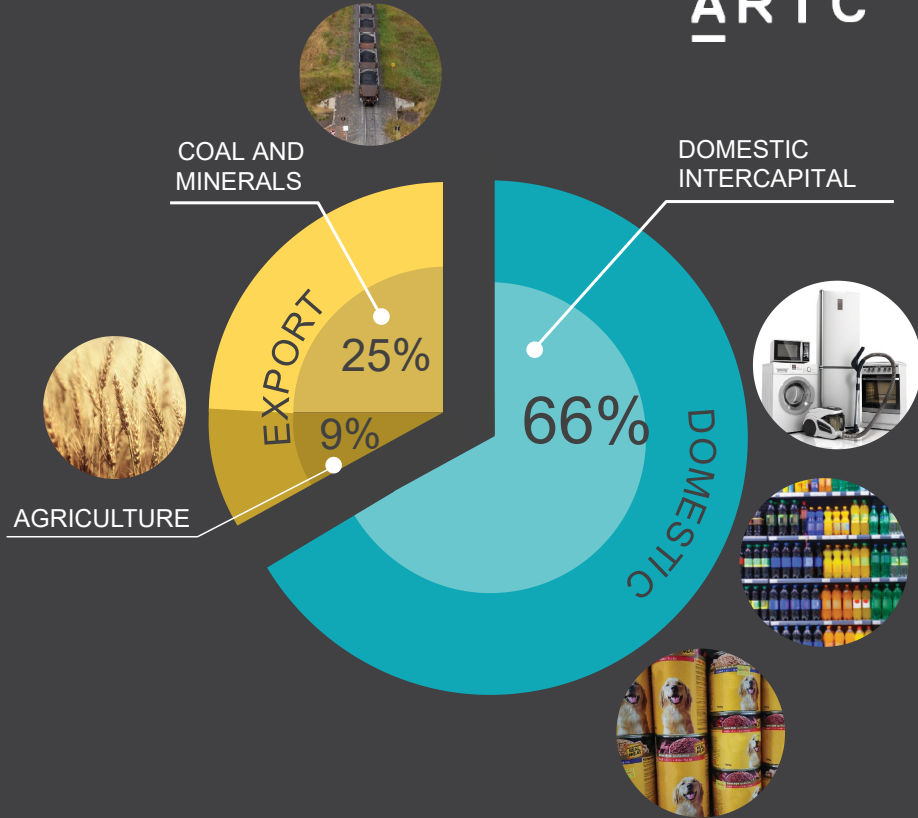


SAFER, LESS CONGESTED ROADS

Forecast intermodal tonnage percentages on Inland Rail:  
Melbourne – Brisbane; Brisbane – Adelaide/Perth

# DOMESTIC NEEDS DRIVE ALMOST 70% OF THE BUSINESS

Freight demand is expected to increase by **60% over the next 40 years**, driven largely by population growth in South-East Queensland and Victoria





# ECONOMIC IMPACT

MORE THAN  
**21,500**

DIRECT AND INDIRECT JOBS  
at the peak of construction\*

- + Construction roles across more than 20 disciplines
- + Manufacturing roles in steel plants, quarries and with major suppliers
- + Ongoing roles including engineering, geotech, communications, and logistics



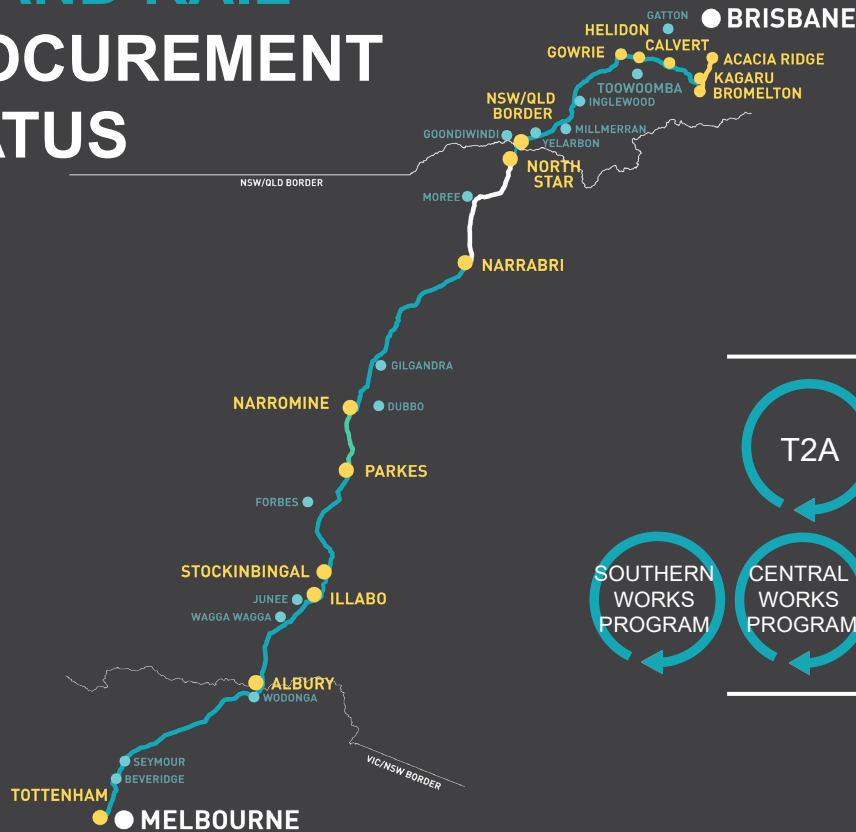
\* Revised analysis by PricewaterhouseCoopers December 2020

# CURRENT STATE OF PLAY



Construction work, Narrabri to North Star section – August 2021

# INLAND RAIL PROCUREMENT STATUS



**P2N** COMPLETE

**N2NS Phase 1** PROJECTS IN DELIVERY

PROJECTS IN PROCUREMENT

T2A A2I I2S S2P

SOUTHERN WORKS PROGRAM CENTRAL WORKS PROGRAM NORTHERN WORKS PROGRAM RAIL CORRIDOR PROGRAM PPP

**K2ARB** PROJECTS YET TO BE PROCURED

# PROJECT PROGRESS

PROJECTS		PROJECT STAGES				
		CONCEPT ASSESSMENT	REFERENCE DESIGN	DETAILED DESIGN	CONSTRUCTION	OPERATION
<b>VICTORIA</b>						
1	Tottenham to Albury	●	●	●	Early 2022	
<b>NEW SOUTH WALES</b>						
2	Albury to Illabo	●	●	●	Mid 2023	
3	Illabo to Stockinbingal	●	●	●	Late 2023	
4	Stockinbingal to Parkes	●	●	●	Late 2022	
5	Parkes to Narromine	●	●	●	●	●
6	Narromine to Narrabri	●	●	●	Late 2022	
7	Narrabri to North Star (Phase 1)	●	●	●	●	
	Narrabri to North Star (Phase 2)	●	●	●	Mid 2023	
8	North Star to NSW/Qld Border	●	●	●	Mid 2022	
<b>QUEENSLAND</b>						
9	NSW/Qld Border to Gowrie	●	●	●	Late 2023	
10	Gowrie to Helidon	PPP	●	●	●	Early 2024
11	Helidon to Calvert		●	●	●	Late 2023
12	Calvert to Kagaru		●	●	●	Mid 2023
13	Kagaru to Acacia Ridge and Bromelton		●	●	●	Late 2022

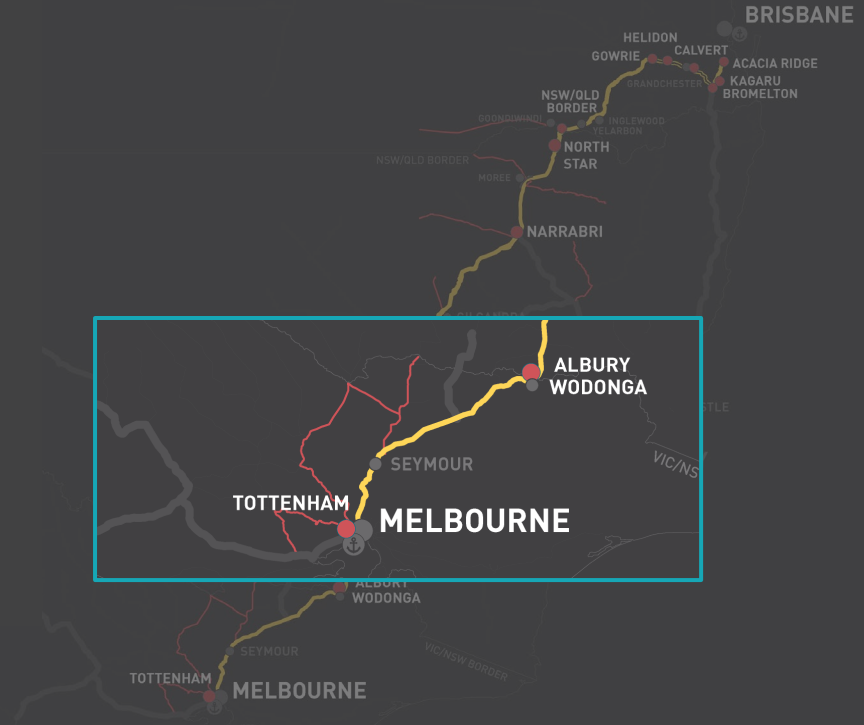
## LEGEND

- COMPLETE
- PENDING COMPLETION

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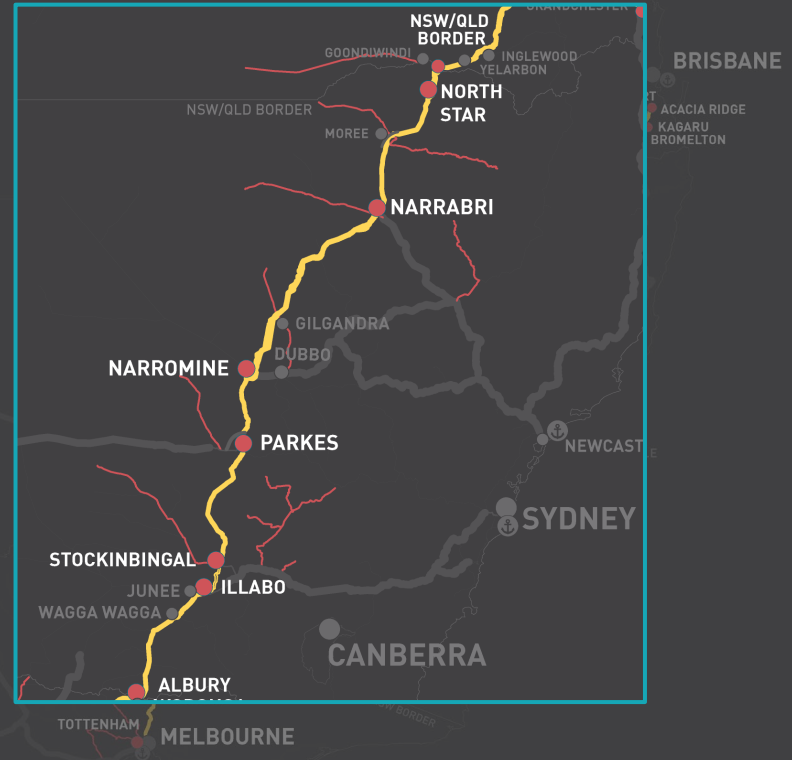
# VICTORIA

- + Tottenham to Albury – 305km track upgrade delivered in two stages:
  - + Stage 1: Beveridge to Albury – major construction to begin mid-2022
  - + Stage 2: Metropolitan Melbourne – study underway to determine location, configuration and timing of a new intermodal terminal in Melbourne
- + Expected to boost potential GSP by up to \$8 Billion over first 50 years of operation
- + Community consultation ongoing
- + Approvals process on track for mid-2022 completion



# NEW SOUTH WALES

- + Expected to boost potential GSP by up to \$3.4 Billion over first 50 years of operation
- + Regional communities are already experiencing the benefits through jobs and local spend
- + Four NSW projects declared as Critical State Significant Infrastructure by NSW Government
- + Southern Civil Works Program preferred proponent announced – ACCIONA Construction Australia and CPB Contractors Joint Venture
- + Central Civil Works Program preferred proponent announced – Freight Connect (a consortium led by Laing O’Rourke and including FKG Group)



# NEW SOUTH WALES

## NARRABRI TO NORTH STAR

- + Construction contract for phase one awarded to Trans4m Rail – November 2020
- + 500 direct jobs from Trans4m Rail, plus additional jobs for businesses in the regions
- + IS Rating of 'excellent' verified for design of Narrabri to North Star Phase 1
- + Improved telecommunications infrastructure announced last month
- + Narrabri Shire Council progressing industrial and logistics hub – Inland Port
- + Moree Special Activation Precinct development underway in conjunction with NSW Government and Moree Plains Shire Council



Construction work, Narrabri to North Star section – August 2021

# NEW SOUTH WALES NARRABRI TO NORTH STAR



1 November 2021

*First grain train running on  
29km of upgraded track on  
the Narrabri to North Star  
section of Inland Rail*



# COMMUNITY BENEFITS

## Narrabri to North Star - Phase 1

September 2020  
to September 2021

**ARTC** INLAND  
RAIL

# 746

PEOPLE

have worked on the project  
since September 2020



# 111

of whom are  
Indigenous

# 231

LOCAL  
RESIDENTS

have worked on the project

# 65

of whom are local  
and Indigenous

# 176

people employed  
for 26 weeks or over  
for a minimum of  
15 hours a week

SUSTAINABLE JOBS

# 45

TRADESPEOPLE  
EMPLOYED



# 73

WOMEN EMPLOYED



# 118

local businesses  
have supplied to  
the project

# 9

Indigenous  
businesses  
Australia-wide

# \$45.8M

total spend  
with local  
businesses

# \$3.7M

total spend with  
Indigenous businesses  
Australia-wide

# Southern Civil Works Program facts

## Preferred Proponents

ACCIONA and CPB Contractors Joint Venture (ACACPB JV)



# 2022

## Shovels hit the ground

## SNAPSHOT

### LENGTH

**306 km**

### STRUCTURES

**58** NEW BRIDGES



### JOBS



**2000**  
(up to)

PEAK WORKFORCE

**1,200+**  
FTE

AVERAGE WORKFORCE

### VIADUCTS

**14**

NEW VIADUCTS



**630**

CULVERT BANKS

(Ranging from 15 metres to 3,940 metres in length)

### EARTHWORKS

BALLAST AND CAPPING

**1,000,000 m<sup>3</sup>**

STRUCTURAL FILL

**1,300,000 m<sup>3</sup>**

GENERAL FILL

**3,500,000 m<sup>3</sup>**



# Central Civil Works Program facts

Preferred Proponent  
Freight Connect



# 2022

Shovels hit the ground

## SNAPSHOT

### LENGTH

**15 km**

(approximately)  
NEW RAIL

**83 km**

(approximately)  
EXISTING RAIL

**51 km** SINGLE GAUGE

**47 km** DUAL GAUGE

### JOBS

**500**

ESTIMATED  
WORKFORCE



### EARTHWORKS

STRUCTURAL CUT

**200,000 m<sup>3</sup>**

GENERAL FILL

**2,200,000 m<sup>3</sup>**



### STRUCTURES

**20**

RAIL  
BRIDGES

(including 1.7 km bridge over  
Macintyre River and Whalen Creek)



**2**

CROSSING  
LOOPS

(each 2.2 km)

**3**

RAIL  
OVER  
ROAD

**16**

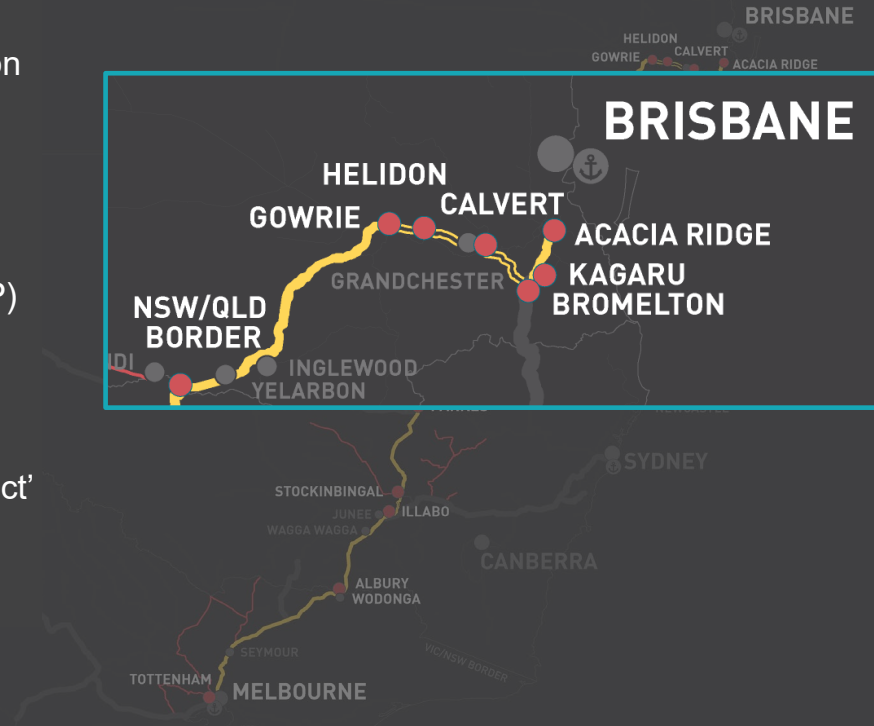
PUBLIC ROAD  
LEVEL CROSSINGS

(eight in NSW,  
eight in Qld)



# QUEENSLAND

- + Expected to boost potential GSP by up to \$7.8 Billion over first 50 years of operation
- + Northern Civil Works Program preferred proponent announced – BHQ joint venture
- + 128km section from Gowrie to Kagaru will be delivered through a Public Private Partnership (PPP)
- + Gowrie to Helidon draft Environmental Impact Statement public display closed last month
- + Coordinator-General decided not to declare the Kagaru to Acacia Ridge project a ‘coordinated project’
- + Federal and Queensland Governments examining terminal or intermodal facility in Acacia Ridge



# Northern Civil Works Program facts

## Preferred Proponents

BHQ joint venture (Bielby Holdings Pty Ltd, JF Hull Holdings Pty Ltd, and QH&M Birt Pty Ltd)

## SNAPSHOT



**162 km**  
in length



**Up to 34**  
bridge crossings



**<900**  
culverts



**<11km**  
bridge length

## JOBS



**950**  
FTE

Peak workforce  
(weeks 50-70  
of construction)

**400+**  
FTE

Average workforce

## MACHINERY NEEDED



**19**  
Compactor



**28**  
Grader



**10**  
Excavator



**122**  
Trucks



**10**  
Scraper



**24**  
Dozer



**44**  
Water Cart



**13**  
Padfoot Roller



**3**  
Roller



**2**  
Loader



**1**  
Drill Rig



**1**  
Mulcher

## EARTHWORKS



Cut

**12,250,669 m<sup>3</sup>**

Fill

**13,347,339 m<sup>3</sup>**



# STIMULATING GROWTH

Total value of >511 live contracts = >\$1.87 billion  
(as at 26 November 2021)

Construction contracts ~\$977 million

Ballast/capping supply\* ~\$17 million

Culverts\* ~\$16 million

Turnouts ~\$84 million

Concrete sleepers\* ~\$54 million

Steel rail\* ~\$51 million

10 Feasibility design contracts awarded (including 3 x PPP Projects) ~\$148 million

4 Detailed design contracts awarded ~\$109 million

Service providers e.g. accommodation, local shops – bakeries, cafés, retail, fuel and building supplies

\*Contract completed and closed

# SUPPLY OPPORTUNITIES ON INLAND RAIL



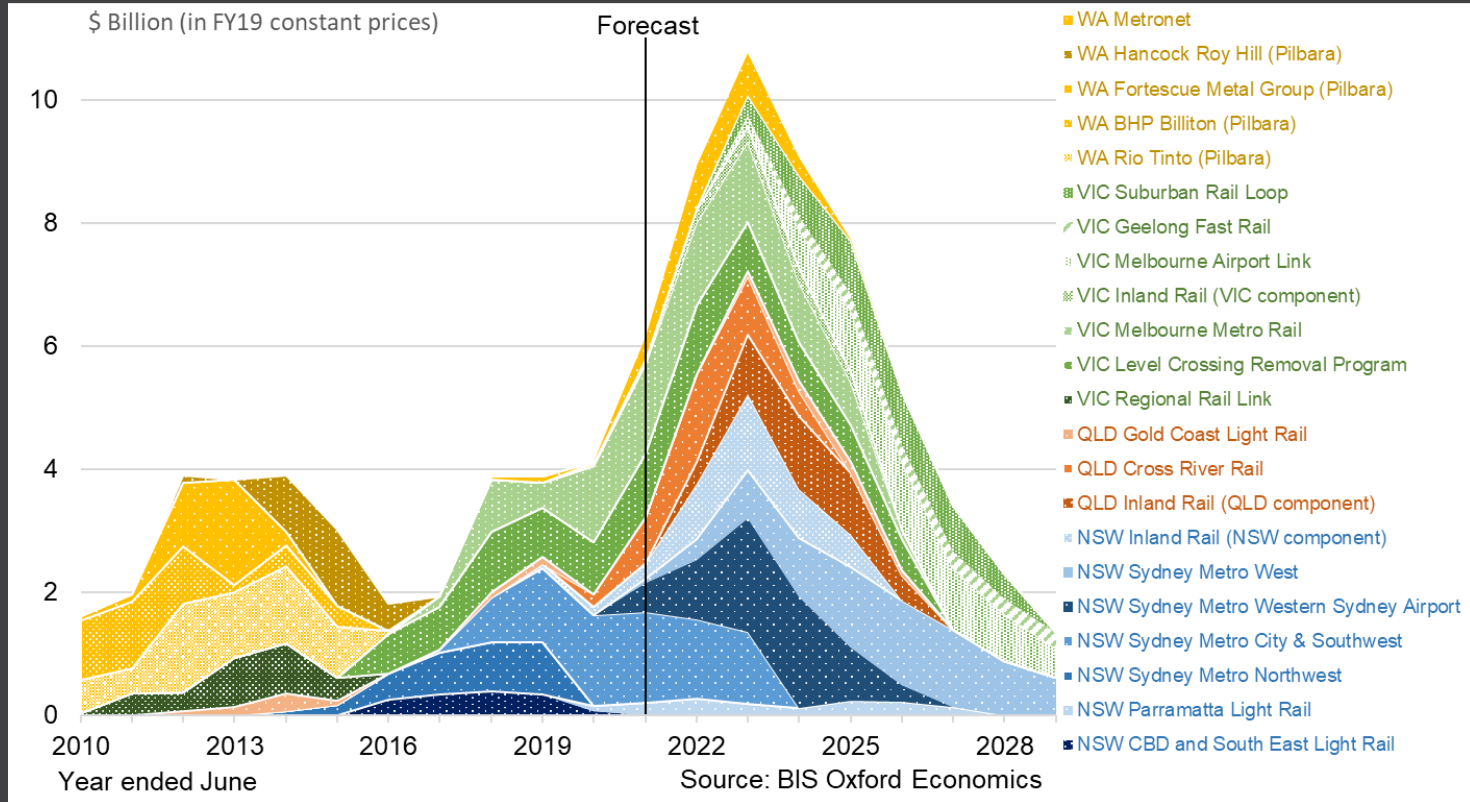
Provide full, fair and reasonable opportunity for capable and competitive Australian entities to participate in the procurement of goods, services and equipment.

Use local suppliers, skills and labour, where possible, and ensure environmental, social and economic considerations are embedded in our procurement process.

Responsibly deliver and operate Inland Rail with the least negative social impact possible, while enhancing the benefits Inland Rail delivers to the people of Australia at both a local and national level.



# MAJOR RAIL PROJECTS (OVER \$1 BILLION) ARTC



# WE NEED TO WORK TOGETHER TO MAXIMISE THE VALUE

- + Better connections to state Rail Networks
- + New enterprise opportunities
- + Intermodal access along the alignment
- + Intermodal terminals for Brisbane and Melbourne
- + Enhanced port connections (Melbourne + Brisbane) to be determined (separate to Inland Rail scope)





Creating a new reality  
for Australia and a  
more prosperous nation



Connecting Australia  
into a faster, safer,  
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THANK YOU

ARTC

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# Inland Rail

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**Steven Vermey**  
Principal, Scarp Vantage Consulting

30 November 2021



# ABOUT ME – STEVE VERMEY



Civil  
Engineer &  
former Army  
Officer

Managing  
risk since  
2002

Helping  
businesses  
win tenders  
since 2006

Enjoy the  
outdoors

# THINGS TO TAKEAWAY

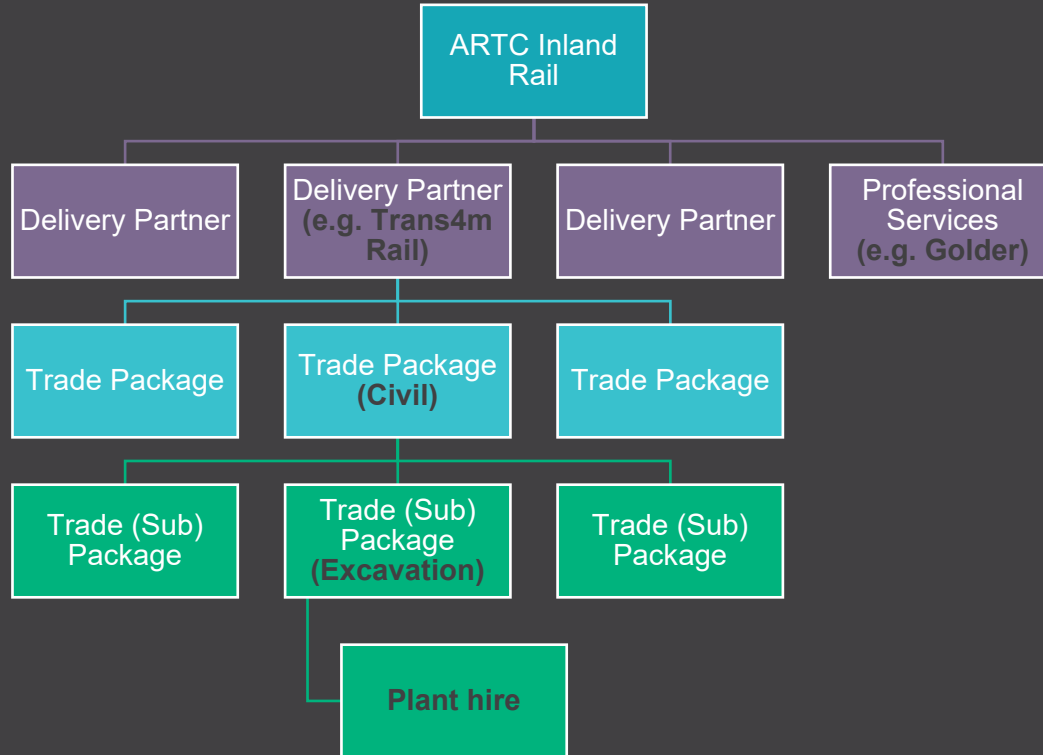
- + Help you understand how to prepare for and win work
- + Help you digest information in small bites
- + Practical and proven ways to promote your business
- + How to register for upcoming opportunities
- + Learn how to prepare tender submissions
- + Key safety and commercial compliance requirements
- + Tips on managing contracts



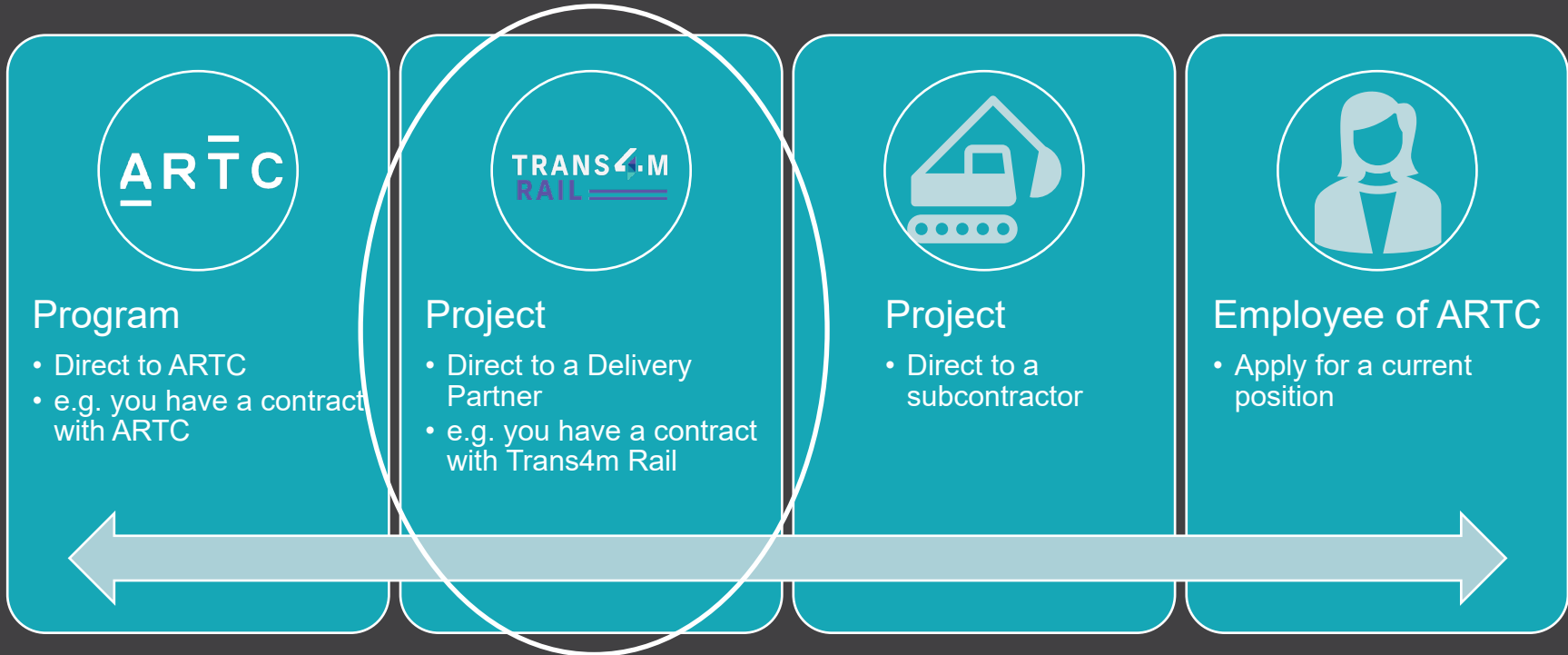
**WHERE DO YOU FIT INTO THE PICTURE?**



# WHO'S WHO IN THE ZOO



# HOW CAN YOU GET INVOLVED



# WHAT IS IN IT FOR ME RIGHT NOW

## COMMUNITY BENEFITS

### NARRABRI TO NORTH STAR Phase 1

September 2020 to September 2021



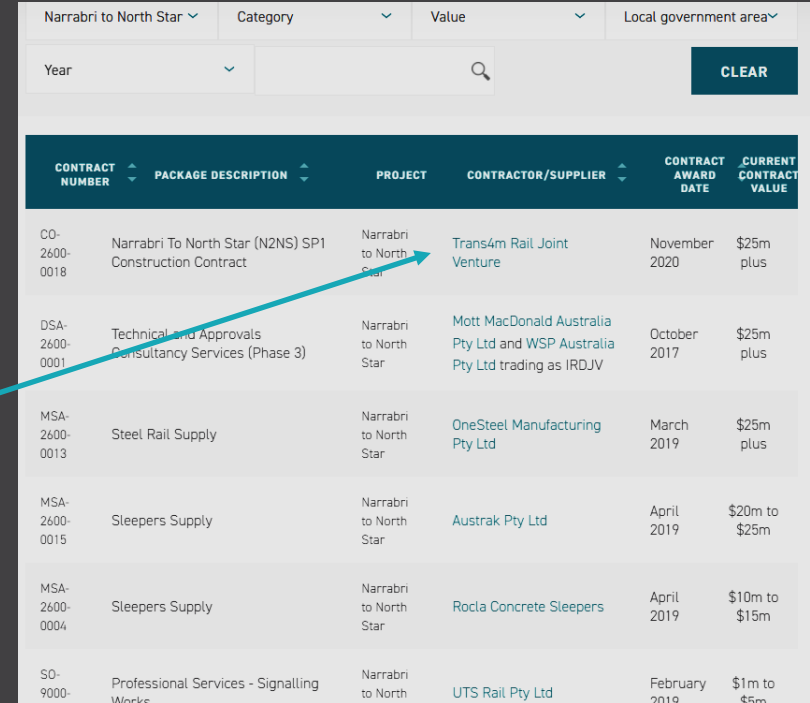
# WHAT IS IN IT FOR ME RIGHT NOW

## ARTC Awarded Contracts

- + <https://inlandrail.artc.com.au/awarded-contracts>
- + Filter by Project (Narrabri to North Star)
- + Sort by Contract Value (highest to lowest)

## What can I do now?

- + Find contractors or suppliers you might be able to supply to
- + Introduce yourself
- + Might be a subcontractor
- + EXAMPLE (click the link on the webpage)



CONTRACT NUMBER	PACKAGE DESCRIPTION	PROJECT	CONTRACTOR/SUPPLIER	CONTRACT AWARD DATE	CURRENT CONTRACT VALUE
CO-2600-0018	Narrabri To North Star (NZNS) SP1 Construction Contract	Narrabri to North Star	Trans4m Rail Joint Venture	November 2020	\$25m plus
DSA-2600-0001	Technical and Approvals Consultancy Services (Phase 3)	Narrabri to North Star	Mott MacDonald Australia Pty Ltd and WSP Australia Pty Ltd trading as IRDJV	October 2017	\$25m plus
MSA-2600-0013	Steel Rail Supply	Narrabri to North Star	OneSteel Manufacturing Pty Ltd	March 2019	\$25m plus
MSA-2600-0015	Sleepers Supply	Narrabri to North Star	Austrak Pty Ltd	April 2019	\$20m to \$25m
MSA-2600-0004	Sleepers Supply	Narrabri to North Star	Rocla Concrete Sleepers	April 2019	\$10m to \$15m
SO-9000-	Professional Services - Signalling Works	Narrabri to North	UTS Rail Pty Ltd	February 2019	\$1m to \$5m

# WHAT IS IN IT FOR ME RIGHT NOW

## Trans4m Rail

- + <https://trans4mrail.com.au>
- + Information about:
  - + the delivery partner
  - + employment opportunities

SUPPORTING LOCAL AND INDIGENOUS  
JOBSEEKERS

## EMPLOYMENT

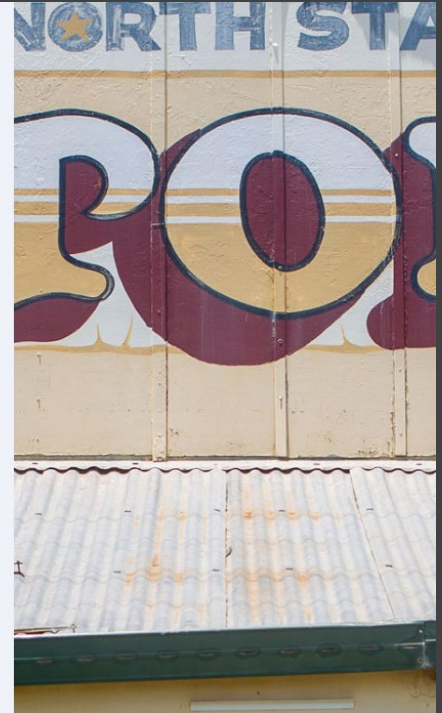
We'll be employing hundreds of people in the area to build the infrastructure in this section of Inland Rail.



### Could you help us build it?

We are looking for reliable and highly motivated individuals to join our project team. You'll need to be committed to safety, community and environmentally friendly work practices and achieving quality results in everything you do.

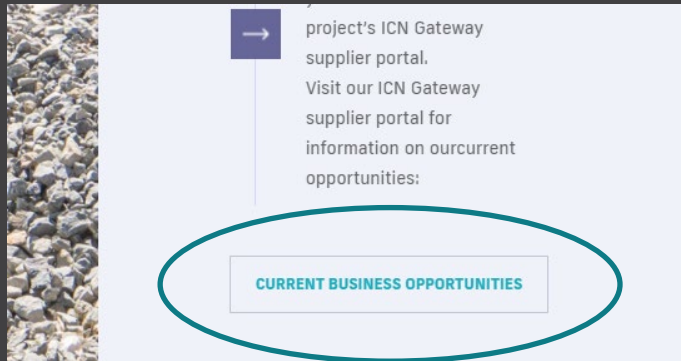
Employment opportunities will be open to people who have had previous experience in the rail and civil construction industry and want to further develop their skills.



# WHAT IS IN IT FOR ME RIGHT NOW

## Trans4m Rail

- + <https://trans4mrail.com.au>
- + Information about:
  - + the delivery partner
  - + employment opportunities
  - + supply opportunities



→ project's ICN Gateway supplier portal. Visit our ICN Gateway supplier portal for information on our current opportunities:

**CURRENT BUSINESS OPPORTUNITIES**



### SUPPORTING LOCAL AND INDIGENOUS BUSINESSES

## PROCUREMENT

Trans4m Rail is committed to supporting local and Indigenous businesses to ensure they are prepared for, and provided with, opportunities to participate in Inland Rail.

We'll be contracting with a range of subcontractors, suppliers and equipment providers to build the infrastructure in this section of Inland Rail.

### ? Could you help us build it?

We're looking to work with businesses who can demonstrate they have the capability, capacity and track record to deliver. You'll need to demonstrate compliance with the 2016 Commonwealth Building Code, be committed to health, safety and the environment, and be able to demonstrate benefits to the local economy and community.

# WHAT IS IN IT FOR ME RIGHT NOW

## Link redirects you to ICN Gateway

- + Website: <https://inlandrailn2ns.icn.org.au>
- + Information about the project, contractor and compliance requirements
- + Importantly, communicates details for current work packages

The screenshot shows the ICN Gateway website for the Inland Rail - Narrabri to North Star - Phase 1 project. The navigation bar includes 'icngateway', a home icon, 'How it works', 'Success Stories', 'Pricing', 'Join Now', 'Login', and a search icon. The main heading is 'Inland Rail - Narrabri to North Star - Phase 1'. Below the heading are three tabs: 'Project Overview' (highlighted with a red circle), 'Work Packages', and 'Associated Opportunities'. The 'About Inland Rail' section contains the following text:

Inland Rail is a 1,700km fast freight backbone that will transform how we move goods around Australia by providing transit times of less than 24 hours between Melbourne and Brisbane.

It will better link businesses, manufacturers and producers to national and global markets and generate new opportunities for industries and regions.

Comprising 13 individual projects, Inland Rail is the largest freight rail infrastructure project in Australia and will enable safer, less congested highways, fewer carbon emissions, cheaper freight costs and new economic opportunities for our regions.

Inland Rail is a shot in the arm for Australia's economy, generating \$16b in economic benefits and over 16,000 direct and indirect jobs.

The Australian Government selected the Australian Rail Track Corporation (ARTC) to deliver Inland Rail, in partnership with the private sector.

The 'Project at a glance' section lists:

- NSW Australia
- Awarded
- AUSTRALIAN RAIL TRACK CORPORATION LTD

# ICN GATEWAY WORK PACKAGES

- + Select the (+) sign to view additional detail about the works package (including a summary of goods/ services required and details for the business awarded the works).
- + Some are still open (green dot)
- + Some have been awarded (orange dot)
- + Some are closed meaning (grey dot):
  - + still in tender evaluation
  - + buyer deciding on their procurement strategy
  - + buyer putting together their tender list
- + We'll talk about HOW to register later in the presentation
- + Contact the ICN consultant listed on the webpage for assistance
- + Let's take a look

Work Package	Documents	Full Scope EOI	Partial Scope EOI	Status
		31 Dec 2021		
+ Material Cartage - Haulage		→ Create EOI Closes: 31 Dec 2021		Open
+ Bridges				
+ Bulk Earthworks				
+ Drainage				
- Early Works				
+ Geotechnical Investigations and Monitoring		Closed: 30 Mar 2021		Awarded
+ Electrical Services		Closed: 30 Mar 2021		Closed



# PROJECT PROGRESS

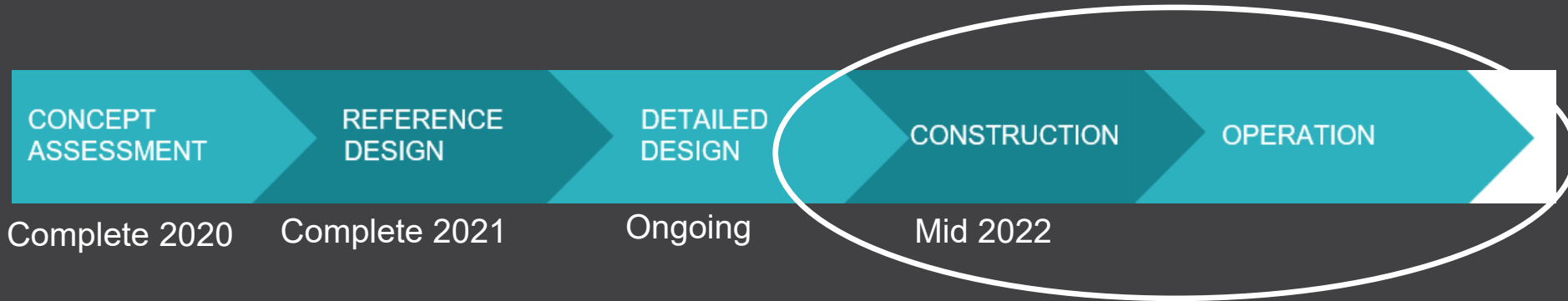
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## LEGEND

- COMPLETE
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Note: Date targets provided are indicative only and remain subject to timely project approval, final design, and improved inputs made available from construction contractors currently being procured.

# EXAMPLE – NORTH STAR TO NSW/QLD BORDER



# EXAMPLE – NORTH STAR TO NSW/QLD BORDER SUPPLY OPPORTUNITIES

## 2022

- + Construction Water - Supply
- + Cranes and Cranage Services
- + Survey
- + General Plant Hire
- + Material Cartage
- + Bridge packages (steel, concrete, demolition)
- + Earthworks
- + (many more!)

## 2023

- + Asphalt
- + Concrete panels
- + Earthworks
- + Ballast
- + Welding

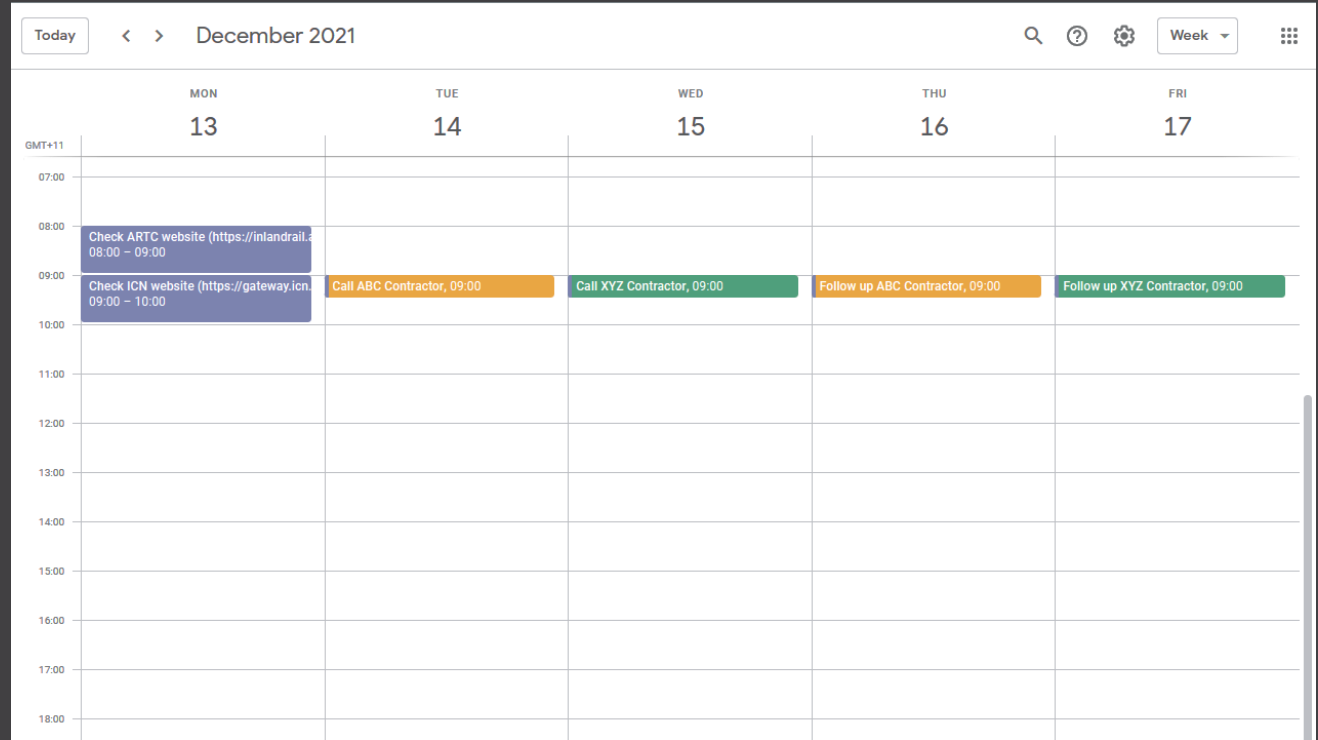
## 2024

- + Landscaping
- + Waste management
- + Signage
- + Fencing

## 2025

- + Commissioning
- + Operation and maintenance tasks
- + Site cleaning
- + Demobilisation related services

# EXAMPLE CALENDAR



# TAKEAWAY POINTS

## 1. Real opportunities now and in the future

## 2. Take action now

- + Read the 'Supporting local industry participation' Information Sheet ([inlandrail.artc.com.au/informationhub](http://inlandrail.artc.com.au/informationhub))
- + Go to Awarded Contracts on ARTC Inland Rail website - [inlandrail.artc.com.au/awarded-contracts](http://inlandrail.artc.com.au/awarded-contracts)
- + Identify where you fit in the supply chain
- + Make contact with prospective buyer/s

## 3. Take action for the future

- + Monitor Awarded Contracts on ARTC website and Social Media Channels
- + Introduce yourself to prospective clients



INFORMATION SHEET

### About Inland Rail

Inland Rail is a fast freight backbone spanning more than 1,700km that's transforming how goods are moved around Australia by providing transit times of less than 24 hours between Melbourne and Brisbane.

It will better link businesses, manufacturers and producers to national and global markets and generate new opportunities for industries and regions.

Comprising 13 individual projects, Inland Rail is the largest freight rail infrastructure project in Australia and will enable safer, less congested highways, fewer carbon emissions, cheaper freight costs and new economic opportunities for our regions.

Inland Rail is a shot in the arm for Australia's economy, generating \$188 in economic benefits and over 21,500 direct and indirect jobs. The Australian Government selected the Australian Rail Track Corporation (ARTC) to deliver Inland Rail, in partnership with the private sector.

### Supply chain opportunities

ARTC Inland Rail's contracting and delivery model involves direct engagement with major contractors, who, in turn, engage with local suppliers, subcontractors and equipment providers to deliver a variety of products, services and works - completing the supply chain for delivery of Inland Rail.

Many of the products, services and equipment required to deliver Inland Rail can be supplied by local and Indigenous businesses using local workers, service providers and locally manufactured products.

All major contractors that contract with ARTC must meet commitments to local and Indigenous industry and workforce participation.

### Supplying to Inland Rail

If your business has been selected as a subcontractor or supplier by a contractor to ARTC Inland Rail to deliver goods, services, or equipment, you may need to demonstrate your ability to deliver on certain commitments.

For example, contractors will be required to deliver on local and Indigenous industry and workforce participation and sustainability commitments. They may need you to:

- + integrate monitoring and reporting requirements into your business
- + ensure your invoicing and inventory systems can supply required information
- + supply information on procurement activity with local and Indigenous businesses and employment and training of local and Indigenous workers
- + participate in events to showcase the capability and achievements of the workforce delivering products and services to Inland Rail.



Local and Indigenous employment opportunities are available



## WHERE DO I FIND INFORMATION RELATING TO INLAND RAIL?

# ARTC INLAND RAIL WEBSITE

- + **Website:** <https://inlandrail.artc.com.au/suppliers>
- + Two types of opportunities
  - + Program – Direct with ARTC Inland Rail
  - + Project – Indirectly with Delivery Partners
- + Let's initially look at TenderLink (Program opportunities)

Home > Opportunities > Suppliers

## Suppliers

Supporting local jobs, communities and regional economies is embedded in our procurement process.

We engage a number of major contractors who, in turn, use smaller suppliers and businesses to deliver a variety of goods, services and works to complete the supply chain for delivery of Inland Rail.

Find out how your business can get involved.

### Direct opportunities

We use the TenderLink portal to communicate expressions of interest (EOIs), tenders and other opportunities to the market, and to manage the procurement process through to the contract award stage.

Create a profile on our TenderLink portal to see current direct opportunities.

### Opportunities with our contractors

We encourage our major contractors and their subcontractors to communicate details of all indirect supply opportunities on the ICN Gateway.

Follow these steps to be notified about these upcoming opportunities with Inland Rail:

### Key links

- TenderLink
- ICN Gateway
- Supply Nation

# TENDERLINK PROCUREMENT PORTAL

TenderLink is used to manage EOIs, quotes and tenders direct with ARTC Inland Rail

- + Website: <https://tenderlink.com/inlandrail>
- + Step 1 – Register (free)

portal.tenderlink.com/inlandrail/login?ReturnUrl=%2Finlandrail

ARTC | INLAND RAIL  
An Australian Government Initiative

eProcurement Portal

All Current Notices Tenders Industry Categories **Registration** Support Log in

### Welcome to Inland Rail E-Procurement

Inland Rail use this portal to advertise tenders, quotes, EOI and other purchasing requirements to the market and to manage the procurement process through to contract award stage.

We welcome current and potential suppliers of goods and services to register on this portal. There is no charge for registration.

To register, click on the registration tab above. Registration is free.

Once confirmed as a registered supplier, you will receive email notification of any new opportunities we publish. You will also be able to access this portal to view any associated documentation, participate in Q&A forums and where required, submit electronic bid responses through our secure, e-tender box facility.

To access our main website, please click on our logo in the banner above.

Email:

Password:

Log on

[Forgot your Password?](#)

[Contact Support](#)

[View our Help Page](#)

**Tender Statistics**

\* Open Tenders : 5

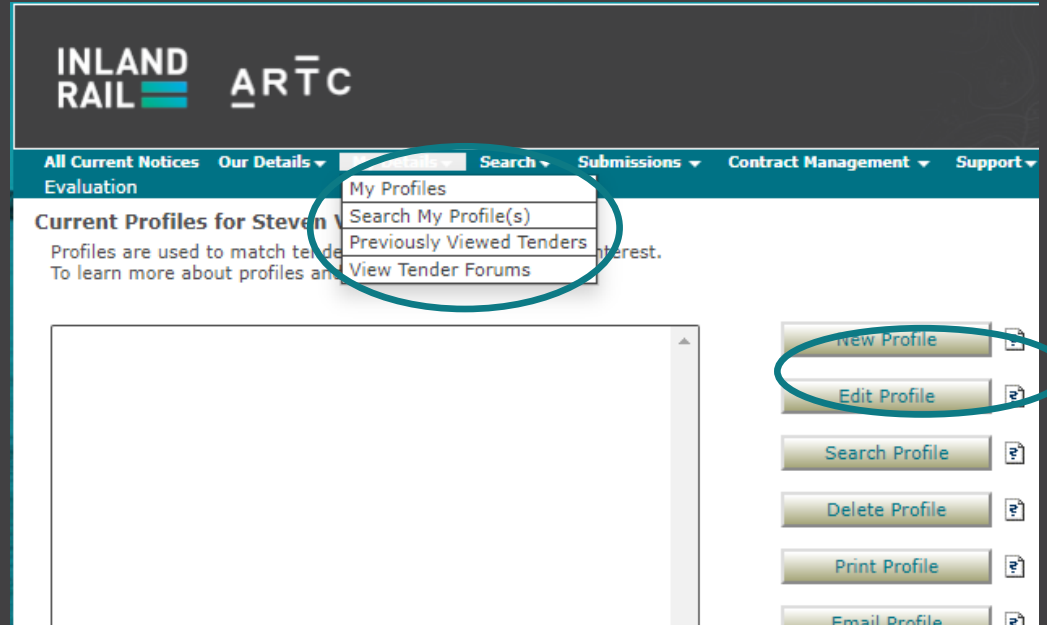
\* Closed Tenders : 219



# TENDERLINK PROCUREMENT PORTAL

This is for Program opportunities i.e. opportunities direct with ARTC Inland Rail

- + Website: <https://tenderlink.com/inlandrail>
- + Step 1 – Register (free)
- + Step 2 – Ensure your Profile is completed
- + Step 3 – Click New Profile



# TENDERLINK PROCUREMENT PORTAL

**Maintain Profiles**

Select All  
 Australia

- A.C.T.
- New South Wales**
- Queensland
- Victoria

**Step 1 :  
Choose Regions**

From the regions on the left, choose which regions you are interested in receiving tenders from.

There is no limit to the regions. To choose all, click the Country.

Click [here](#) if you require more help with selecting your regions.

Then click "Next Step"

**Maintain Profiles**

Select All

- Advertising & Media Services
- Agriculture
- Architectural Design Services
- Audio & Video
- AusAid & NZAid Tenders
- Aviation & Related Services
- Building Demolition & Removal
- Business Professional Services
- Civil Engineering & Construction
  - Asphaltic Supply
  - Bitumen Supply
  - Bridge Building
  - Bridge Maintenance
  - CCTV Inspection
  - Cable Laying - Underground
  - Cables - Overhead
  - Carparks & Sports Courts
  - Civil Construction
  - Civil Construction - Subcontract Works

**Step 2 :  
Choose Industry Categories**

Click the Industry Categories on the left that relate to the products or services you provide. You can expand these by clicking the + sign next to the main Industry Category.

The system will email tenders to you when published in these categories. Or, you can search for tenders online.

Click [here](#) if you require more help with selecting your categories.

Then click "Next Step"

**Maintain Profiles**

Profile Name :

**Step 3 :  
Name your Profile**

Have you named your profile?  
Now, click "Save My Profile".

**Current Profiles for Steven Vermey**

Profiles are used to match tenders to your specific areas of interest. To learn more about profiles and how they work click [here](#).

Bitumen NSW

# TENDERLINK PROCUREMENT PORTAL - SUMMARY

## **This is for Program Opportunities**

- + Contracts with ARTC directly

## **Registration (free)**

### **Set up Profile**

- + Set up as many as you need
- + Set up more initially, better to get too many, than miss that 'one' you need

## **Receive emails (free) of new opportunities**

- + Wait for opportunities to be sent to you
- + Conduct GO/NO-GO
- + Respond to opportunity (do later in this session)
- + Win and do work or lose and get a debrief (discuss later in this session)

# ARTC INLAND RAIL WEBSITE

- + **Website:** <https://inlandrail.artc.com.au/suppliers>
- + Two types of opportunities
  - + Program – with ARTC
  - + Project – with Delivery Partners
- + Let's look at ICN Gateway (Project opportunities)

The screenshot shows the 'Suppliers' page on the ARTC Inland Rail website. The page has a teal header with the 'Suppliers' title and a white plus icon. Below the header, there is a breadcrumb trail: 'Home > Opportunities > Suppliers'. The main content area is divided into three sections: 'Supporting local jobs...', 'Direct opportunities', and 'Opportunities with our contractors'. The 'Opportunities with our contractors' section is circled in teal. To the right of the first section, there is a 'Key links' sidebar with links to 'Tenderlink', 'ICN Gateway', and 'Supply Nation'.

inlandrail.artc.com.au/opportunities/suppliers/

ARTC INLAND RAIL

Home > Opportunities > Suppliers

## Suppliers

Supporting local jobs, communities and regional economies is embedded in our procurement process.

We engage a number of major contractors who, in turn, use smaller suppliers and businesses to deliver a variety of goods, services and works to complete the supply chain for delivery of Inland Rail.

Find out how your business can get involved.

### Key links

- Tenderlink
- ICN Gateway
- Supply Nation

### Direct opportunities

We use the TenderLink portal to communicate expressions of interest (EOIs), tenders and other opportunities to the market, and to manage the procurement process through to the contract award stage.

Create a profile on our TenderLink portal to see current direct opportunities.

### Opportunities with our contractors

We encourage our major contractors and their subcontractors to communicate details of all indirect supply opportunities on the ICN Gateway.

Follow these steps to be notified about these upcoming opportunities with Inland Rail:

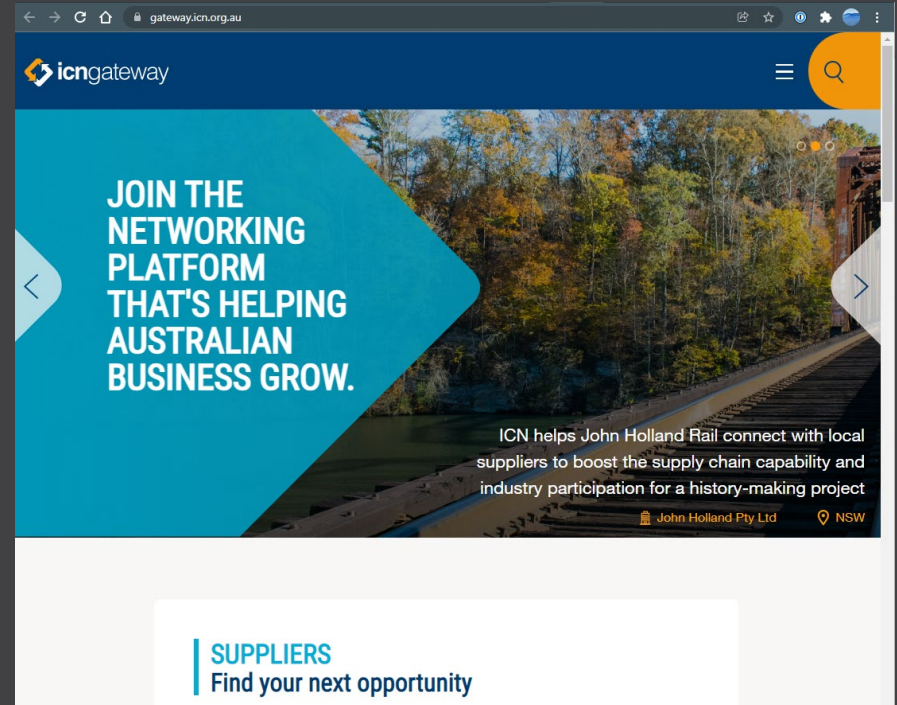
# ARTC INLAND RAIL WEBSITE

- + **Website:** <https://inlandrail.artc.com.au/suppliers>
- + Look at creating a company profile on ICN Gateway
- + Individual project webpages on ICN Gateway

The screenshot shows the website URL [inlandrail.artc.com.au/opportunities/suppliers/](https://inlandrail.artc.com.au/opportunities/suppliers/) in the browser address bar. The page header features the Inland Rail logo. The main content area is titled "Opportunities with our contractors" and includes the following text: "We encourage our major contractors and their subcontractors to communicate details of all indirect supply opportunities on the ICN Gateway." and "Follow these steps to be notified about these upcoming opportunities with Inland Rail:". A numbered list follows: "1. Visit the ICN Gateway website and create a company profile.", "2. Register your interest in Inland Rail projects (search for 'Inland Rail' on the ICN Gateway website or follow the links below).", and "3. Apply for opportunities as they become available." Below this, it states "The below Inland Rail projects are available to register for on the ICN Gateway." and lists several projects: "Inland Rail - General", "Gowrie to Kagaru", "Narrabri to North Star - Phase 1", and "Tottenham to Albury - Stage 1". A prominent yellow button with the text "CREATE A COMPANY PROFILE ON THE ICN GATEWAY" is circled in red. The bottom of the page shows a photograph of a railway tower and the heading "Our awarded contracts" with introductory text.

## ICN Gateway is the start point for Project opportunities

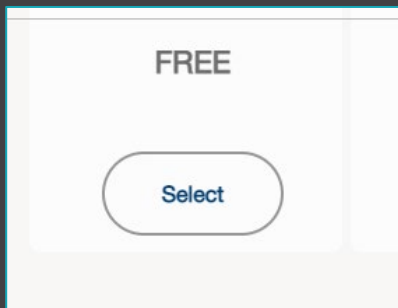
- + Visit the ICN Gateway website and create a company profile - <https://gateway.icn.org.au>
- + Register your interest in Inland Rail projects (search for “Inland Rail” on the ICN Gateway website or follow the links below).
  - + [Inland Rail – General](#)
  - + [Gowrie to Kagaru](#)
  - + [Narrabri to North Star – Phase 1](#)
  - + [Tottenham to Albury – Stage 1](#)
- + Register for opportunities as they become available.



# ICN GATEWAY

## ICN Gateway is the start point for Project opportunities

- + Step 1 – scroll down to ‘Join as a Supplier’
- + This can be done for **free**
- + Step 2 – review the subscription packages offered and determine their value to your business
- + Step 3 – for the **free** package, scroll down and click on the **Select** button under Limited



### Join ICN Gateway

1 Choose a package 2 Your Details 3 Business Details 4 Confirmation

	LIMITED FREE	BE SEEN \$156pa	MOST POPULAR BE COMPELLING \$600pa	PREMIUM \$1,480pa
Package benefits				
Create company profile	✓	✓	✓	✓
Profile visible to public	✗	✓	✓	✓
Priority public listing	✗	✗	✓ 2nd priority	✓ 1st priority

# ICN GATEWAY DASHBOARD - COMPANY PROFILE

Ensure all sections are fully complete, up-to-date and accurate

- + Start with Business Details

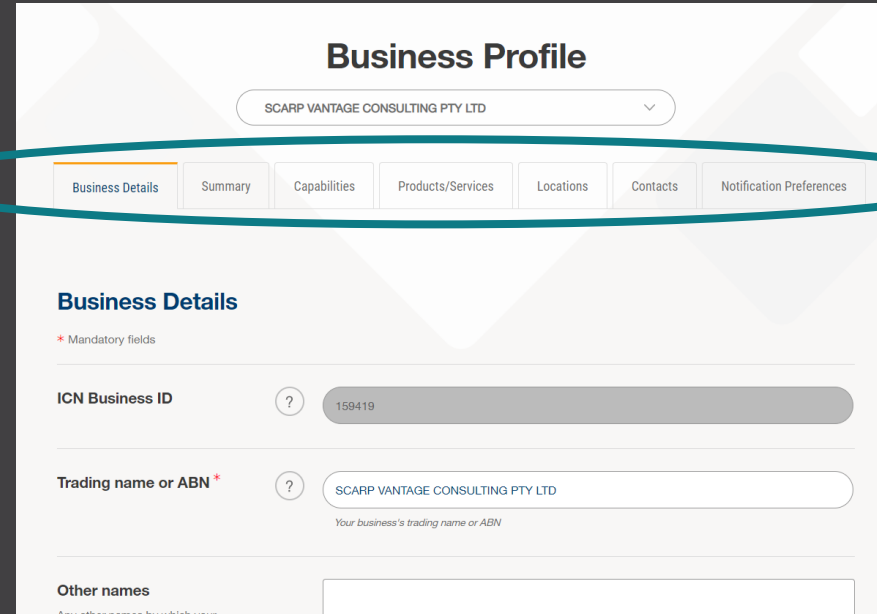
The screenshot displays the ICN Gateway dashboard for Steven Verney at SCARP VANTAGE CONSULTING PTY LTD. The dashboard is divided into two main columns. The left column, titled 'My Business Profile', features a green checkmark icon and the text 'Your profile is 100% complete', which is circled in red. Below this, there are 'Key Profile Links' for Business Details, Products/Services, Accreditations, and Certifications. A blue information icon is present next to a message: 'Your business profile is your resume for new projects, so the more you add to it, the easier it is to get matched.' The right column, titled 'My Current Package', shows a 'Limited Package' status with a warning that the profile does not appear in public searches. It includes a 'Receive 10% off!' offer and a 'Why upgrade now?' section with a '+ Read more' link and an 'Upgrade (10% discount)' button. The top navigation bar includes links for Dashboard, EOIs, Business Profile, Documents, and Account, along with a search icon.



# ICN GATEWAY DASHBOARD - COMPANY PROFILE

Ensure all sections are fully complete, up-to-date and accurate

- + Start with Business Details
- + Move through each of the tabs
  - + Summary
  - + Capabilities
  - + Products/Services
  - + Locations
  - + Contacts
  - + Notification Preferences



The screenshot displays the 'Business Profile' dashboard for 'SCARP VANTAGE CONSULTING PTY LTD'. A teal oval highlights the navigation tabs: 'Business Details', 'Summary', 'Capabilities', 'Products/Services', 'Locations', 'Contacts', and 'Notification Preferences'. The 'Business Details' tab is active. Below the tabs, the 'Business Details' section includes a note about mandatory fields and input fields for 'ICN Business ID' (159419) and 'Trading name or ABN' (SCARP VANTAGE CONSULTING PTY LTD). There is also a section for 'Other names'.

# ICN GATEWAY – WHERE CAN IT GO WRONG?

## Summary tab

- + If you don't complete, or have a compelling, Summary and Full Description – you won't make an initial impression
- + Note, if you pay for a subscription, you have an added level of exposure if buyers use ICN to select Contractors or Subcontractors

The screenshot shows a web form titled "Tell us about your company" with tabs for "Business Details", "Summary", "Capabilities", and "Products". The "Summary" tab is active. Below the title, there is a note: "\* Mandatory fields". The form is divided into two main sections: "Summary\*" and "Full description\*". Each section has a text input area and a character count. The "Summary" section has a character count of "769 characters remaining". The "Full description" section has a character count of "769 characters remaining".

**Tell us about your company**

\* Mandatory fields

**Summary\*** ?

Public (paid subscriptions only). Include your capabilities, industries, awards, achievements, and major projects & clients.

769 characters remaining

**Full description\*** ?

This detailed information is available only to ICN Consultants (and possibly prospective clients) to provide a brief outline of your business and what makes you special in the

# ICN GATEWAY – WHERE CAN IT GO WRONG?

## Summary tab

- + If you don't complete, or have a compelling, Summary and Full Description – you won't make an initial impression

## Capabilities tab

- + If you don't list all the capabilities you can do, you won't see opportunities relevant to you. Also, prospective purchasers won't find you on ICN

The screenshot shows the 'Capabilities' tab in the ICN Gateway interface. At the top, there is a navigation bar with tabs for Business Details, Summary, Capabilities (highlighted), Products/Services, Locations, Contacts, and Notification Preferences. Below the navigation bar, the main heading is 'What are your businesses capabilities'. A sub-heading reads 'Please indicate the capabilities of your organisation by searching our capabilities database or choosing from the list underneath.' There are two main sections: 'Search and add capabilities' and 'OR select industry capabilities'. The 'Search and add capabilities' section includes a search input field with a placeholder 'Enter capabilities e.g. Mechanical engineering' and a 'Search' button. The 'OR select industry capabilities' section features a dropdown menu for 'Industry' and a 'Capabilities (select at least 1)' section. The industry dropdown is currently open, showing a list of industries with their respective counts: Automotive (0), Clean Energy (0), Construction & Engineering (5), Defence (15), Health (0), IT & Communications (0), Land & Agriculture (0), and Manufacturing (0).

# ICN GATEWAY – WHERE CAN IT GO WRONG?

## Summary tab

- + If you don't complete, or have a compelling, Summary and Full Description – you won't make an initial impression

## Capabilities tab

- + If you don't list all the capabilities you can do, you won't see opportunities relevant to you. Also, prospective purchasers won't find you on ICN

## Contact tab

- + Ensure your contact details are up to date

Name	Options
Steven Vermey (Primary) steve@svconsulting.com.au	
Sarah Hanrahan sarah@svconsulting.com.au	

# ICN GATEWAY – WHERE CAN IT GO WRONG?

## Summary tab

- + If you don't complete, or have a compelling, Summary and Full Description – you won't make an initial impression

## Capabilities tab

- + If you don't list all the capabilities you can do, you won't see opportunities relevant to you. Also, prospective purchasers won't find you on ICN

## Contact tab

- + Ensure your contact details are up to date

## Notifications tab

- + If you haven't nominated what notifications you want to receive, you won't get any!

The screenshot shows the 'Email notifications' settings page. At the top right is a help icon (?). Below the title is a sub-header 'Email notifications' and a descriptive line: 'Choose the ICN publications you wish to receive. You will receive a confirmation email from MailChimp shortly after selecting one or more of these items.' A button labeled 'Cancel All Notifications' with a red 'X' icon is positioned below the text. The settings are organized into three sections: 1. 'General ICN Information & Updates' with a checkbox for 'General ICN information & updates'. 2. 'Regions' with checkboxes for ACT, NT, SA, VIC, New Zealand, NSW, QLD, TAS, and WA. 3. 'Major projects' with a sub-header 'Notifications' and checkboxes for 'Closing work packages (Premium subscribers only)' and 'New major project work packages'. A second help icon (?) is located at the top right of the 'Major projects' section.

# ICN GATEWAY – SUMMARY

1. Inland Rail has a link to ICN Gateway if you are interested in Project opportunities
2. Suppliers should Register with ICN Gateway
3. ICN Gateway is one way a Delivery Partner will promote their packages of work
4. The Delivery Partner will receive the EOI's from ICN Gateway
5. The Delivery Partner will go to tender to choose a supplier (from ICN Gateway EOI's and / or via their own means)

Let's look at a typical project timeline

The screenshot displays the ICN Gateway website interface. At the top, there is a dark blue header with the 'icngateway' logo on the left and a search icon on the right. Below the header, the main content area features a large white box with the title 'Inland Rail - Narrabri to North Star - Phase 1'. Underneath the title, there are three tabs: 'Project Overview' (which is selected and highlighted with an orange underline), 'Work Packages', and 'Associated Opportunities'. The 'Project Overview' tab contains the following information:

- About Inland Rail**

Inland Rail is a 1,700km fast freight backbone that will transform how we move goods around Australia by providing transit times of less than 24 hours between Melbourne and Brisbane.

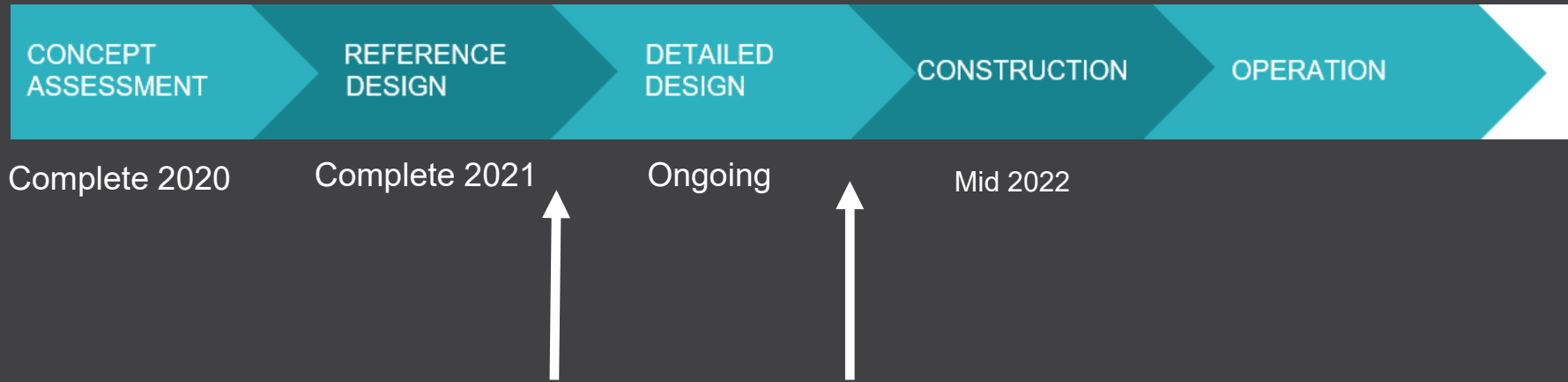
It will better link businesses, manufacturers and producers to national and global markets and generate new opportunities for industries and regions.

Comprising 13 individual projects, Inland Rail is the largest freight rail infrastructure project in Australia and will enable safer, less congested highways, fewer carbon emissions, cheaper freight costs and new economic opportunities for our regions.

Inland Rail is a shot in the arm for Australia's economy, generating \$16b in economic benefits and over 16,000 direct and indirect jobs.

The Australian Government selected the Australian Rail Track Corporation (ARTC) to deliver Inland Rail, in partnership with the private sector.
- TRANS4M RAIL** logo
- Project at a glance**
  - NSW Australia
  - Awarded
  - AUSTRALIAN RAIL TRACK CORPORATION LTD
  - \$ 693 million

# EXAMPLE – NORTH STAR TO NSW/QLD BORDER



Delivery Partner will tender to ARTC and need to know of Suppliers

Successful Delivery Partner will revisit ICN EOI's when they tender the work

# TAKEAWAY POINTS

- 1. Be familiar with ARTC Inland Rail website** - <https://inlandrail.artc.com.au/>
- 2. Understand where you fit into the supply chain**
- 3. Opportunities direct with ARTC - Create a business profile on the ARTC Inland Rail Tenderlink Portal**  
<https://tenderlink.com/inlandrail>  
Ensure your Profile is complete
- 4. Opportunities with construction contractors/ subcontractors - Create a company profile on ICN Gateway**  
<https://gateway.icn.org.au>  
Ensure all details have been filled in correctly  
Ensure you introduce yourself to your prospective clients
- 5. Be proactive**  
Avoid waiting for prospective clients to come to you





## HOW TO RESPOND TO OPPORTUNITIES

# GAINING INTELLIGENCE

## ARTC website

- + Excellent source of information
- + List of prospective clients (or employers)
- + Add to your 'get list'
- + Current and Preferred proponents

<https://inlandrail.artc.com.au/awarded-contracts>

<https://maps.inlandrail.com.au/contracts>



### Our awarded contracts

We communicate details for contracts awarded on our website to provide transparency about our procurement activities and to provide smaller suppliers and businesses seeking to work with Inland Rail with contact details for our contractors and suppliers.

Awarded contracts can be viewed in a table or, to help you get a sense of the geographic diversity of our suppliers, the information is also available on an interactive map.

VIEW A LIST OF OUR AWARDED CONTRACTS

VIEW A MAP OF OUR AWARDED CONTRACTS

Tip: Set a note in your diary to check these links every week

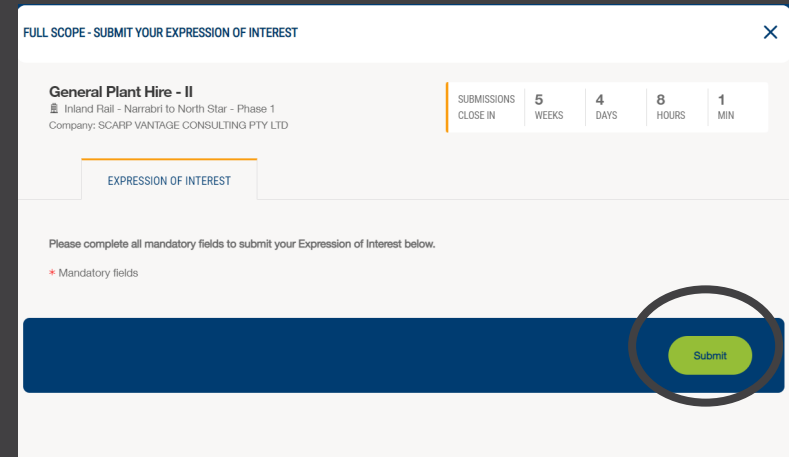
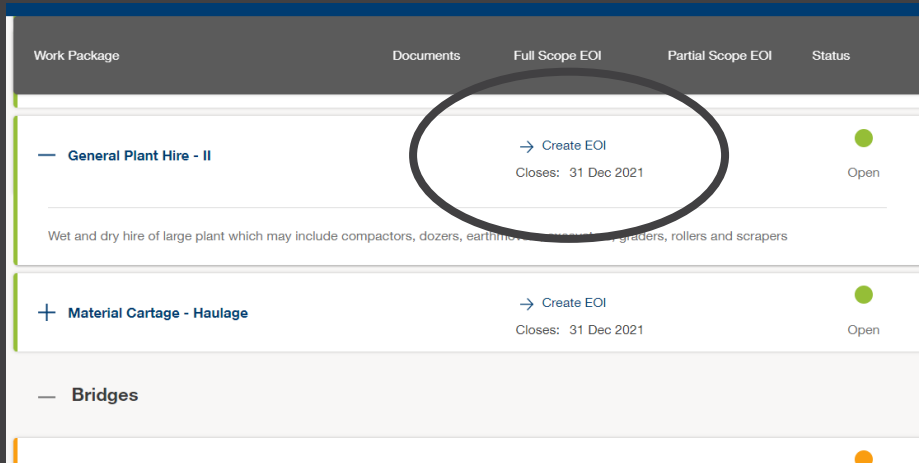
# RESPONDING TO ICN GATEWAY EOI

- + After you have found who the delivery partner is (Inland Rail website)
- + Go to ICN Gateway Project page (<https://inlandrailn2ns.icn.org.au>)
- + Practical demonstration of creating ICN EOI
- + Click on Works Packages

The screenshot shows the 'Inland Rail - Narrabri to North Star - Phase 1' project page. At the top, there is a navigation bar with three tabs: 'Project Overview', 'Work Packages', and 'Associated Opportunities'. The 'Work Packages' tab is highlighted with a black circle. Below the navigation bar, the page content includes an 'About Inland Rail' section with descriptive text, a 'Project at a glance' section with location and status information, and a 'TRANS 4.M RAIL' logo. The 'Project at a glance' section lists 'NSW Australia' and 'Awarded' with corresponding icons.

# RESPONDING TO ICN EOI

- + Find the Works Package of interest (General Plant Hire - II) and click Create EOI
- + EOI might be as easy as clicking 'SUBMIT'



# RESPONDING TO ICN GATEWAY EOI'S

- + Other EOI's might be more detailed (e.g. Miscellaneous – Any Opportunities)

## How to respond?

- + Note – some responses might be pre-populated from your ICN business profile or previous EOIs
- + Step 1 – Have an action list ready (Word, paper, task list in Outlook, etc)
- + Step 2 - Read through each question and answer the YES/NO
- + Step 3 – Copy all questions that have a written response into a Word document
- + Step 4 – Draft your responses in Word
- + Step 5 – Have responses independently reviewed (wife, husband, son or business manager etc)

FULL SCOPE - SUBMIT YOUR EXPRESSION OF INTEREST

**Any Opportunities**  
Inland Rail - Narrabri to North Star - Phase 1  
Company: SCARP VANTAGE CONSULTING PTY LTD

SUBMISSIONS CLOSE IN 5 WEEKS 4 DAYS 7 HOURS 47 MINS

EXPRESSION OF INTEREST

Please complete all mandatory fields to submit your Expression of Interest below.

\* Mandatory fields

Some answers may have already been pre-filled using answers from other Expressions of Interest you have submitted previously. Please check all answers carefully as your qualification for this work package may rely on the answers provided.

**General**

Do you understand that this is an expression of interest (EOI) process-only to identify local market capability? \*

Yes No

By registering your interest, do you understand that your organisation's contact details may be provided to third-parties with the objective of assisting and/or promoting your business? \*

Yes No

# WHEN (AND WHY) DO YOU NEED A CAPABILITY STATEMENT?

## To leave with a prospective buyer

- + Communicate what you can do and where you have done it before
- + Show where you are located and contact details
- + Low risk (e.g. certification, insurances)

## Submitting a response to an EOI in ICN (to be sent to the Delivery Partner)

Please upload a copy of your organisation's business capability statement / business profile. \*

You may upload one file.

File types allowed: pdf, doc, docx, xls, xlsx, zip

Maximum File size: 16.0 MB

Choose files here

Upload

No file selected



# A CAPABILITY STATEMENT SHOULD...

## Contain the following information:

- + Business Name
- + Location and contact details
- + Value and Mission statement
- + What you do (capabilities)
- + Where you have worked previously
- + Type of insurances and the level of cover
- + Certifications
- + If not certified, a description of your commitment to quality, safety and the environment)
- + Overview of your key personnel
- + Communicate your point of difference – what sets you apart from others?
- + Catch the eye of the reader and include photos
- + Be (preferably) no more than 6 pages
- + Be professionally printed
- + Be a single document (PDF)

# EXAMPLE CAPABILITY STATEMENTS

## Search for “Capability Statement” in Google

### Civilcraft

- + [https://www.civilcraft.com.au/Civilcraft\\_Capability%20Statement\\_May%202021\\_19b\\_spreads2.pdf](https://www.civilcraft.com.au/Civilcraft_Capability%20Statement_May%202021_19b_spreads2.pdf)

### Decmil

- + <https://decmil.com/dmwp/wp-content/uploads/2014/10/CO-103-Decmil-Capability-Statement-FINAL.pdf>

### RPS

- + <https://www.rpsgroup.com/media/8135/lidar-capability-statement-2021.pdf>



# DELIVERY PARTNER TENDER PREPARATION

## Your EOI was successful – what happens next?

- + Delivery partner 'should' release a tender
- + They 'may' not...

It is important that businesses registering their interest are aware that their registration does not guarantee that they will progress further in any procurement processes. Trans4M Rail have broad discretion to suspend, vary or terminate procurement processes of Narrabri to North Star - Phase 1, decline to consider or review any ROI or negotiate with and enter into a contract with any other party for the performance of a Works Package.

# EXAMPLE – NORTH STAR TO NSW/QLD BORDER



Complete 2020

Complete 2021

Ongoing

Mid 2022

Delivery Partner will tender to ARTC and need to know of Suppliers

Successful Delivery Partner will revisit ICN EOIs when the tender the work

# TYPICAL DOCUMENTS YOU WILL RECEIVE

## Conditions of Contract / Agreement

- + Formalities of working together
- + Must do's during the Contract

## Tender Conditions

- + Administrative elements of the tender
- + Must do's during the tender

## Returnable Schedules

- + Items to return to Buyer (completed!)

## Works Description / Scope / Drawings

- + What the Buyer wants you to do
- + What you need to price

Let's look at some documents now



# WHAT ARE THE KEY THINGS IN THESE DOCUMENTS?

## Conditions of Contract / Agreement

- + Payment terms
- + Entitlement to Variation(s)
- + Documents to be submitted (e.g. as constructed drawings, reports, management plans)
- + Dispute resolution

## Tender Conditions

- + Due date and time
- + Are you allowed to submit exclusions to Contract?
- + Who to contact if you have questions
- + Can you submit alternative tenders?



# WHAT ARE THE KEY THINGS IN THESE DOCUMENTS?

## Returnable Schedules

- + Price
- + Quality, Safety and Environmental questions
- + Methodology (how you will do the work)
- + Program (how long it will take)

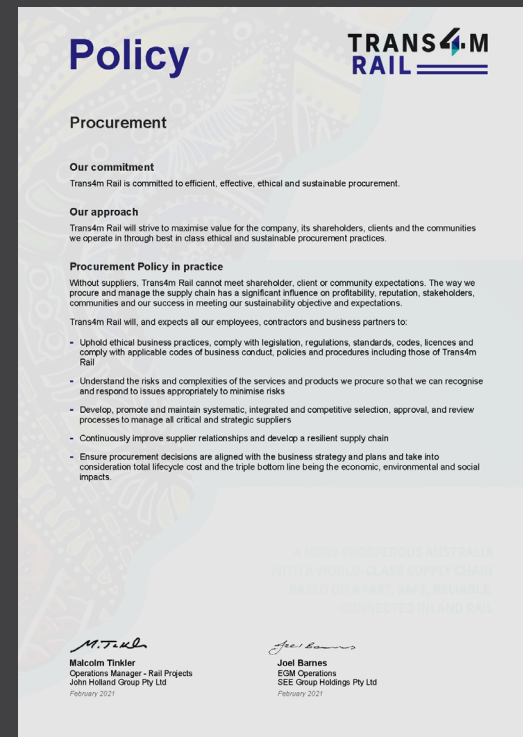
## Works Description / Scope / Drawings

- + What the Buyer needs you to do
- + Often you will receive all documents
- + Tips:
  - + Spend the time early to identify ones relevant to you
  - + Don't wait till the night before it is due



# DELIVERY PARTNER – TYPICAL (GENERIC) QUESTIONS

- + Lump sum price or rates
- + If you have any departures to the Contract
- + Your team and your capacity to do the work (including CVs)
- + List of equipment
- + Insurances
- + Certifications:
  - + ISO 9001 Quality
  - + ISO 14001 Environmental
  - + ISO 45001 Occupational Health and Safety
- + Program of work
- + Methodology
- + Building Code Compliance



# DELIVERY PARTNER – WHS QUESTIONS (MUST PROVIDE EVIDENCE)

**Note: Usually if you have a Certification, you don't need to answer these**

- + Workplace Health and Safety (WH&S) Policy
- + Workplace Health and Safety (WH&S) Management Plan
- + Safe Work Method Statements (SWMS)
- + Safety statistics (for the last three years):
  - + Number of Lost Time Injuries (LTIs)
  - + Number of injuries where 10 or more days have been lost
  - + Permanent Disability or Fatality (if any, attach details to this questionnaire)
  - + Number of hours worked
- + Do you have a Rehabilitation procedure?
- + Have you had any safety breaches?
- + Have you even been prosecuted?
- + Does your team do first aid training?
- + Do you have an induction process?
- + Do you have a risk assessment process?
- + Do you have a Fitness for work process?
- + Do you have an Incident management process
- + Do you have a WHS audit and inspection process?
- + Do you have a Subcontractor processes (how you ensure your subbies work safely)?

# CODE FOR THE TENDERING AND PERFORMANCE OF BUILDING WORK 2016

## What is it?

- + Sets out the Commonwealth Government's expected standards of conduct for all building industry participants that seek to be, or are, involved in Commonwealth funded building work.
- + Came into effect on 2 December 2016 and applies to all Commonwealth funded building work for which an EOI or tender has been submitted on or after that date.
- + Any building contractor or building industry participant who has tendered for or expressed interest in Commonwealth funded building work since 2 December 2016 is referred to as a 'code covered entity'.
- + Aimed at maintaining fairness and productivity in the building and construction industry.

## Australian Building and Construction Commission (ABCC)

- + Purpose is to uphold the law and change behaviour to make the building and construction industry fair, efficient and productive.
- + Resources available to assist businesses
  - + <https://abcc.gov.au/building-code>



# CODE FOR THE TENDERING AND PERFORMANCE OF BUILDING WORK 2016

## Code Requirements


- + Eligibility to tender requirements
- + Subcontractor compliance
- + Drug and alcohol testing
- + Workplace Relations Management Plans
- + Content of enterprise agreements
- + Obligation to report on actual or threatened industrial action and certain relation action
- + Security of payment
- + Standards of conduct on site
- + Freedom of association
- + Right of entry
- + Industrial action
- + Sham contracting
- + Compliance with laws
- + Unregistered written agreements and other agreements
- + Prohibited conduct
- + Collusive practices
- + Engagement of non-citizens and non-residents
- + Above entitlement payments
- + Dispute settlement
- + Fitness for work (alcohol or drugs)

## Building Code - What does this mean for your business?

- + Contractors must assess a supplier's compliance with the Code prior to commencing work on site.
- + Failure to comply with the Code could result in your business being excluded from consideration for work.

# CODE FOR THE TENDERING AND PERFORMANCE OF BUILDING WORK 2016

- + The Code for the Tendering and Performance of Building Work 2016 (the Code) applies to the building work associated with Inland Rail.
- + By submitting an expression of interest in, or tender for, Inland Rail, building contractor's or building industry participants will become subject to the Code.
- + Potential contractors and subcontractors shall be required to complete a declaration of compliance before a code covered entity invites expression of interest or tenders or enters into a subcontract for Commonwealth-Funded Building Work.
- + <https://www.abcc.gov.au/form/self-declaration-eligibility>
- + Seek advice from your Industrial Relations and or Legal Professional



**SELF DECLARATION OF ELIGIBILITY A**

This Self Declaration can be used to express interest in, tender for and be awarded Commonwealth funded building work by contractors whose employees on the project will be covered by:

- a Modern Award or other lawful arrangement; or
- an enterprise agreement made before 25 April 2014 that has not since been varied in accordance with section 207 of the Fair Work Act 2009.

Contractors who are tendering for Commonwealth funded building work will need to submit a completed Declaration of Compliance with their tender documents.

In the Declaration of Compliance, contractors are required to list all of the enterprise agreements made or varied on or after 25 April 2014 that cover the contractor and its related entities and reference the evidence that demonstrates the compliance of these agreements. The Declaration of Compliance will be provided by the entity issuing the tender to the contractor during the tender process to complete.

This Self Declaration should be submitted to the entity who issued the tender for Commonwealth funded building work. You do not need to submit the Self Declaration or the Declaration of Compliance to the ABCC.

---

**Organisation Details**

Please enter the details of the organisation

ABN \*

Enter your 11-digit ABN (numbers only)

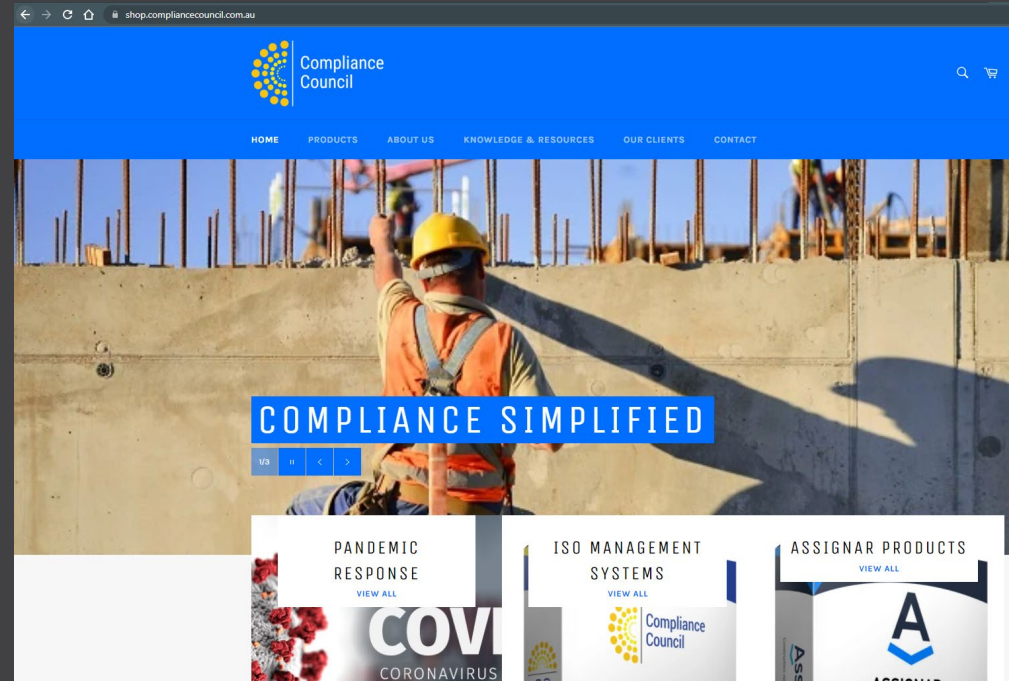
# WHERE TO GO FOR HELP FOR QSE TEMPLATES AND CERTIFICATION?

Business consultant in your network

Specialist QSE Consultant

Purchase templates online from a site like:

+ <https://shop.compliancecouncil.com.au>



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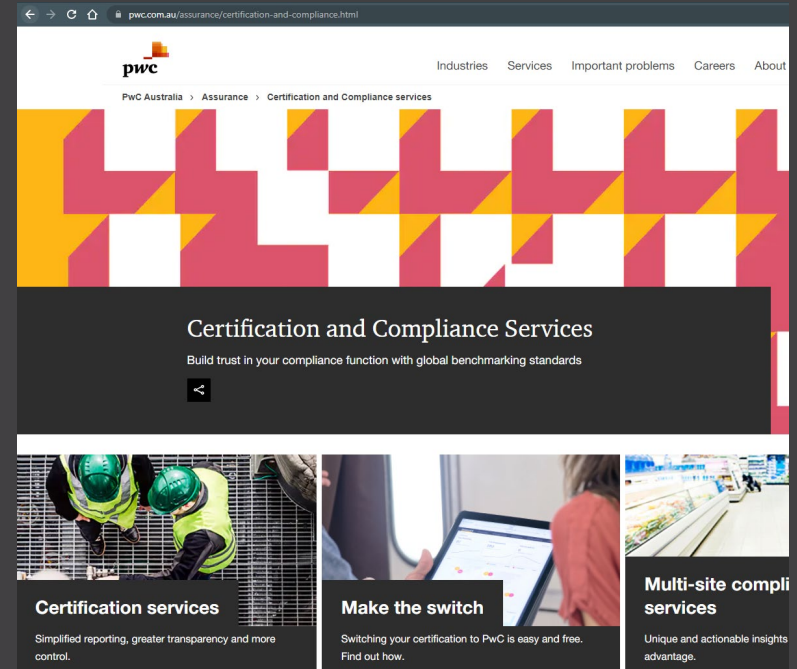
**Contact a certification body like:**

+ <https://www.pwc.com.au/assurance/certification-and-compliance.html>

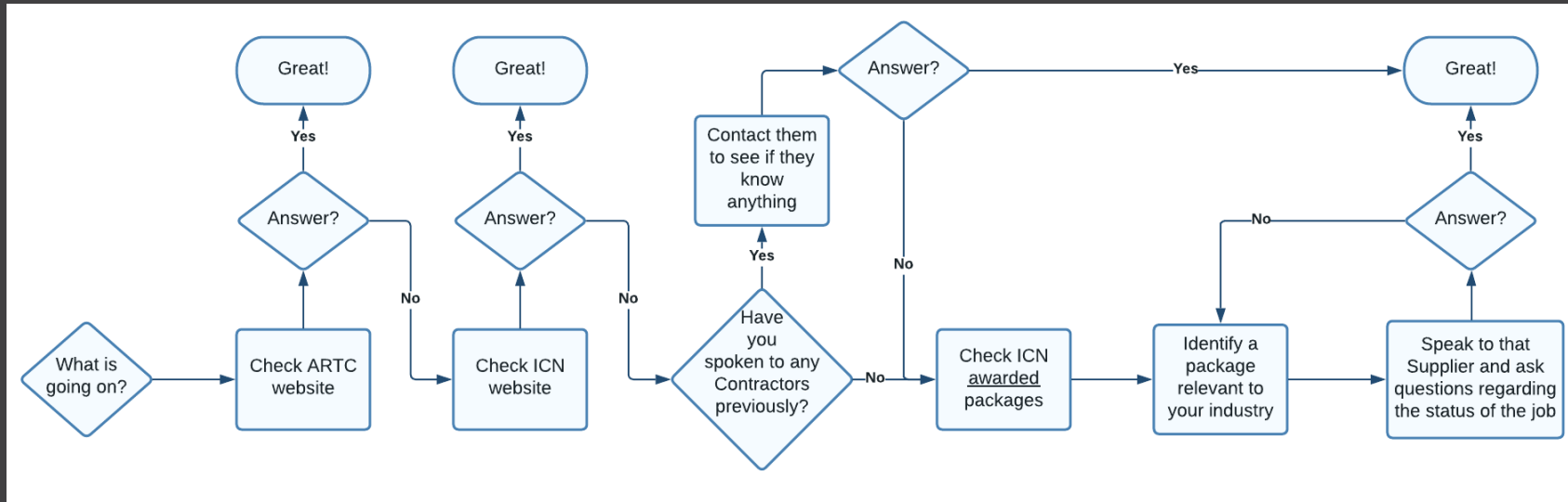
**Note: Please be aware that you get what you pay for.**

**E.g. if something is free, generally speaking:**

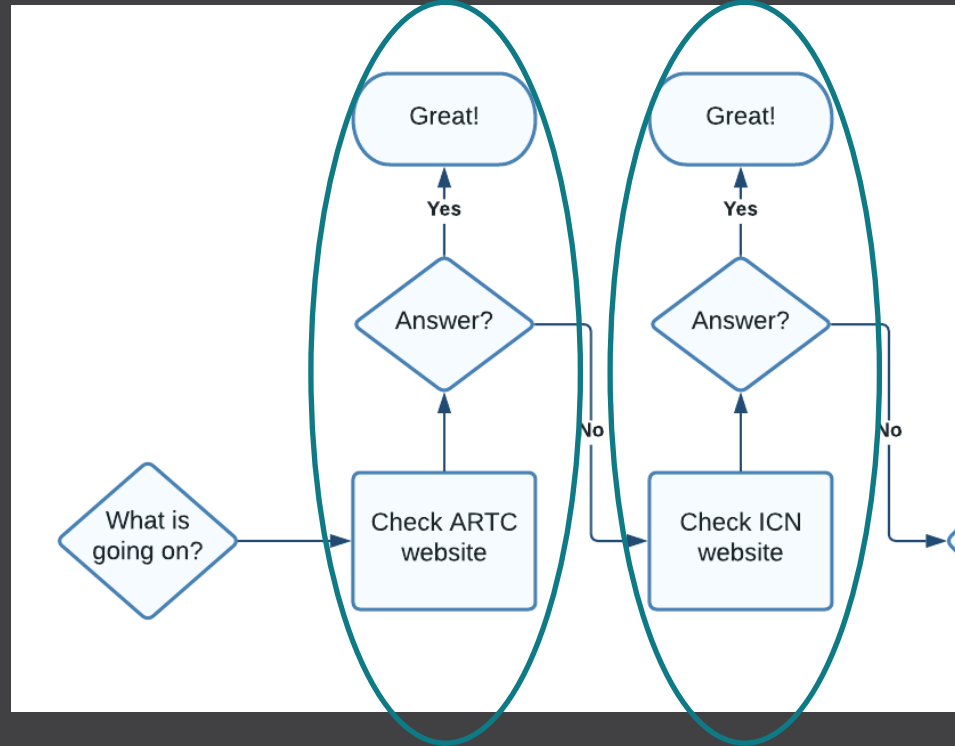
- + there is a hidden catch or
- + it is poor quality



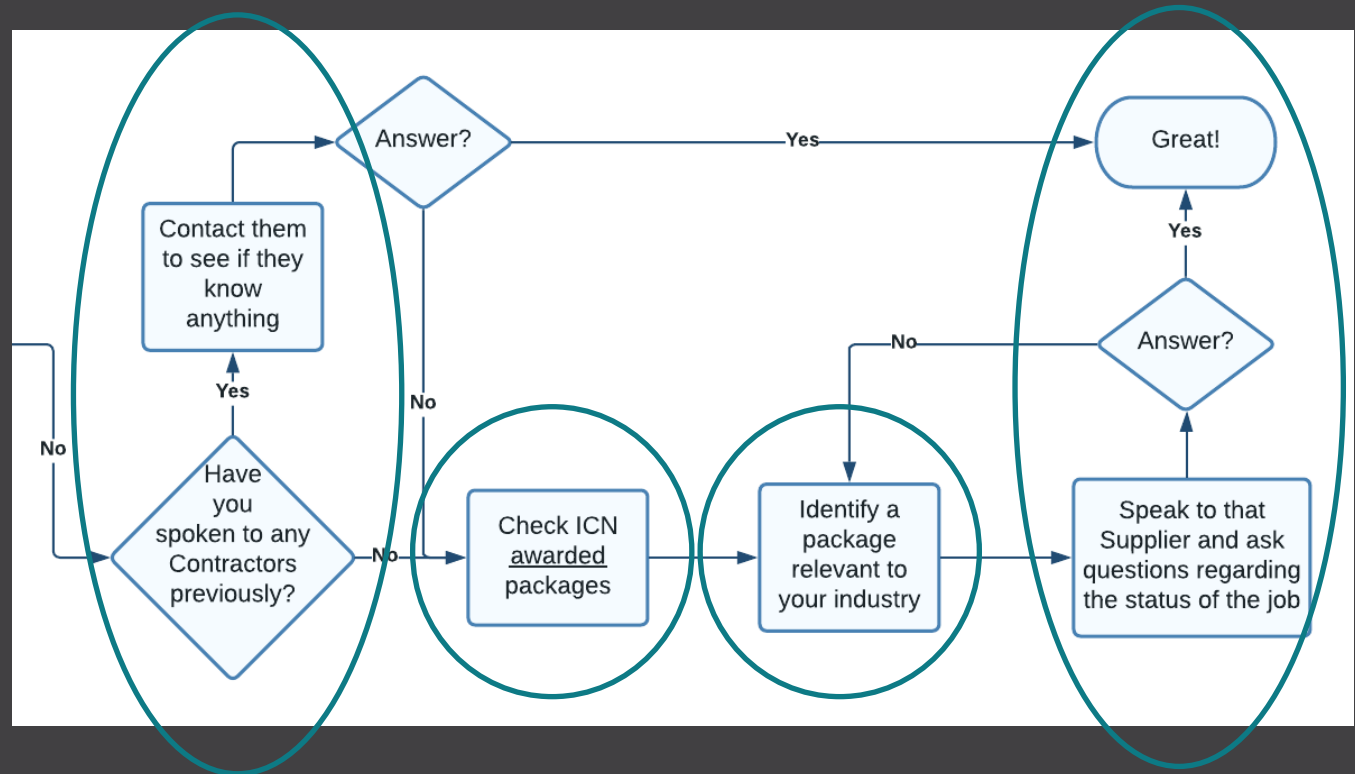
# WHAT HAPPENS IF YOU DON'T HEAR ANYTHING?



# WHAT HAPPENS IF YOU DON'T HEAR ANYTHING?



# WHAT HAPPENS IF YOU DON'T HEAR ANYTHING?



# TAKEAWAY POINTS

1. If there is no EOI for your package of work, complete the Miscellaneous – Any Opportunities EOI

This will help you get ready for future EOI's

Decide whether your business needs third party certified systems

2. Develop a Business Capability Statement
3. Understand what Building Code compliance is
4. Network with Delivery Partner and/or successful suppliers
5. Create a weekly routine to check on status of works package





## KEY SAFETY AND COMMERCIAL COMPLIANCE REQUIREMENTS

# RAIL INDUSTRY WORKER (RIW) PROGRAM

## What is it?

- + National competency management framework for rail workers across Australia
- + All RIW Program participating rail network operators require workers to maintain a RIW card to demonstrate competency to undertake rail safety work on their networks
- + Owned by the Australasian Railway Association (ARA) and endorsed by all of its member organisations
- + Meets regulatory requirements and complies with Rail Safety National Law
- + YouTube Video: [Rail Industry Worker Program](#)
- + Support: Inland Rail Technical Training and Competency Specialist [MParnell@artc.com.au](mailto:MParnell@artc.com.au)

## RIW Card

- + Identification card which includes a link to an electronic record of a worker's details as relevant to their work on a rail network
- + Includes personal identification, medical assessment status, competencies and accreditations held by the rail worker
- + Each worker is assigned specific roles aligned to their competencies
- + Workers are unable to apply for a RIW card without doing so through a company registered in the RIW System

# RAIL INDUSTRY WORKER (RIW) PROGRAM

## Need for a RIW card

- + Workers with roles identified as a Rail Safety Worker (as per Rail Safety National Law definition) and undertake Rail Safety Work in the rail corridor require a RIW card



- + RIW Subscription fee - \$85 for a 5-year expiry and \$33 yearly subscription renewal fee
- + Approximate total cost of obtaining an RIW Card inclusive of the competencies required is \$1,000 per person

## Competencies required:

- + Safely Access the Rail Corridor (SARC) certificate – TLIF2080
- + Apply Fatigue Management Strategies (QR Operator Roles) – TLIF2010
- + Introduction to Network Lockout eLearning (QR Operator Roles)
- + Construction Induction (White) Card or equivalent Construction Induction competency
- + Category 3 Medical Assessment
- + National competencies relating to the workers specific role (E.g.; Excavator, Rail Bound Plant Operators and High-Risk Work Licenses)

# WORKPLACE HEALTH AND SAFETY (WH&S) ACCREDITATION SCHEME

- + Designed to improve health and safety in the building and construction industry.
- + Construction contractors required to demonstrate accreditation with the Federal Safety Commissioner.
- + Construction contractors must have rigorous safety management systems in place and demonstrate that they are being implemented and followed on-site.
- + Requires that construction contractors have higher safety management standards and systems and undergo more rigorous auditing than they might otherwise.
- + Formal reporting requirements and conditions they must meet to maintain their accreditation and eligibility to work on Australian Government-funded building projects.

# CHAIN OF RESPONSIBILITY (COR)

## Heavy Vehicle National Law (HVNL)

National scheme for facilitating and regulating the use of heavy vehicles on roads in a way that -

- + promotes public safety; and
- + manages the impact of heavy vehicles on the environment, road infrastructure and public amenity; and
- + promotes industry productivity and efficiency in the road transport of goods and passengers by heavy vehicles; and
- + encourages and promotes productive, efficient, innovative and safe business practices.

## New Primary Duty laws (1 October 2018)

- + Everyone in the supply chain shares responsibility for ensuring breaches of the HVNL do not occur.
- + Obligation to eliminate or minimise potential harm or loss (risk) by doing all that is reasonably practicable to ensure safety.

# PLANT AND EQUIPMENT

The provision of safe and effective Plant and Equipment is of utmost importance to ARTC and as such all existing or prospective plant hire suppliers, contracted or casual, are required to comply with a number of fundamental Occupational Health & Safety requirements with respect to plant intended for use within the rail corridor, or at other ARTC locations.

All operational plant supplied for use at ARTC sites shall at a minimum:

- + Operate within the guidelines of the Rail Safety Act 1993
- + Be covered by a structured plant maintenance program
- + Comply with the registration and operation requirements
- + Operate in accordance with all ARTC Network Rules
- + Utilise a suitably formatted daily pre-start inspection report to be completed by the operator before commencement of operation on the ARTC Network
- + Be in compliance at all times with the relevant OH&S Acts and Regulations for the state of operation
- + [Link to General Plant Requirements](#)



## LEARN HOW TO PREPARE TENDER SUBMISSIONS





# TYPICAL DOCUMENTS YOU WILL RECEIVE

## Conditions of Contract / Agreement

- + Formalities of working together
- + Must do's during the Contract

## Tender Conditions

- + Administrative elements of the tender
- + Must do's during the tender

## Returnable Schedules

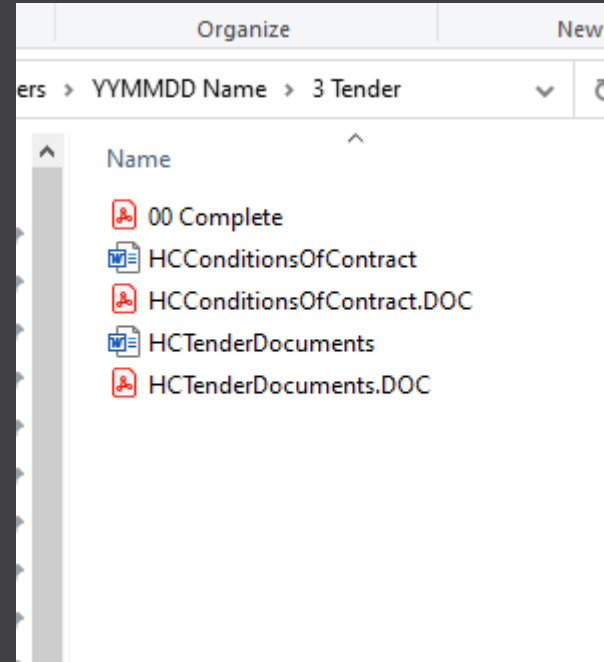
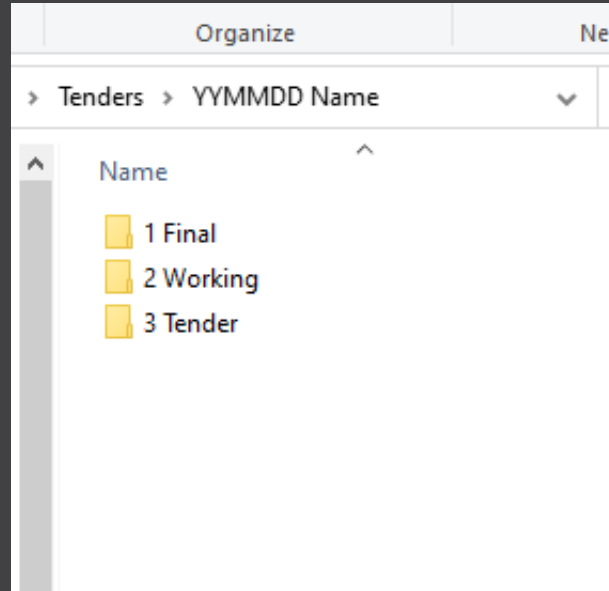
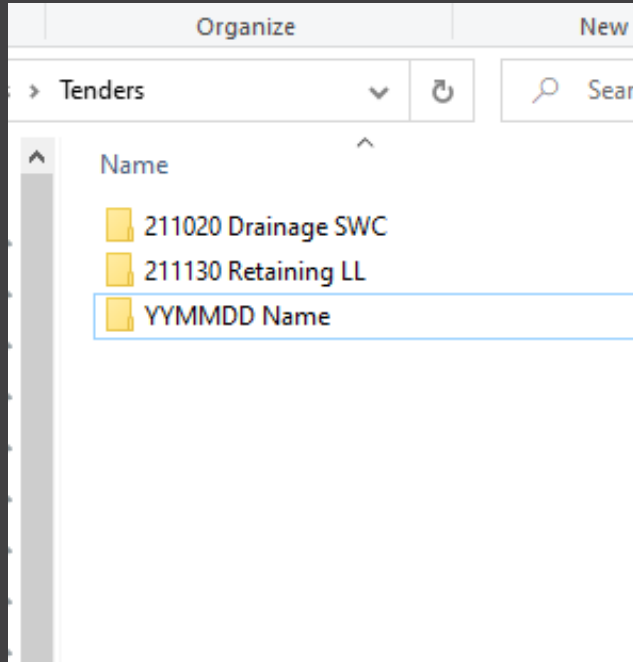
- + Items to return to Buyer (completed!)

## Works Description / Scope / Drawings

- + What the Buyer wants you to do
- + What you need to price



# HOW TO SAVE TENDER DOCUMENTS



Let's do it with an example tender

# SETTING YOURSELF UP FOR SUCCESS

## Step 1 – Analyse (read) all documents

- + Conduct a GO / NO-GO assessment
- + Read all documents (as early as possible in tender period)
- + I do this by creating a single PDF of all documents (easy to search the single PDF for a word [e.g. insurance])
- + When reading them, when it asks you to do something, add the task to your task list

## Step 2 – Create a task list

- + Instead of highlighting or underlining what needs to be done, write it down
- + Can use a diary, Outlook task or a separate document (e.g. template in Word)
  - + File | NEW | Search for 'Task list'

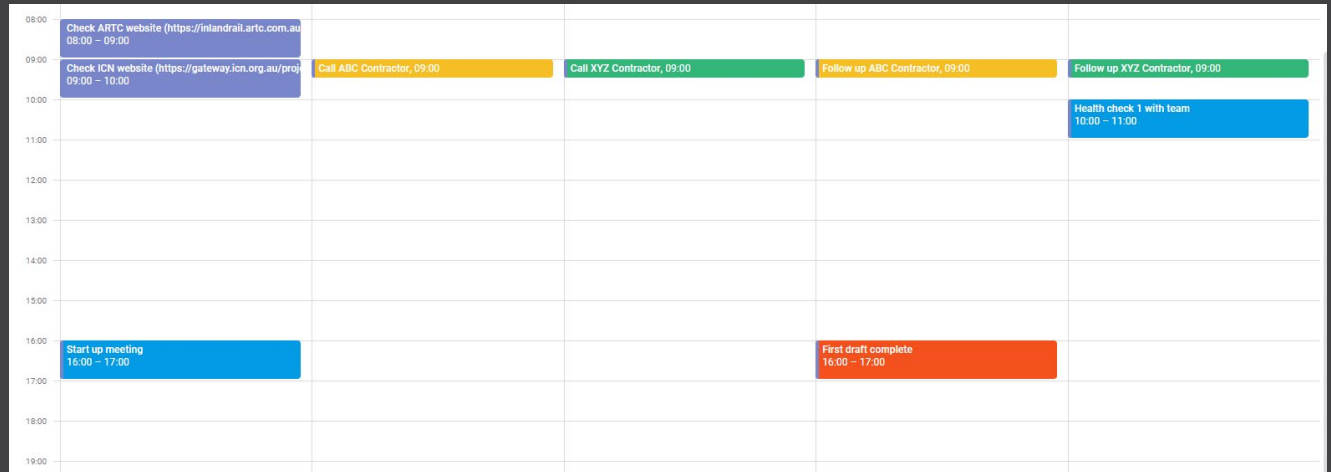
The image shows a 'TO DO LIST' template. It has a yellow header with the text 'TO DO LIST' in bold, dark blue letters. Below the header is a table with six columns: Priority, Due Date, What, Who, In Progress, and Done. The 'Priority' column is the narrowest, followed by 'Due Date', 'What', 'Who', 'In Progress', and 'Done' is the widest. The table has 15 rows. The first row is highlighted in yellow, and the rest are light gray. The 'Done' column is highlighted in yellow.

Priority	Due Date	What	Who	In Progress	Done

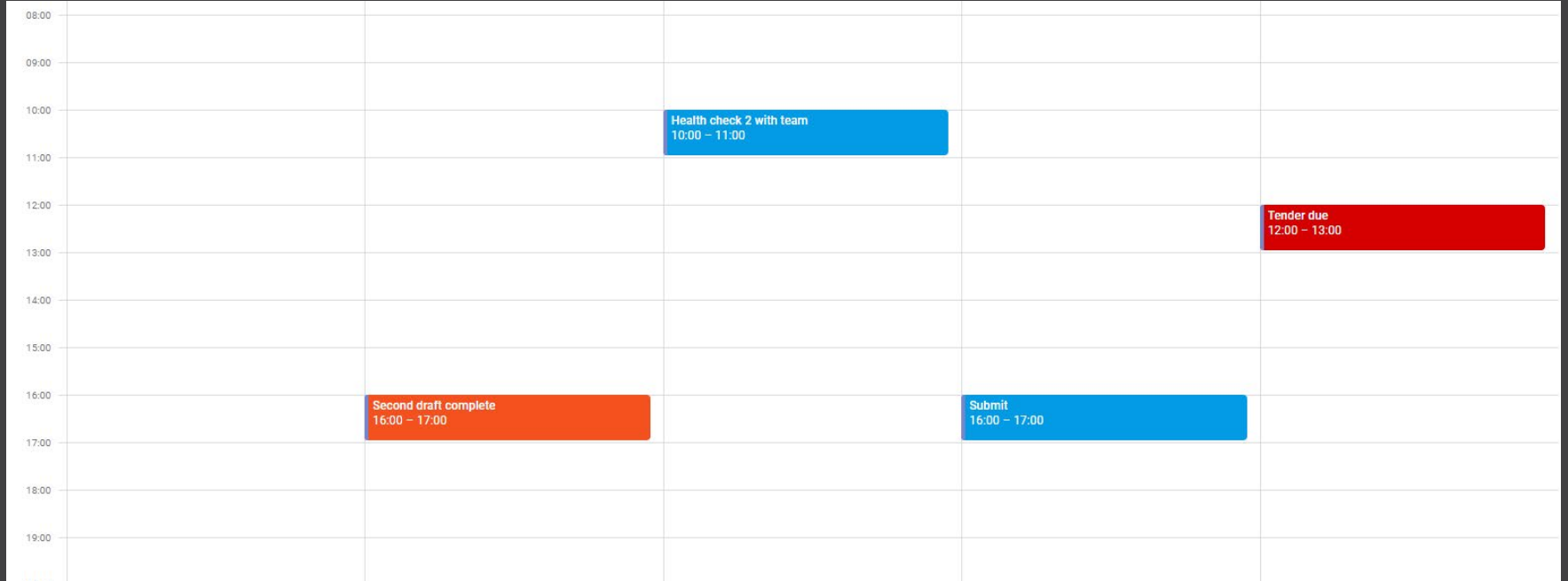
# SETTING YOURSELF UP FOR SUCCESS

## Step 3 – Hold a meeting with your team

- + Discuss scope and validate GO / NOGO (now that you have read all the documents)
- + Discuss and allocate tasks
- + Agree on a timeline to complete the tasks by



# SETTING YOURSELF UP FOR SUCCESS



# SETTING YOURSELF UP FOR SUCCESS

## Step 4 – Respond to the tender

- + THEN respond to questions
- + Go to most recent tender to find answers
- + ALWAYS customise responses to this tender
- + Use the specification and the Contract to help write your response

## Tips to save you time and improve the quality of your response

- + Always paste 'unformatted text' or 'keep text only'
- + After pasting text into response document, highlight it yellow (to ensure you remember to update the response)
- + Always start with a blank response document (avoid starting from a previous tender submission)
- + Start preparing your response early
- + Demonstration looking at a tender
- + Allow sufficient time to upload your submission to the buyers procurement platform

# WHAT TO DO BEFORE YOU SUBMIT

- + Ensure all tasks are completed from your task list
- + Check you have complied with all mandatory criteria
- + Do a spell check
- + Have someone (other than yourself) read your response for accuracy
- + Save the final version into the FINAL folder
- + Archive all previous versions (so you don't accidentally look at a previous version)
- + Submit to buyer in accordance with the submission instructions



## TIPS ON MANAGING CONTRACTS



# TOP TIPS TO MANAGE CONTRACTS MORE EFFECTIVELY

(from a non lawyers perspective)

- + Understand the Contract (if applicable, get legal advice early)
- + Understand if there are time bars (e.g. to make a time or cost claim)
- + Know what the Variation clause is
- + Know what the extension of time clause is
- + Follow the correct payment claim process

Let's take a look at a Contract

# OTHER HANDY TIPS TO MANAGE THE CONTRACT

- + Don't put the contract in the top drawer – read it, understand it and use it
- + Ensure you have a good document management system
- + Avoid leaving the submission of contract variations to the end
- + Communicate with the buyer early
- + If there are problems, present solutions

THANK YOU

ARTC

INLAND  
RAIL   
An Australian Government Initiative

# Q & A

# WHO CAN YOU SPEAK TO FOR FURTHER ASSISTANCE

## National

- + Australian Government - [www.business.gov.au](http://www.business.gov.au)
- + Australian Industry Group - [www.aigroup.com.au](http://www.aigroup.com.au)
- + Regional Development Australia - [www.rda.gov.au](http://www.rda.gov.au)
- + Social Traders - [www.socialtraders.com.au](http://www.socialtraders.com.au)

## New South Wales

- + Business Connect - [www.business.nsw.gov.au](http://www.business.nsw.gov.au)
- + SafeWork NSW - [www.safework.nsw.gov.au](http://www.safework.nsw.gov.au)
- + Yarpa Hub - <https://yarpa.com.au>

## Queensland

- + Business Queensland - [www.business.qld.gov.au](http://www.business.qld.gov.au)
- + Construction Skills Queensland - [www.csq.org.au](http://www.csq.org.au)
- + WorkSafe Queensland - [www.worksafe.qld.gov.au](http://www.worksafe.qld.gov.au)

## Victoria

- + Business Victoria - [www.business.vic.gov.au](http://www.business.vic.gov.au)
- + WorkSafe Victoria - [www.worksafe.vic.gov.au](http://www.worksafe.vic.gov.au)

## Industry Associations

- + ARA - <https://ara.net.au>

# BUILDING BUSINESS SUSTAINABILITY CAPABILITY DEVELOPMENT PROGRAM

ARTC Inland Rail and The Ecoefficiency Group have partnered to provide education on how to improve and promote your business' sustainability initiatives to your clients and staff.

## Webinar Series

- + Developing a sustainability policy
- + Reducing costs in relation to energy, water and waste
- + Demonstrating sustainability credentials in tender submissions.

<https://inlandrail.artc.com.au/building-inland-rail/sustainability/sustainability-and-suppliers/>

## Free sustainability mentoring

- + Hour-long mentoring session on sustainability practices with The Ecoefficiency Group
- + Focus on one topic of your choice

## Eligibility

- + Complete Business Sustainability webinar series
- + Business must be local to Inland Rail's project area

<https://inlandrail.artc.com.au/building-inland-rail/sustainability/sustainability-mentoring/>

# THANK YOU

## Supplier enquiries

Email: [irsuppliers@artc.com.au](mailto:irsuppliers@artc.com.au)

## Employment enquiries

Email: [irrecruitment@artc.com.au](mailto:irrecruitment@artc.com.au)

## General enquiries

Email: [inlandrailenquiries@artc.com.au](mailto:inlandrailenquiries@artc.com.au)

## Community enquiries

For questions about Inland Rail in your area, call 1800 732 761 or email:

In Queensland: [inlandrailqld@artc.com.au](mailto:inlandrailqld@artc.com.au)

In New South Wales: [inlandrailnsw@artc.com.au](mailto:inlandrailnsw@artc.com.au)

In Victoria: [inlandrailvic@artc.com.au](mailto:inlandrailvic@artc.com.au)

