

# Inland Rail

Southern Civil Works Program  
'Meet the Preferred Contractors' Briefing

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May 2022







## ACKNOWLEDGEMENT 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.

## Housekeeping



# AGENDA

- 1. Inland Rail Program, Civil Works Program and Rail Corridor Program Project overview**  
Paul Giess, Delivery Director Southern, ARTC Inland Rail
- 2. ACACPB JV presentation**  
Julian Sharp, Project Director, ACACPB JV  
Erifili Davis, Jobs, Social Performance Manager, ACACPB JV
- 3. Martinus presentation**  
Gavin Murphy, Project Director, Martinus  
Scott Craik, Procurement Manager, Martinus
- 4. Supplying to Inland Rail**  
Jason Manttan, Supply Chain Manager, ARTC Inland Rail
- 5. Q&A**
- 6. Networking**



# PURPOSE OF TODAY'S SESSION

- + Provide a status update of the Inland Rail Program including Southern Civil Works and Rail Corridor Programs
- + Introduce preferred contractors to the local business community
- + Set expectations regarding levels of engagement and timeframes
- + Reaffirm ARTCs commitment to local and Indigenous business participation
- + Provide local and Indigenous businesses with the opportunity to communicate their capability, capacity and appetite to participate
- + Provide local and Indigenous businesses with access to advocate bodies with whom they can seek assistance

# Inland Rail

Southern Civil Works Program  
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**Paul Giess**

Delivery Director Southern, ARTC Inland Rail

May 2022



# THE TEAM

- + Paul Giess  
Delivery Director Southern
- + David Garrod  
Senior Project Manager (S1,S2)
- + Richard Hamilton  
Senior Project Manager (S3,S4)
- + Paul Hollamby  
Delivery Director RCP
- + Jason Manttan  
Supply Chain Manager
- + Jody Meier  
Social Performance Principal - NSW
- + Erica Tudor  
Stakeholder Engagement Manager
- + Andrew Dean  
Senior Project Manager





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

# CUSTOMER REQUIREMENTS

## CONNECTED

## FAST + SAFE

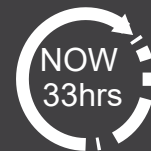
— Straight and flat —

## RELIABLE

— Market demand —

## COST EFFECTIVE

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



EXPRESS CAPABILITY  
<22 HOURS



RELIABILITY MATCHING  
THAT OF TRUCKS

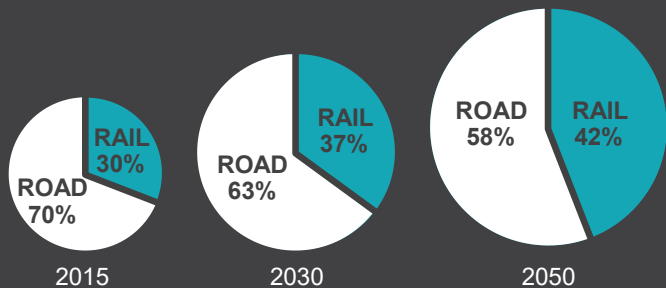


35% COST REDUCTION  
COMPARED TO ROAD  
(FROM YEAR ONE)

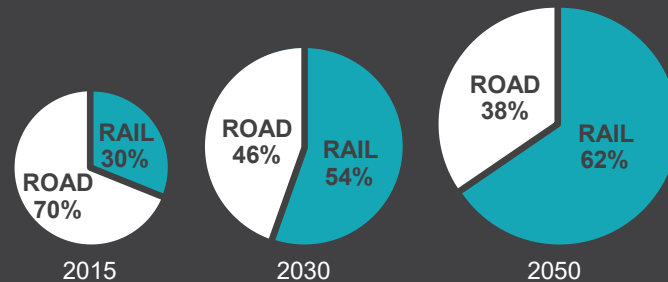


# SUPPLY CHAIN EFFICIENCY

## MOVING FREIGHT WITHOUT INLAND RAIL



## MOVING FREIGHT WITH INLAND RAIL



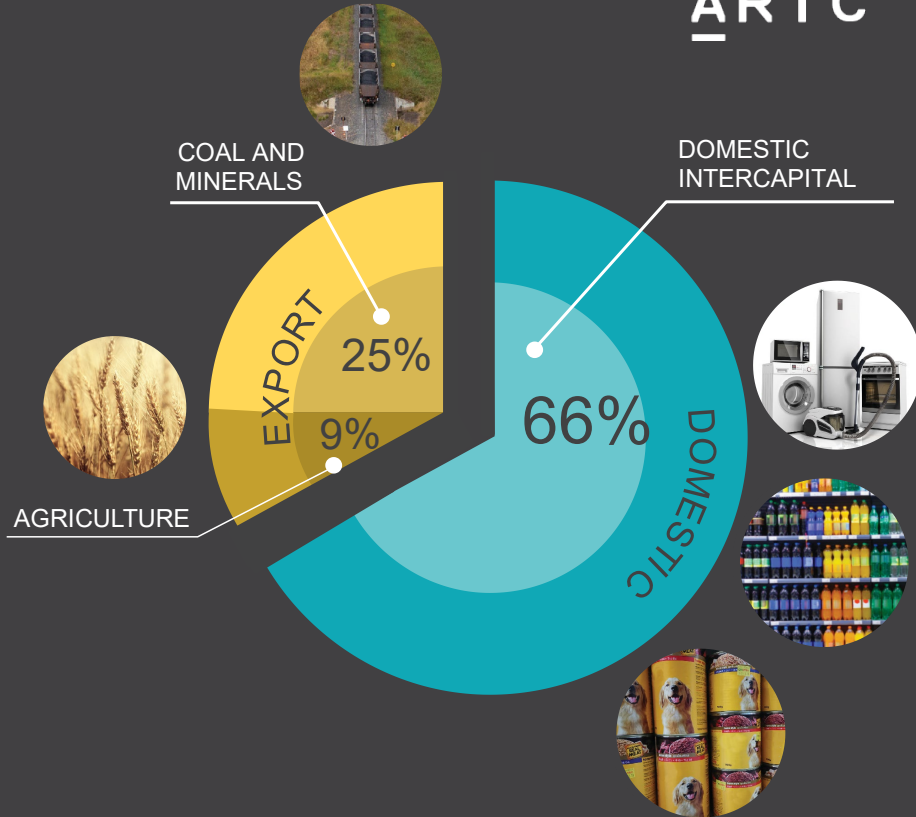
SAFER, LESS CONGESTED ROADS

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

# STIMULATING GROWTH

Total value of >530 live contracts = >\$1.92 billion  
(as at 31 January 2022)

Construction contracts	~\$977 million	10 feasibility design contracts awarded (including 3 x PPP projects)	~\$148 million
Ballast/capping supply*	~\$17 million		
Culverts*	~\$16 million	4 detailed design contracts awarded	~\$109 million
Turnouts	~\$84 million	4 collaborative framework agreements for civil works programs	~\$80 million
Concrete sleepers*	~\$54 million		
Steel rail*	~\$51 million	Service providers e.g. accommodation, local shops – bakeries, cafés, retail, fuel and building supplies	

\*Contract completed and closed



# OPPORTUNITIES FOR THE REGIONS

- + Supply chain efficiencies
  - ▶ Reduced transport costs
  - ▶ Greater access to suppliers, customers and markets
  - ▶ Increased reliability
- + Value chain growth
  - ▶ Direct value-add opportunities
  - ▶ Indirect value-add opportunities
  - ▶ Hub formations



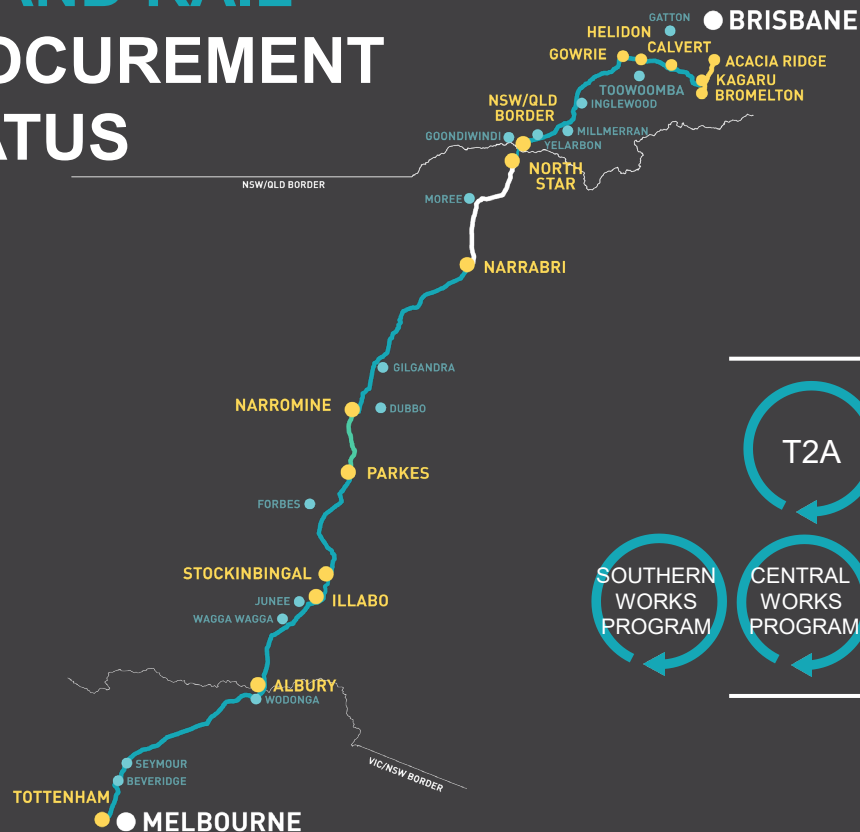
# CURRENT STATE OF PLAY

Construction work, Narrabri to North Star section August 2021



# INLAND RAIL PROCUREMENT STATUS

ARTC INLAND RAIL







- Tottenham to Albury
- Albury to Illabo
- Illabo to Stockinbingal
- Stockinbingal to Parkes
- Parkes to Narromine
- **Narromine to Narrabri**
- Narrabri to North Star
- North Star to Border
- Border to Gowrie
- Gowrie to Helidon
- Helidon to Calvert
- Calvert to Kagaru
- Kagaru to Acacia Ridge & Bromelton



## Narromine to Narrabri (N2N) project

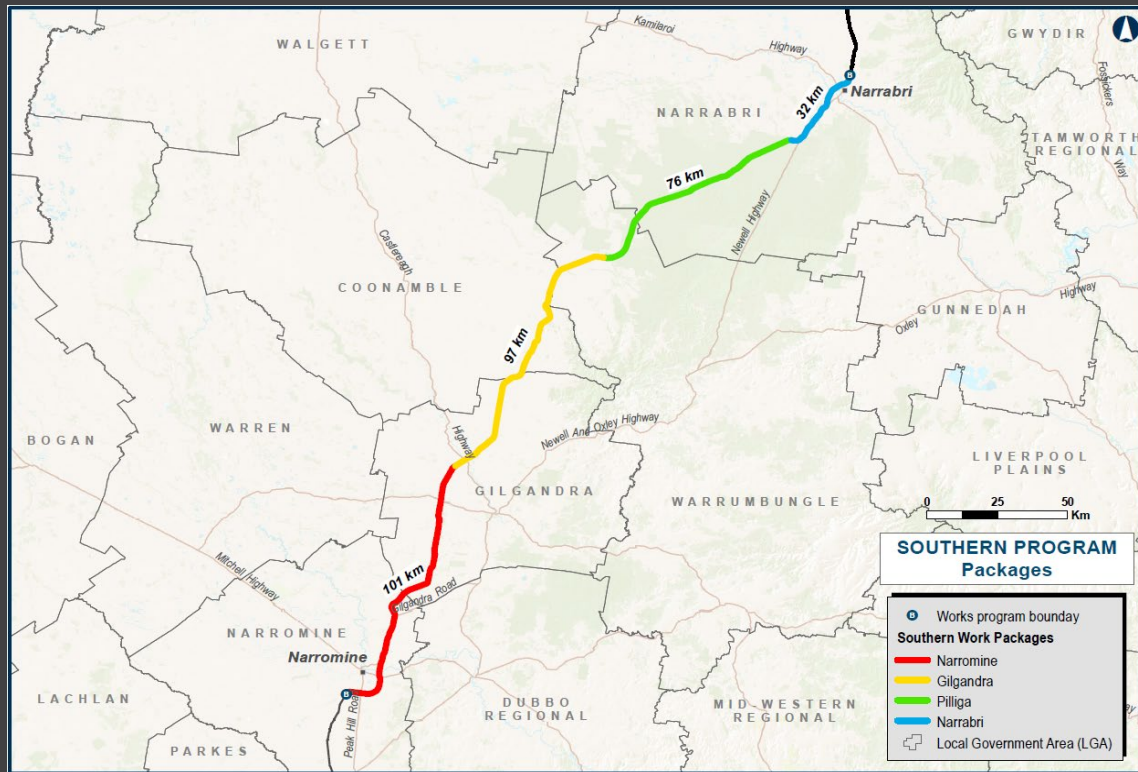
- + More than 300 kilometres
- + No existing rail – greenfield
- + 5 x Local Government Areas (LGA's)
- + Large stretch through the Pilliga Forest
- + Inland Rail website – [N2N](#) project
- + [Interactive Map](#)
- + [N2N Flythrough's](#)

# PROJECT UPDATE & TIMELINE

- + We currently have a Reference Design for the project and are waiting for project approvals.
- + Currently in the Project Assessment phase of the project and seeking approval as 'a' project, not individual packages or locations.
- + While some preliminary work can be commenced, until we have an approved design, certain things won't be able to be confirmed.



# CIVIL WORKS PACKAGES



**S1: Narromine**  
Narromine – Curban

**S2: Gilgandra**  
Curban – Pilliga

**S3: Pilliga**  
Pilliga – Narrabri

**S4: Narrabri**  
Narrabri – Narrabri North

## 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>

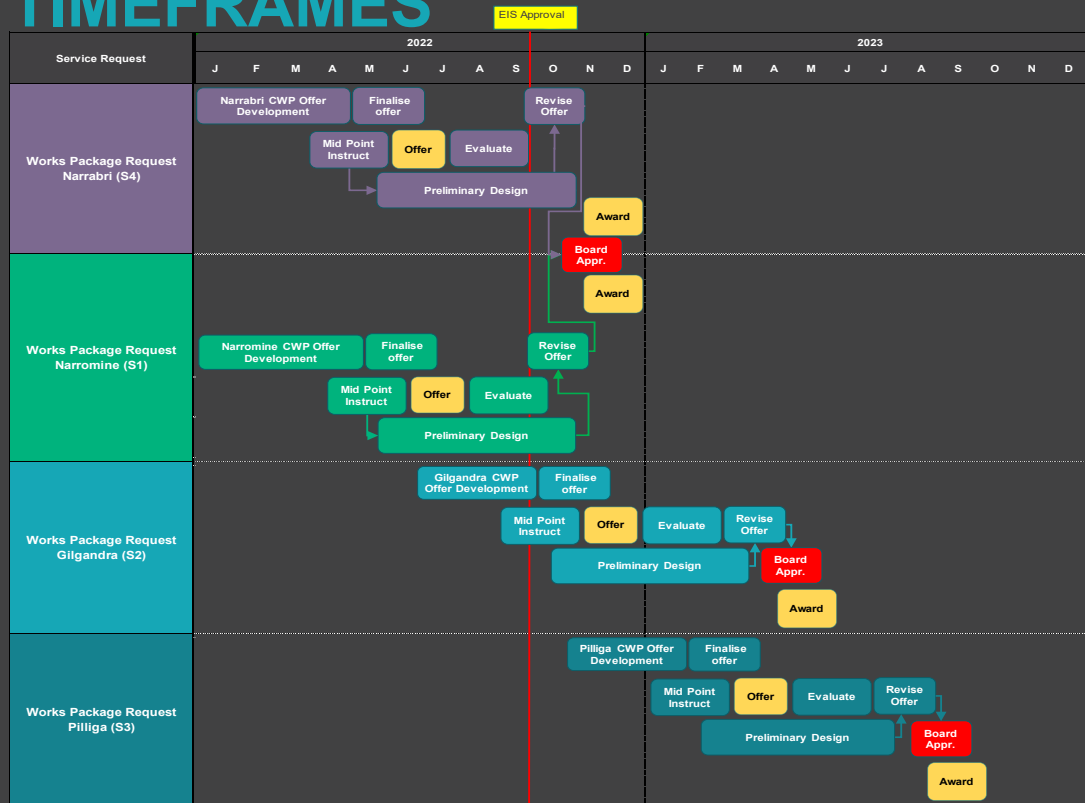
GENERAL FILL

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





# SOUTHERN CWP APPROVAL TIMEFRAMES



## Target Award Dates\*

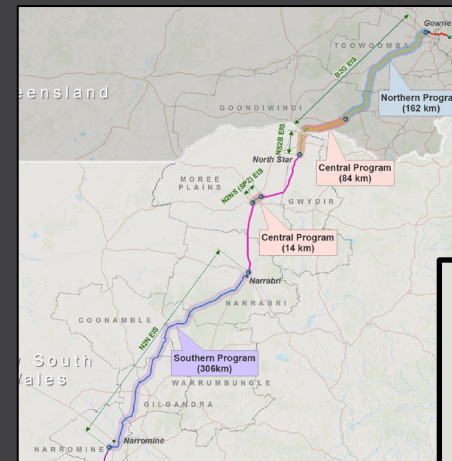
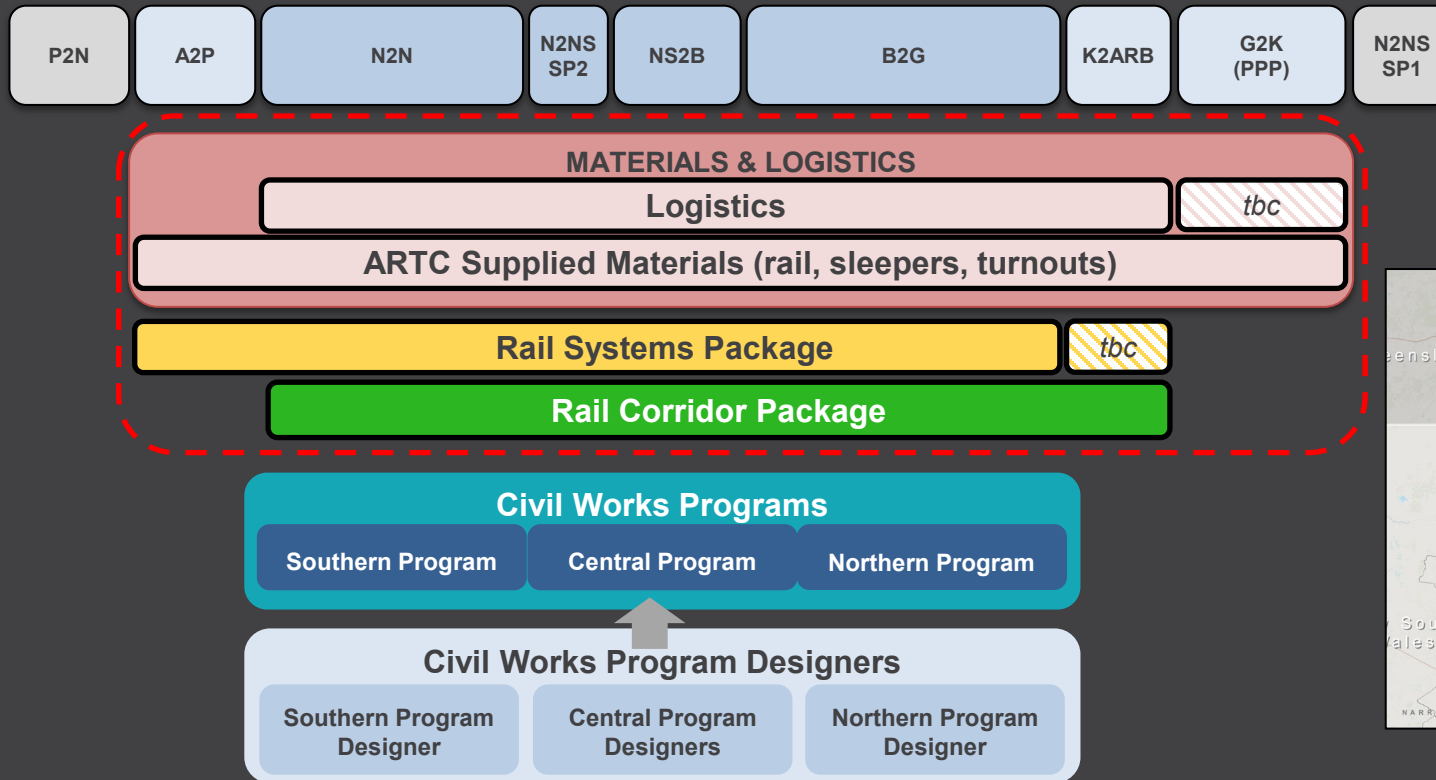
S4: Narrabri  
November – December 2022

S1: Narramine  
November – December 2022

S2: Gilgandra  
May – June 2023

S3: Pilliga  
September – October 2023

# INLAND RAIL DELIVERY STRATEGY



# RAIL CORRIDOR PROGRAM

## CONTRACTOR SCOPE OVERVIEW

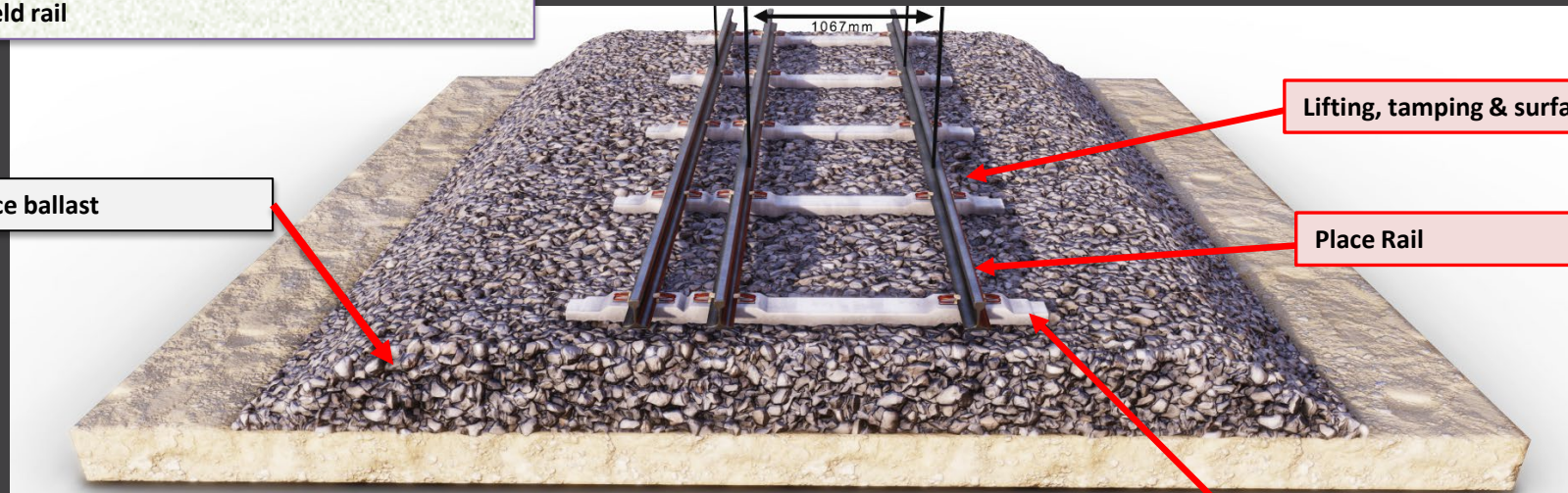
Procure and Manage Ballast  
Receive and Manage Rail and Sleepers  
Weld rail

Place ballast

Lifting, tamping & surfacing

Place Rail

Place sleepers



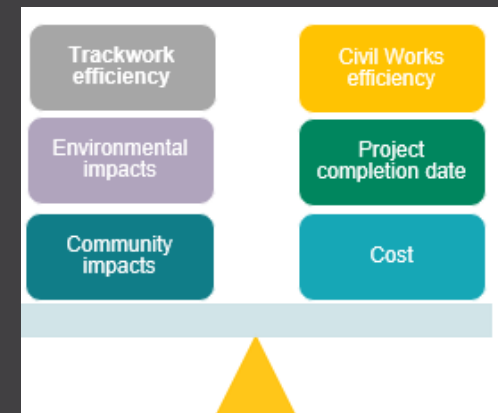
# NARROMINE MATERIALS DISTRIBUTION CENTRE

- + Ballast stockpile
- + Ballast loading conveyors
- + Sleeper and other precast concrete product stockpile
- + Rail stockpile
- + Sleeper and rail handling gantries
- + Area to prepare and weld rail
- + Locomotive provisioning and maintenance facilities
- + Demountable site offices
- + General construction laydown and container storage



# REDUCING SOCIAL / ENVIRONMENTAL IMPACTS

- + Rail delivery of materials to material logistics facilities
- + Construct the works linearly from a progressive rail head to minimise:
  - + increased heavy vehicles movements on the road network
  - + strain on the road haulage and logistics industry
  - + negative environmental impacts
  - + increased traffic through local communities
  - + negative community impacts and perception relating to increased road traffic
  - + damage to road network and resultant repair costs.

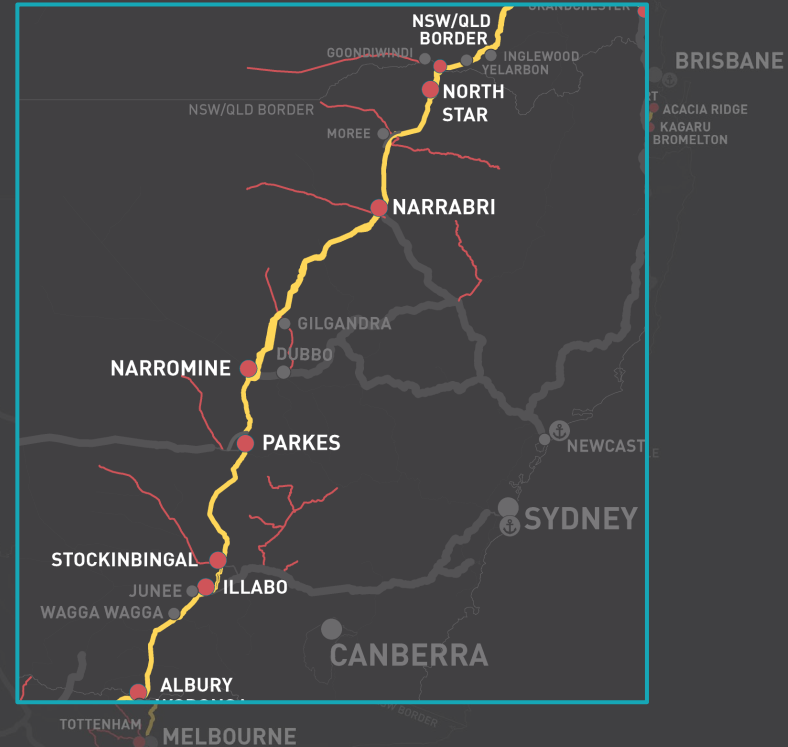


<b>Sleepers</b>	▶ 979K	▶ 12,200 truck movements <u>OR</u> 119 train movements
<b>Short Rail</b>	▶ 53K lengths	▶ 4,300 truck movements <u>OR</u> 272 train movements
<b>Ballast</b>	▶ 2.1M Tonnes	▶ 49,400 truck & dog movements
<u>Notes:</u>		
▶ Sleeper road transport by semi-trailer @ 80 sleepers/truck	▶	Short rail transport by semi-trailer @ 12 rails/truck
▶ Sleeper rail transport @ 8200 sleepers/train	▶	Short rail transport by train @ 192 rails/train
▶ Ballast transport by truck & dog @ 42.5t per truck		



# 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
- + 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)
- + Rail Corridor Program preferred proponent announced – Martinus



# HOW WORKING TOGETHER WILL MAXIMISE THE BENEFITS

- + Regional connectivity
- + 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)



# OPPORTUNITIES FOR THE REGIONS



- + Landowners
- + Local Government
- + Community Consultative Committee
- + Local Aboriginal Land Councils
- + Local Communities
- + Federal and State Government Agencies
- + Elected Members
- + Emergency Services
- + Community Organisations
- + Local businesses, industry and industry groups
- + Other infrastructure projects
- + Stakeholder Groups & Organisations

# PREFERRED CONTRACTOR SCWP

- + In late 2021, ARTC appointed ACCIONA and CPB Contractors Joint Venture (ACACPB JV) as preferred contractor to deliver Inland Rail's Southern Civil Works Program valued at more than \$1 billion
- + ACACPB JV will initially be working with ARTC to review the reference design and develop construction plans ahead of the development of a fully costed proposal for the first of the works packages next year
- + Major construction will not start until statutory approvals have been received from the NSW and Australian governments



# PREFERRED CONTRACTOR SCWP



- + ARTC are working with ACACPB JV to develop works packages as part of this process, which will enable more suppliers and contractors to get Inland Rail ready
- + An estimated 2,000 workers needed at the peak of construction in 2023-24

# PREFERRED CONTRACTOR RCP



- + In late 2021, ARTC appointed Martinus as the preferred contractor for the delivery of the Rail Corridor Program for Inland Rail sections in NSW and Southern Queensland
- + The collaborative framework agreement between ARTC and Martinus includes approximately 570 kilometres of railway between Narromine and Moree in NSW and North Star (NSW) to Gowrie in Queensland taking in the project's largest greenfield sections

# PREFERRED CONTRACTOR RCP

- + Martinus will now work closely with ARTC to develop strategies to manage supply and logistics for large quantities of long-lead time construction materials
- + These materials will include almost a million concrete sleepers, approximately 80,000 tonnes of steel rail and 1.7 million tonnes of ballast
- + The work will involve the delivery of above-ground works, which includes track construction, rail welding, transportation of materials, and the installation and commissioning of level crossings
- + An estimated 600 workers needed at the peak of construction

# Inland Rail

Southern Civil Works Program  
'Meet the Preferred Contractors' Briefing

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**Julian Sharp**  
Project Director, ACACPB

**Erifili Davis**  
Jobs, Social Performance Manager, ACACPB

May 2022





- Acciona / CPB Contractors Joint Venture
- Our team
- Our experience
- Working with you



The team here today

- Julian Sharp Project Director
- Erifili Davis Social Procurement Manager
- Jennifer Smillie Communications and Stakeholder Engagement Manager

The larger team

- Emma Peters – Project Manager
- Carol Dean Commercial Manager
- Jamie Tough WHS Manager
- Sarah Wilson Environment Manager





Acciona, S.A. is a Spanish multinational conglomerate dedicated to the development and management of infrastructure and renewable energy.

Acciona Construction is one of Australia's most trusted providers of infrastructure and construction services







CPB Contractors is the Australasian construction company of the CIMIC Group.

CPB Contractors designs and builds infrastructure across all key sectors, including roads, rail, tunnelling, defence, building and resources infrastructure



- Sydney Metro West – Central Tunnelling Package
- Murray Basin Rail Project Victoria
- Level Crossing Removals – Southern Program Alliance



- Belford to Golden Highway upgrade NSW



- Sydney Metro - Linewise works
- Port Augusta Highway Duplication in SA



- Regional Rail Project Dubbo NSW
- Maules Creek railway connection

Working together.. Joint Ventures / Alliances

Western Sydney International (Nancy Bird Walton) Airport

- early earthworks
- bulk earthworks
- airside civil and pavement works

Level Crossing Removal works – Caulfield to Dandenong in Victoria





Working together.. Joint Ventures / Alliances



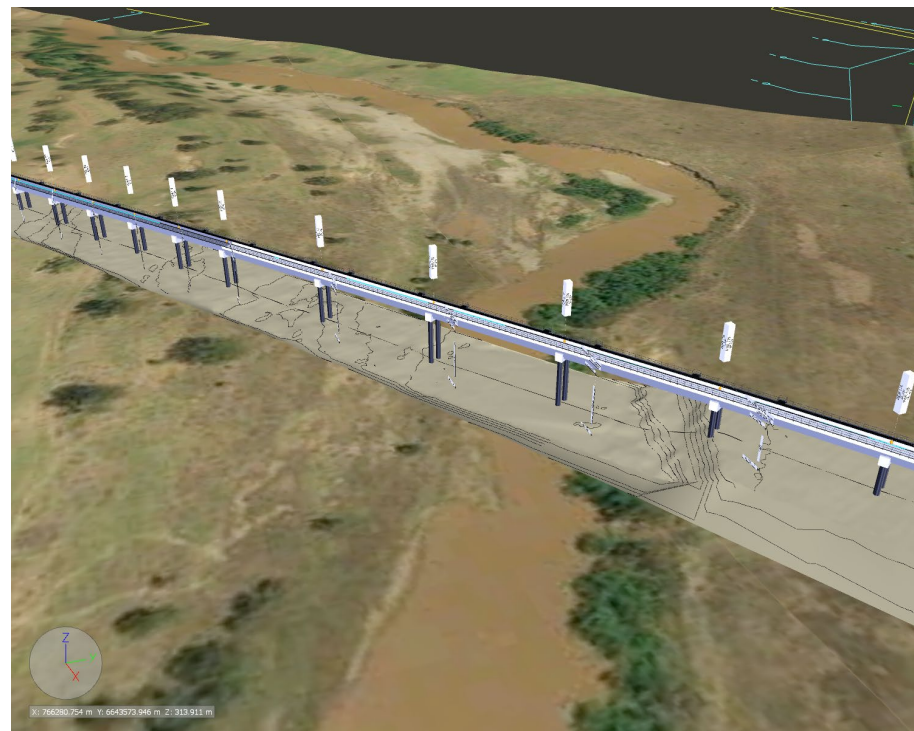
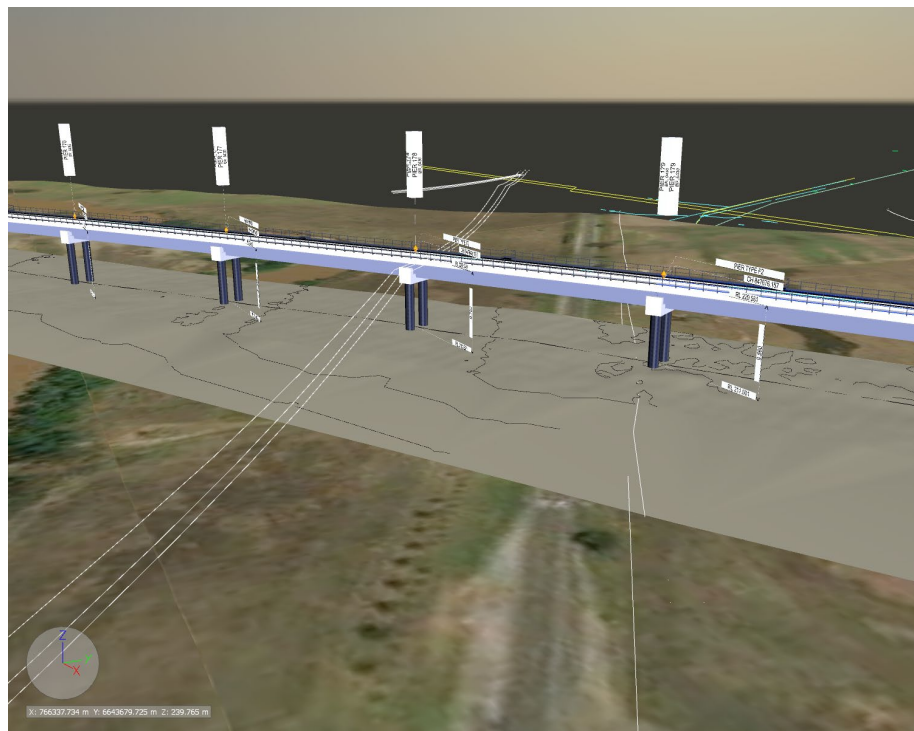
Epping to Thornleigh Third Track  
Alliance

Blue Mountains Route Clearance  
Project as part of Continuum Alliance

# Project Scope

- Design and Construct 306km Greenfield Civil and Structures Package (from Narromine to Narrabri)
- Construction to top of capping level
- Earthworks – 5.1m cut and 6.1m fill
- 16.1km of bridges (73 Total)
- Level crossing installation and upgrades
- Utility and Property adjustments
- 4700 RCBC Cells – equivalent to just under 15,000 units





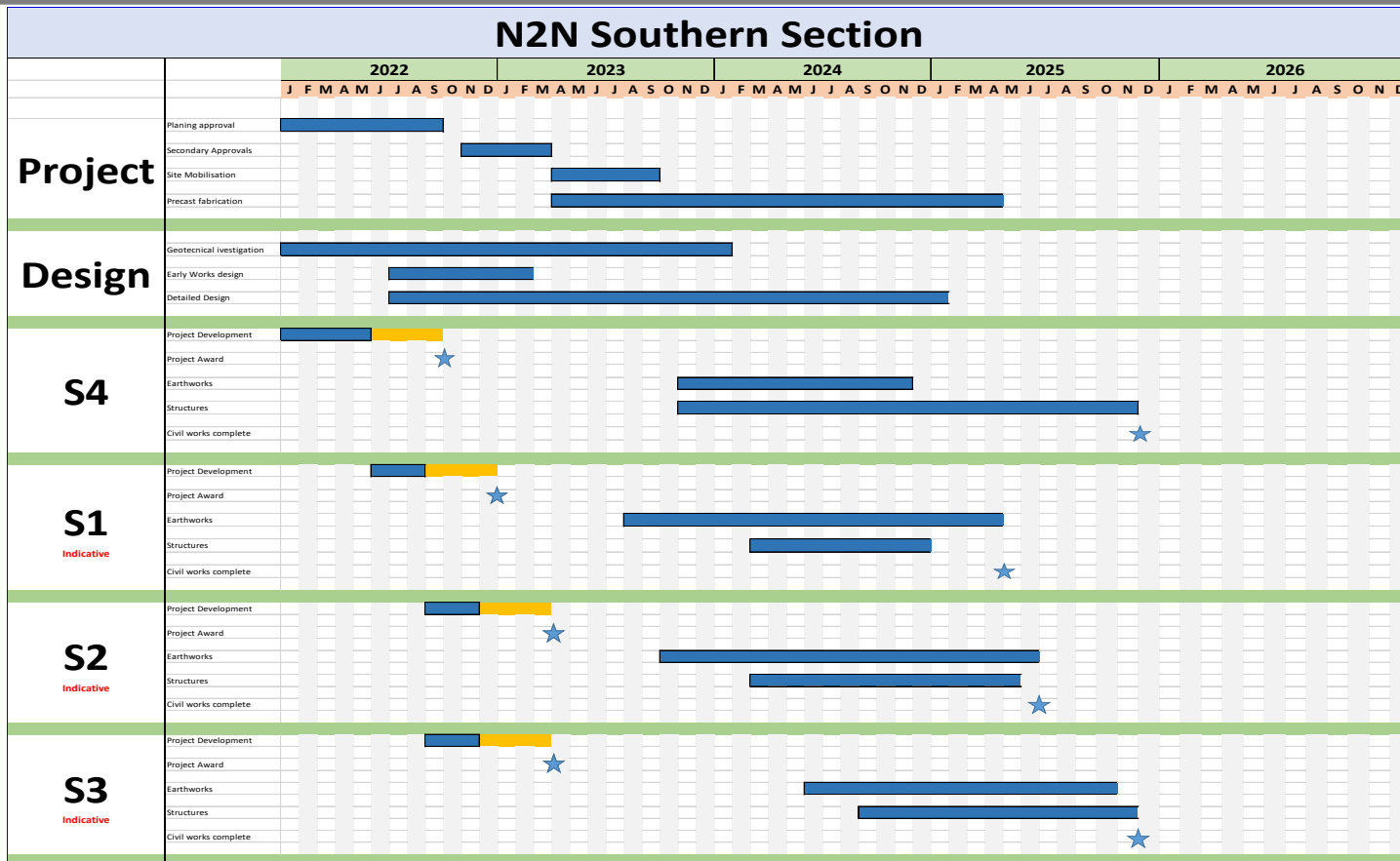


### Site Mobilisation:

- Temporary workforce accommodation set up
- Site offices
- Borrow pits
- Utility relocations
- Site access

### Civil Engineering:

- Clear and grub, topsoil strip
- Earthworks – embankments and culverts
- Pre-cast – culverts, beams etc.
- Drainage
- Signalling Pit and Pipe
- Level Crossings
- Bridge construction – substructure and superstructure
- Fencing and roads
- Topsoil and revegetation



ENGINEERS	PLANT OPERATORS	LABOURERS	ACCOMMODATION SERVICES	WHITE COLLAR
195	270	270	105	160

Note: these are estimates

2000+  
workers at peak



PRE-EMPLOYMENT  
programs for local jobseekers



Commitment to  
LOCAL & REGIONAL  
jobs & business

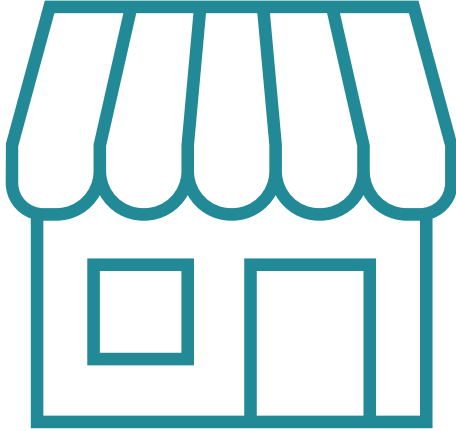


Working with businesses to  
BUILD CAPABILITY

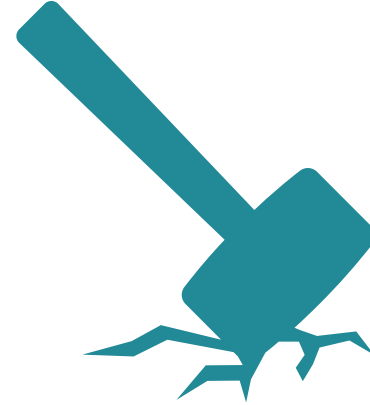


Workforce  
SKILLS  
DEVELOPMENT





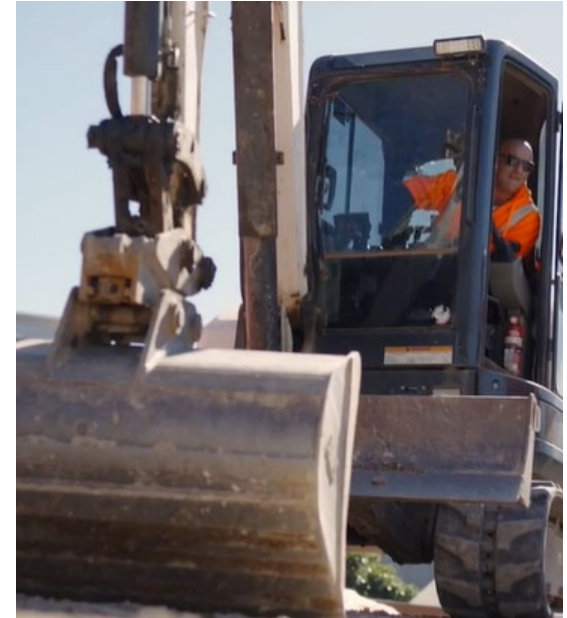
Targets for procurement with  
local, regional and  
Indigenous business



Targets for employment of  
local, regional people,  
including Aboriginal people,  
young people and women

## Indicative opportunities – local, regional and Indigenous business

- Quarry products
- Fuel and lubricant supply
- Steel reinforcement (supply and install)
- Site office supplies and services
- Traffic management services and equipment
- Fencing
- Plant (various) and plant operators
- Vehicle hire
- Haulage
- Clear and grub
- Surveying
- Fit outs and furnishings (site buildings)
- Concreting
- Earthworks
- Drainage
- Brick and blockwork
- Landscaping
- Indigenous Heritage Consultant
- Labour hire / Rail Officers
- Security
- Waste management
- Environmental consultants
- Training
- Accommodation construction and associated services
  - Catering
  - Cleaning





Website:

<https://inlandrailcwp-s.icn.org.au>

## Inland Rail - Civil Works Program - Southern

Project Overview

Work Packages

Associated Opportunities

### About Inland Rail

Inland Rail is a fast freight backbone stretching more than 1,700km 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 regional businesses, manufacturers and producers to national and global markets and generate new opportunities for existing and emerging industries.

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 \$18b in economic benefits and over 21,000 direct and indirect jobs.

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

### Civil Works Program - Southern


In late 2021, the Australian Rail Track Corporation (ARTC) appointed the ACCIONA and CPB Contractors Joint Venture (ACACPB JV) as the preferred proponent for the Southern Civil Works Program.

The Southern Civil Works Program involves construction of approximately 306km of new single track. The line extends from Narromine to Narrabri in northwest New South Wales and is the longest section of Inland Rail.




For more information on the Southern Civil Works Program visit the ARTC Inland Rail website. <https://inlandrail.artc.com.au/where-we-go/projects/narromine-to-narrabri/works-and-planning>.

### Description of works involved

- Preparation of approximately 306km of rail foundation including embankments and structures
- Construction of 58 new bridges





### Project at a glance

-  NSW Australia (Onshore)
-  Tendering
-  AUSTRALIAN RAIL TRACK CORPORATION LTD

### Contact Details

**Jerone Bodiam - ICN**  
Regional Manager, Central West

-  +61 497 851 025
-  [Send email enquiry](#)

### DIRECT



- Bus drivers
- Truck and dog drivers
- Plant operators
- Labourers
- Traffic control
- Engineers

- Support roles
  - General administration
  - Contracts administration
  - Safety
  - Quality
  - Stakeholder support
- Camps and accommodation
  - Hospitality
  - Cleaners
  - Maintenance staff

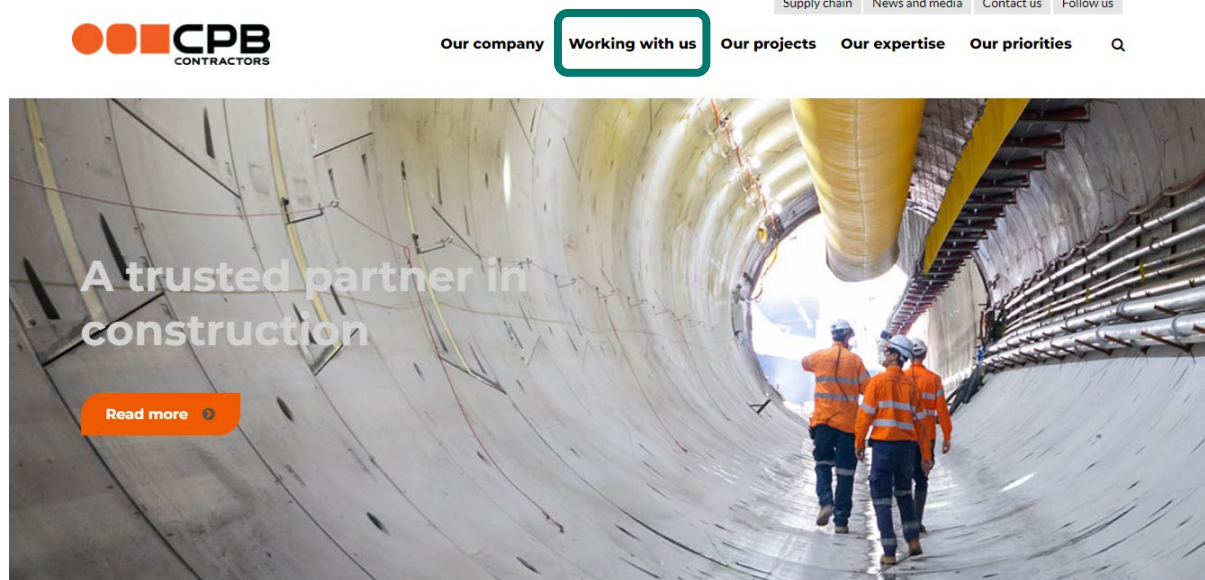
### INDIRECT

### Through subcontractors

- Graduates and undergraduates
  - Engineering
  - Human Resources
  - Business
  - Communication and media

1

cpbcon.com.au



**CPB Contractors is the Australasian construction company of the CIMIC Group.**

We design and build infrastructure across all key sectors, including roads, rail, tunnelling, defence, building and resource infrastructure



## 2



[Our company](#) [Working with us](#) [Our projects](#) [Our expertise](#) [Our priorities](#) [Q](#)

## People & culture

Share  Print 

### > People & culture

- > Graduates
- > Undergraduates
- > How to apply
- > International applicants

## We put our people first

Our success is built by our people. That's why we put our People First.

People First is a package of initiatives delivered across CPB Contractors to better support, recognise and reward our employees.

It's our pledge to make CPB Contractors a great company to work for, where people feel commitment, pride and belonging, and all contributions are truly valued.

### In return for the passion, skills and loyalty of our people, we offer a unique set of benefits:

- **Our Group is secure:** Our market-leading position and global footprint mean we offer diverse, long-term careers.
- **We're at the forefront of our industry:** Our people are trusted to deliver the biggest and most significant projects in our regions.
- **Our people are the best in their fields:** We are proud of our role as a contractor; we are clear, focused, innovative and disciplined.
- **We create unique and diverse career opportunities:** We back our own people and promote from within.
- **Our work offers challenge and adventure:** We widen people's worlds and help build their next adventures.
- **We share a sense of connection and belonging:** We treat our workmates like family and make friends for life.

Visit our [careers site to apply](#) for a career with us or to [set up a job alert](#).

3



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## Search Results

inland

### Location

Australia

- ☐ Aus - ACT - Regional (0)
- ☐ Aus - Adelaide (0)
- ☐ Aus - Antarctic Territory (0)

### Engineering Manager

Lead Engineering Manager required for large civil remote project - position based in Brisbane.

CPB 27 May 2022 Brisbane

[Read more](#)

[Send me jobs like these](#)

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# Inland Rail

Rail Corridor Program

‘Meet the Preferred Contractors’ Briefing

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**Gavin Murphy**

Project Director, Martinus

**Scott Craik**

Procurement Manager, Martinus

May 2022



The Team

# The Team Here Today

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**Project Director**

Gavin Murphy



**Procurement Manager**

Scott Craik



**Stakeholder and Social  
Performance Manager**

Billie Stanic



About us

## OUR STORY

MARTINUS

**Australian**

owned and family operated



**16 YEARS**  
in the industry



**LEADING RAIL  
CONSTRUCTION**



**1200+**  
EMPLOYEES

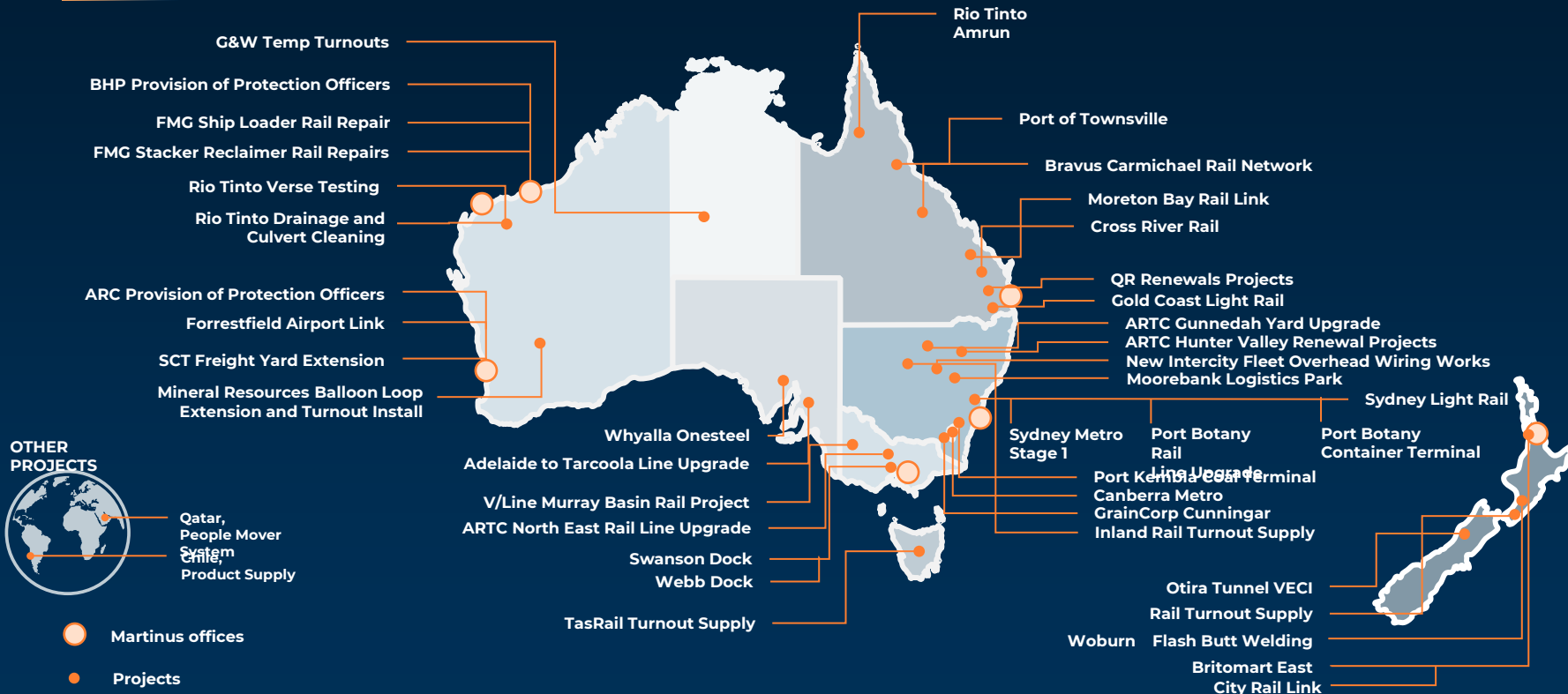


**16**  
LOCATIONS



About us

# TRACK RECORD



About us

## TRACK RECORD – LOCAL ENGAGEMENT

We are committed to supporting local businesses in the areas in which we work. The numbers are in and last year we achieved an incredible **84 per cent spend with small Australian owned businesses.**

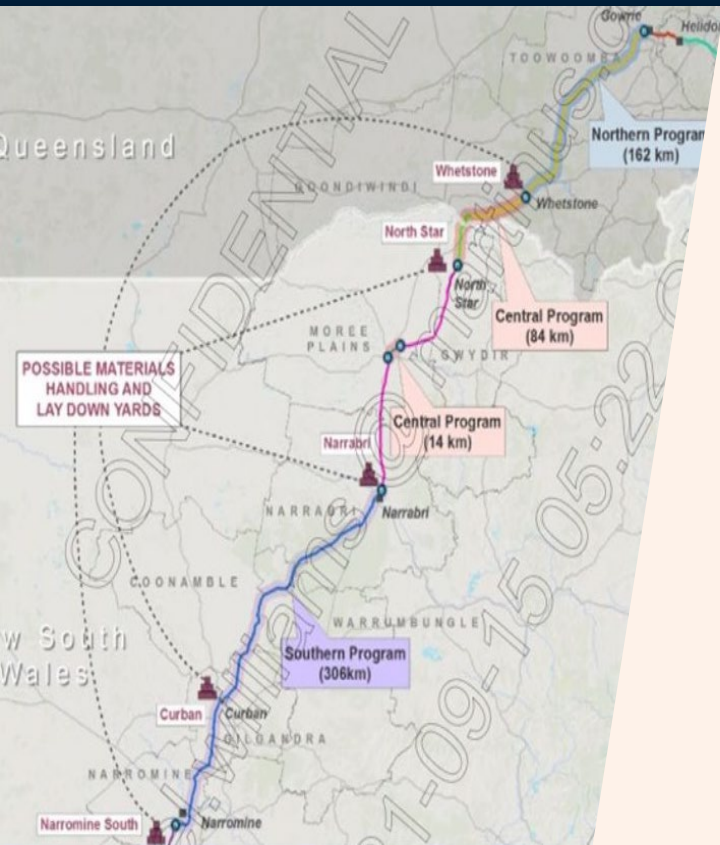
Last year  
**84%**  
of our spend  
went to small  
**Australian  
owned  
businesses**





**MARTINUS  
SCOPE  
OVERVIEW**

# MARTINUS SCOPE OVERVIEW



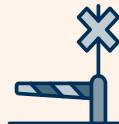
**600km**  
of track



**1,000,000**  
Sleepers



**2.3 million tonnes**  
of ballast



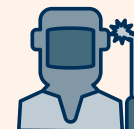
**168**  
Level Crossings



**100+**  
Turnouts

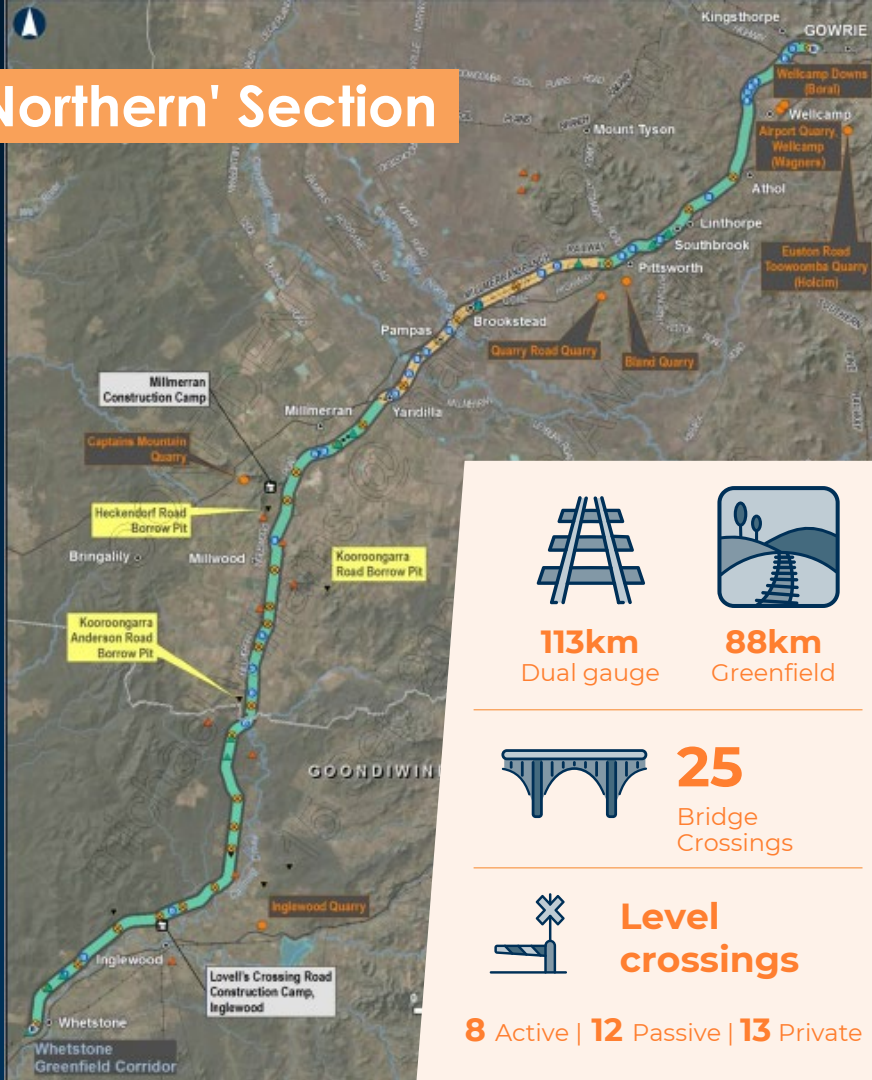


**1,333km**  
(85,000T)  
Rail



**>50,000**  
welds

# 'Northern' Section



**113km**  
Dual gauge



**88km**  
Greenfield



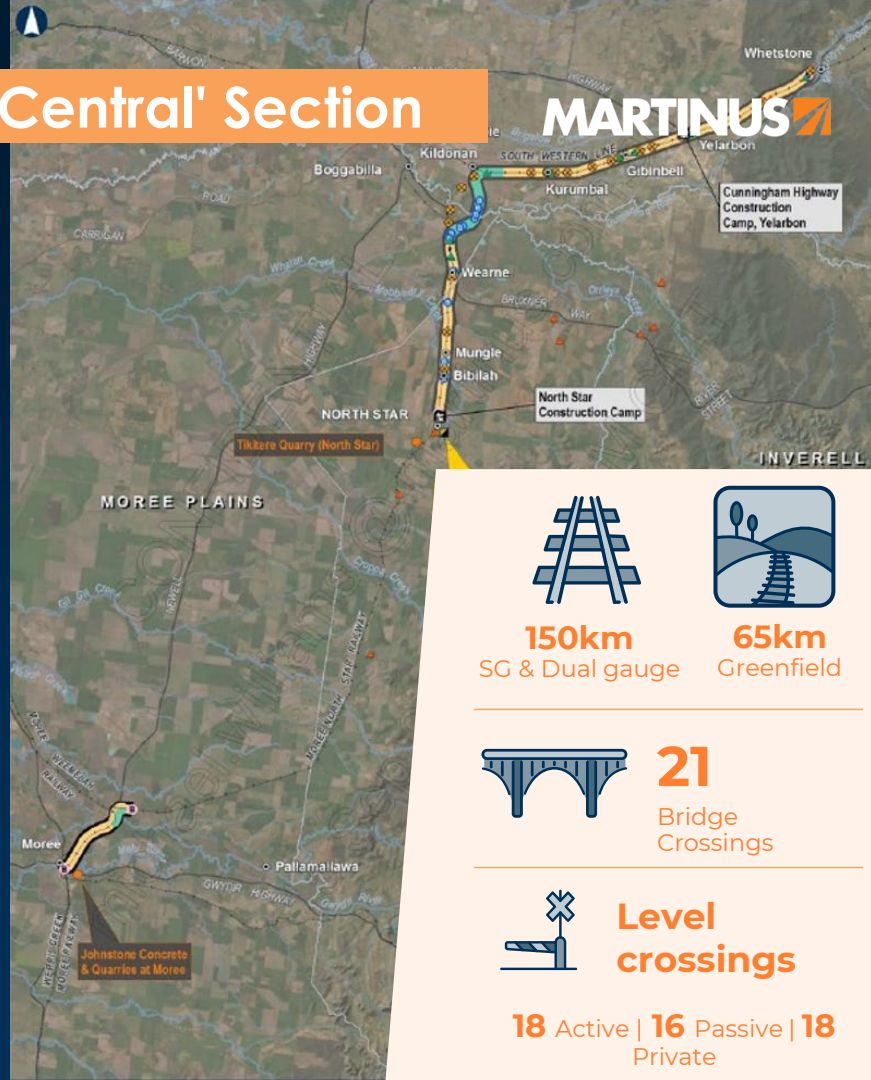
**25**  
Bridge  
Crossings



**Level  
crossings**

**8 Active | 12 Passive | 13 Private**

# 'Central' Section



**150km**  
SG & Dual gauge



**65km**  
Greenfield



**21**  
Bridge  
Crossings

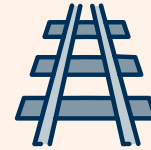


**Level  
crossings**

**18 Active | 16 Passive | 18 Private**

# 'Southern' Section

MARTINUS



**306km**  
Mainline track



**73**  
Bridge  
Crossings  
**16km**  
Bridge  
Structures



**Level  
Crossings**

**14 Active | 36 Passive | 28 Private**

Source: Esri, DigitalGlobe, USDA, USGS



**CONSTRUCTION  
METHODOLOGY**



# Narromine Material Distribution Centre





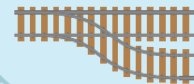




# TRACKLAYING MACHINE METHODOLOGY

1. Turnout delivery crew load turnouts at laydown area and delivers to required site location.

2. All turnouts will be built insitu and constructed ahead of and ballasted in conjunction with plain line track. Set out in accordance with layout drawings.

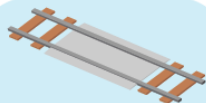


TURNOUT & CATCHPOINT DELIVERY TEAM

TURNOUT & CATCHPOINT INSTALL CREW AND WELDING

3. Level crossing panels are delivered and stockpiled at the road crossing locations. Panels are installed as per manufacturers instructions. Prior to plain line track install.

4. Slab track construction over bridges using top down or bottom up method.



LEVEL CROSSING TEAM

BRIDGE SLAB TRACK TEAM

# TRACKLAYING MACHINE METHODOLOGY

5. Survey set-out using robotic survey trolley.



SURVEY TEAM

6. Rail pulled off TLM by Front End Loader.



RAIL PULLING AND FLASHBUTT WELDING TEAM

7. TLM laying sleepers, installing rail and clip up.



TRACK LAYING TEAM

# TRACKLAYING MACHINE METHODOLOGY

8. Flashbutt welding  
Long Welded Rail.



MOBILE FLASHBUTT WELDING

9. Consist of 2 locos and 40 wagons. Ballast wagons are loaded using two large 992 FEL's. A large watercart with canon is used for dust suppression.



BALLASTING TEAM

10. DTS pulls CTL providing initial lifts.



11. DTS disconnects from CTL after lifts and stabilises tracks.



12. Tamper lifting and lining track to design.



13. Ballast Regulator profiling ballast.



TAMPING TEAM



# TRACKLAYING MACHINE METHODOLOGY

14. MFBW K950 undertaking destressing to ARTC standard.



DESTRESSING TEAM

15. Corrections and clean-up crews.

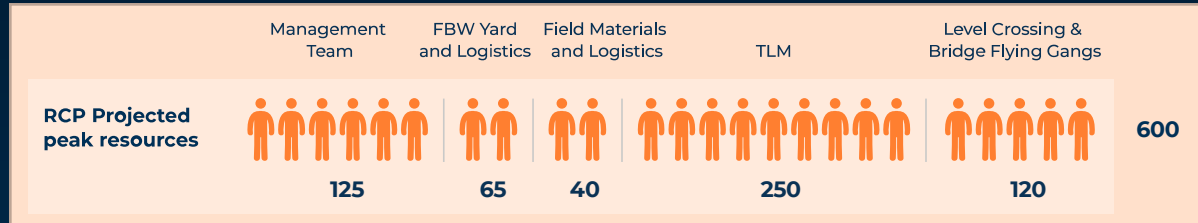


CORRECTIONS / CLEAN UP CREW

16. Signage is installed in accordance with specification. Monuments and signage are to be placed after completion of track laying.

MONUMENTS AND PERMANENT MARKERS

## Rail Corridor Package Resourcing



**600+**

**EMPLOYEES  
AT PEAK OF  
WORKS**



**Local  
OPPORTUNITIES**



**Upskilling  
OPPORTUNITIES**



**Training and  
apprenticeship  
OPPORTUNITIES**





**OPPORTUNITIES**

# Job Seeker Opportunities

**The project team is looking to fill a number of local construction, operation, project support and maintenance roles including, but not limited to:**

- Various engineering roles, including project, site, signalling, electrical, plant/rollingstock, testing and commissioning graduate and apprentices (rail and non rail roles)
- Civil construction roles
- Fitters
- Surveyors
- Environmental specialists
- Electrician
- Boilermakers
- Rail specialists, including welders, grinders and certifiers
- Track supervisors and rail superintendents
- WHS specialists
- Various plant operators
- Train drivers
- Cost engineers
- Community engagement officers
- Procurement and accounting roles
- Project controls and planner
- Administration
- Various other project support roles.

# Supply Chain Opportunities

---

**The project team will be sourcing local plant, equipment, materials and people to support rail works, roadworks, earthworks and drainage construction. Services required include, but are not limited to:**

- Quarry supplies
- Water supply and storage and cartage
- Waste management
- Fuel supply and distribution
- Construction consumables including small tools
- Office buildings and power distribution
- Geotechnical testing
- Earthmoving plant and compaction equipment
- Supply and install of fencing, permanent and temporary
- Traffic control
- Concreting
- Steelfixing
- Heavy haulage transport
- Fabrication





**HOW TO  
GET INVOLVED**



JOB-BOARD

## CAREERS

### Systems Administrator - Procore



25/01/2022

The Company Martinus Rail is a 100% Australian owned and operated rail construction company working on some of Australia's largest rail infrastruc...

Auckland • Auckland • New Zealand

Information & Communication Technology • Networks & Systems Administration

### Register Your Interest

Don't see anything that will work for you?  
Connect into our ever-growing rail network and  
register for a future position with us.

**Register**

### Subscribe to Track Announcements

Subscribe to "Track Announcements" to



# **PROCUREMENT PROCESS**

## Inland Rail - Rail Corridor Program

Project Overview

Work Packages

Associated Opportunities

### 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 via regional Victoria, New South Wales and Queensland.

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 \$18b in economic benefits during construction and the first 50 years of operations and more than 21,500 direct and indirect jobs during construction.

The Australian Government is delivering Inland Rail through the Australian Rail Track Corporation (ARTC), in partnership with the private sector.

### MARTINUS

#### Project at a glance

- NSW Australia (Onshore)
- Awarded
- Martinus Rail Pty Ltd
- > \$500m

#### Contact Details

Jerone Bodiam - ICN  
Regional Manager, Central West

+61 497 851 025

[Send email enquiry](#)



**THANK YOU**

[www.martinus.com.au](http://www.martinus.com.au)



# Inland Rail

Southern Civil Works Program  
'Meet the Preferred Contractors' Briefing

**Jason Manttan**

Supply Chain Manager, ARTC Inland Rail

May 2022



# WORKING WITH INLAND RAIL

## Local content

Includes any **employment, training and development, contracting and procurement** of people, goods and services.

Actively seek **local participation**:

- Project Area (LGAs along project corridor)
- Region (LGAs outside Project Area, within 125km of project corridor)
- Rest of NSW
- Rest of Australia and New Zealand

## Drivers

- ▶ Commercial/ Economic
- ▶ Regulatory
- ▶ Social
- ▶ Political

## Legislation / Policy

- ▶ Australian Jobs Act 2013
- ▶ Commonwealth Indigenous Procurement Policy 2015
- ▶ Modern Slavery Act 2018
- ▶ Sustainable Procurement Policy
- ▶ Social Performance Program / Strategy

**Australian Jobs Act 2013**

**Australian Industry Participation plan**

Inland Rail Program

AJA0027

**1 July 2020**

### Sustainable Procurement Policy

INLAND RAIL

Inland Rail is committed to identifying and managing the social, environmental and economic risks and opportunities within our supply chain. We recognise that improving our procurement performance is an ongoing process and that our suppliers are important partners in helping us achieve a positive legacy through design and construction of our program. We have adopted the AS 5200:2019 Sustainable Procurement Guideline to embed sustainability in our procurement practices.

#### Objectives

- ▶ Procure goods and services that cost-effectively deliver long term benefit to the asset, the environment and local communities
- ▶ Provide clear and early signals to the supply market to increase the availability and effectiveness of sustainable solutions that meet our organisational requirements
- ▶ Encourage our major suppliers and service providers to adopt sustainable and ethical practices in their organisation and drive such practices in their own supply chain
- ▶ Deliver procurement strategies that are responsive and adaptable to the local and regional context
- ▶ Implement the objectives and commitments outlined in this policy and pursue continuous improvement to achieve measurable change

#### Commitments

Inland Rail has considered the key sustainability issues that we will address through our procurement practices and supply chain and are committed to working with our current and future suppliers to achieve:

- ▶ Greater awareness of the benefits of sustainable procurement within Inland Rail and across our supply chain
- ▶ Collaborate to manage community and stakeholder expectations and regulatory requirements
- ▶ Targets, including development and travel-related public pathways for local and Indigenous businesses, individuals and social enterprises
- ▶ Work collaboratively to achieve an Infrastructure Sustainability Council of Australia 'excellent' program-wide rating
- ▶ Incorporate Total Cost Ownership and Life Cycle Cost considerations in relevant tenders
- ▶ Ensure working conditions for staff and sub-contractors are suitable for environmentally harsh conditions such as drought
- ▶ Cultural understanding and positive engagement with Traditional Owners
- ▶ Manage and mitigate modern slavery issues in the procurement of products and/or services
- ▶ Innovate and implement technologies, processes and options that significantly reduce water, energy and waste during design, construction and operations
- ▶ Maximise opportunities for procurement of construction materials that have low embodied energy and water profile
- ▶ Maximise opportunities for procurement from local and Indigenous businesses and social enterprises across Inland Rail program and projects
- ▶ Maximise opportunities to procure environmentally certified products or services for office stationary and equipment
- ▶ Quality data management practices and reporting of outcomes



Marnie Evans  
Director Program Operations - Inland Rail  
12 March 2020

ARTC

The Australian Government is a leading force in the world in supporting the growth of the Australian economy.

# 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.

**BE VISIBLE**



# OPPORTUNITIES FOR LOCAL BUSINESSES

## PROJECT SUPPLY CHAIN EXAMPLE





# BE VISIBLE

- + Prepare a business capability statement that communicates who you are and what your business can offer to prospective buyers
- + Register your company's capability with ICN Gateway - [gateway.icn.org.au](https://gateway.icn.org.au)
- + Attend industry events and briefings around upcoming projects
- + Make yourself known to Contractors and Subcontractors
- + Reach out to your existing clients
- + Make connections with businesses that have supply contracts with Inland Rail - [inlandrail.artc.com.au/awarded-contracts](https://inlandrail.artc.com.au/awarded-contracts)
- + Engage with local Chambers of Commerce and industry associations / professional bodies to expand your contact base

# PREPARE A BUSINESS CAPABILITY STATEMENT

## Must contain the following information:

- + Business name
- + Location and contact details
- + Value and Mission statement
- + What you do (capability and capacity)
- + Where you have worked previously (experience)
- + 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

## Your Capability Statement should :

- + Be a single document (PDF)
- + Be (preferably) no more than 6 pages
- + Communicate your point of difference – what sets you apart from others
- + Catch the eye of the reader and include photos
- + Be professionally printed

# ABOUT THE INDUSTRY CAPABILITY NETWORK (ICN)



ICN NSW helps bring suppliers and project owners/ contractors together by providing exclusive access to their powerful online database and extensive network of industry consultants.

Whatever industry you operate in, ICN can provide you with powerful procurement and supply chain tools, backed by expert advice and support.

ICN NSW is a member of the ICN National network. ICN NSW was established in 1985 and is not-for-profit entity funded by the NSW Government.

## ABOUT ICN NSW



### What can they provide

- Business matching to assist buyers better understand local supply chain capability and capacity (projects/ on-going requirement)
  - Access for suppliers to submit EOIs for projects
  - Visibility in searches for suppliers conducted on behalf of buyers
- Information about major projects and their requirements

### How can they help

- ICN consultants based in metro and regional NSW (and the rest of Australia)
- ICN Gateway, a tool for making it known to buyers that a supplier is interested in being considered for specific opportunities within a project or on-going requirement

icngateway

Home How it works Success Stories Pricing Join Now Login Search

## SUPPLIERS Find your next opportunity

- Create a profile for your business on our public directory
- Search across billions of dollars of projects & get 'Project Alert' notifications
- Get support from our experienced Industry Consultants
- Send unlimited expressions of interest

More for Suppliers

## PROJECT OWNERS Streamline Procurement

- We're the connection between major projects and the best suppliers in the region
- We find the best-fit suppliers for your project while you focus on your core activities
- Meet local procurement corporate responsibility demands
- Our consultants are here to support your team

More for Project Owners

What are you looking for?

Projects Suppliers ?

What kind of work or project?

State

Region

Search

ICN Gateway is a:

- + powerful online tool providing Australian entities with access to billions of dollars worth of supply opportunities
- + public supplier engagement portal which provides Australian entities with full, fair and reasonable opportunity to participate
- + <https://gateway.icn.org.au>



icngateway

How it works Success Stories Pricing Join Now Login Search

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More for Project Owners

What are you looking for?

Projects Suppliers ?

What kind of work or project?

State

Region

Search

+ <https://gateway.icn.org.au>

+ Project opportunities

- + Create a new or update an existing company profile
- + Set up notifications for new projects/opportunities
- + Search for projects or supply opportunities
- + Register interest in work packages

## COMPANY PROFILE



### Create Your Profile

Populate as much of the company profile as you can, but **make sure** you complete...

- Summary and description
- Turnover
- No. of employees
- Products and services
- Facilities and equipment
- Previous significant projects
- Certifications
- Licences and insurances
- Locations
- Notifications



### Active In ICN Gateway

Succinct Summary that states what you do and how your company is different to others

- Up to date contact details
- Use all the relevant keywords
- Full, self-contained answers to EOI questions




### Capability Statement

Prepare a comprehensive Capability Statement and have it ready

## WORK PACKAGE ALERTS

- 1 Email notification of new work packages. At most daily.
- 2 Each contact within your company determines his/her own alerts
- 3 You decide which ones you want to receive by industry and location
- 4 Only the work packages that meet your selections are included
- 5 Controlled under Notifications in your capability profile

### Project Alert.



Hello Kathy,

We have listed the following new opportunities on ICN Gateway that may interest you.

**New projects**

Click the link below to view the project details.

**Work packages in red have changed.**

BAE Systems Hunter Class Frigate Program			
Research and Technology			
Name	Opens	Full Scope Closes	Partial Scope Closes
Research and Technology - RFI - Non-PFAS Alternative Firefighting Foams	10/02/21	12/03/21	

NEW ENGLAND SOLAR FARM			
Name	Opens	Full Scope Closes	Partial Scope Closes
01. Access Roads (early works)	09/02/21	01/06/21	
02. Fences	09/02/21	01/06/21	

# ICN GATEWAY REGISTER INTEREST

- + Websites:
  - + [inlandrailcwp-s.icn.org.au](https://inlandrailcwp-s.icn.org.au)
  - + [inlandrailrcp.icn.org.au](https://inlandrailrcp.icn.org.au)
- + Information about the project, contractor and compliance requirements
- + Importantly, communicates details for current work packages

**Inland Rail - Civil Works Program - Southern**

**Project Overview** | Work Packages | Associated Opportunities

**About Inland Rail**

Inland Rail is a fast freight backbone stretching more than 1,700km 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 regional businesses, manufacturers and producers to national and global markets and generate new opportunities for existing and emerging industries.

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 \$18b in economic benefits and over 21,000 direct and indirect jobs.

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

**Project at a glance**

- NSW Australia (Onshore)
- Tendering
- AUSTRALIAN RAIL TRACK CORPORATION LTD

**Contact Details**

Jerone Bodiam - ICN Regional Manager, Central West

+61 497 851 025

Send email enquiry

**Project Documents**

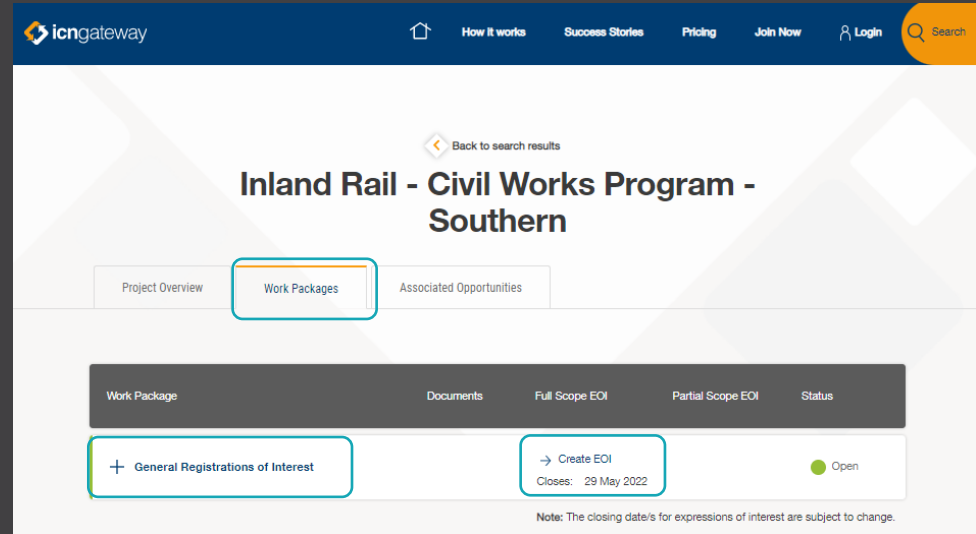
General

- ICN Gateway User Guide - Submitting an Expression of Interest
- ICN Gateway User Guide - Creating an ICN Gateway Company Profile 22

# ICN GATEWAY

## REGISTER INTEREST

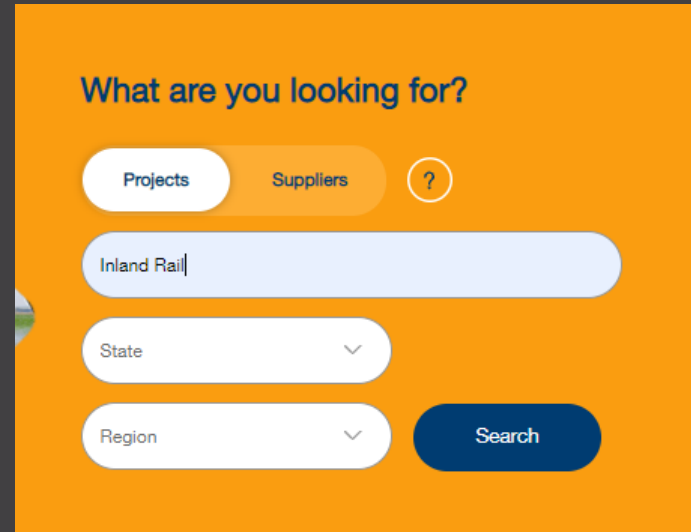
- + Select the (+) sign to view additional detail about the work package
- + Click 'Create EOI' to register interest
- + Prompted to respond to questions
- + Registrations of interest provided to ARTC and proponents / contractors
- + Contact the ICN consultant listed on the webpage for assistance





# KEY POINTS TO TAKEAWAY

- + Visit the ICN Gateway website to:
  - + create a new company profile or
  - + update/ modify an existing company profile.
- + Research Inland Rail projects (search for “Inland Rail” on the ICN Gateway website).
- + Register your interest in supply opportunities as they are communicated by Contractors.



The screenshot shows a search interface on an orange background. At the top, it asks "What are you looking for?". Below this are three tabs: "Projects", "Suppliers", and a question mark icon. The "Suppliers" tab is selected. Under the tabs is a search bar containing the text "Inland Rail". Below the search bar are two dropdown menus: "State" and "Region". To the right of these dropdowns is a blue "Search" button.

**BE COMPLIANT**

# BE COMPLIANT

- + Code for the Tendering and Performance of Building Work 2016
- + Rail Industry Worker (RIW) Program
- + Workplace Health and Safety (WH&S) Accreditation Scheme
- + Chain of Responsibility (COR) / Heavy Vehicle National Law
- + Provision of safe and effective Plant and Equipment
- + Management Systems (ISO Certified) or policies/ procedures which demonstrate your commitment

# 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 M'mnt 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)

# 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.
- + <https://www.nhvr.gov.au/law-policies/heavy-vehicle-national-law-and-regulations>



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](#)

**BE PREPARED**

# TYPICAL PROCUREMENT PROCESS

STEPS	PROCESS	DESCRIPTION
STEP 1	Registration of Interest (ROI)	Prospective subcontractors / suppliers are encouraged to register their interest in work packages communicated on ICN Gateway
STEP 2	Evaluation of ROI	Responses to work package expressions of Interest questionnaire will be evaluated to determine the prospective subcontractors / suppliers suitability to advance in the process.
STEP 3	Shortlisting	A list of potentially suitable subcontractors/ suppliers will be developed. Subcontractors / suppliers selected to progress to prequalification will be required to sign a confidentiality agreement.
STEP 4	Prequalification	Businesses selected to prequalify will be required to provide further information to determine suitability for inclusion on the bidders list.
STEP 5	Request for Quote / Proposal / Tender	Businesses chosen to participate in this stage of the process will be provided Request for Quote (RFQ), Request for Proposal (RFP) or Request for Tender (RFT) documentation.
STEP 6	Evaluation	Based on responses to RFQ/ RFP/ RFT the Contractors procurement team will determine which business is recommended for contract award.
STEP 7	Award	Successful subcontractors / suppliers will be required to enter into a contractual arrangement with the Contractor prior to commencing any work.

# PROCUREMENT PROCESS

## TYPICAL SELECTION CRITERIA

- + Capability to meet the scope of works and deliver a high-quality outcome, on time and on budget (DIFOT)
- + Confirmation of resource and financial capacity to deliver the relevant type of works
- + Previous experience in delivering the relevant type of works
- + Compliance with Australian Government Building Code
- + Health, Safety and Environmental (HSE) performance – track record and commitment to operating safely and adhering to HSE regulations and requirements
- + Accredited management systems for quality, safety, environment etc.
- + Social outcomes including demonstrated spread of local economic and community benefits
- + Sustainability outcomes
- + Price

## TIPS FOR TENDERING AND CONTRACT MANAGEMENT

- + Understand procurement methods (EOI/ RFQ/ RFT) and process
- + Research your buyer
- + Read and re-read tender documents
- + Assemble your bid team
- + Follow instructions provided
- + Include relevant references
- + Quote the price in the format requested
- + Submit your proposal/ bid on time, ensuring its signed
- + Request detailed feedback
- + Putting together a good tender submission takes time, thought and meticulous preparation - the devil is in the detail



# BUSINESS CAPABILITY BUILDING

# BUILDING BUSINESS CAPABILITY

## CAPABILITY DEVELOPMENT PROGRAM

### Future Workshops (Q3/ Q4 2022)

Pathway to Opportunities Program to:

- + Help local businesses to learn what major project buyers and supply chains seek from suppliers
- + Develop the skills and capabilities to be competitive
- + Provide expert support (workshops & mentoring) to help businesses access new opportunities
- + Assist businesses map their own Pathway to Opportunities – focusing on multiple opportunities
- + Help local businesses build resilience and increase local content across a range of current and new opportunities and respond to national/international trends

### Be visible to Buyers

- + How visible are you to buyers
- + Develop a business capability statement & online presence

### Be compliant with buyer requirements

- + Understand compliance requirements
- + Check your compliance and understand gaps

### Being prepared for tendering and contract management

- + Understand how tendering works
- + Understand how to manage your contracts

# 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/>

# 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 & Chambers of Commerce

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

# Inland Rail

Southern Civil Works Program  
'Meet the Preferred Contractors' Briefing

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May 2022



## Q & A



# EVENT RECAP

## WHAT HAVE YOU HEARD TODAY

- + About the Southern Civil Works and Rail Corridor Programs
- + Who are Acciona CPB Contractors Joint Venture and Martinus
- + Targeting contract award by Nov/Dec 2022 enabling Contractor to gear-up for construction
- + Some early works for Contractor between now and then.
- + No construction will commence until Planning approvals received
- + What they're looking for from the local community (businesses, jobseekers, other)
- + What do local businesses need to do to get ready
- + Where can you register your interest
- + What's next e.g. business capability building workshops and support

# 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)

