



Australian Government

## Australian Industry Participation Authority

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ABN: 74 599 608 295

Ms Jeanette Hitchen  
Project Coordinator  
New Hope Group  
PO Box 47  
IPSWICH QLD 4305

### **Approval of Australian Industry Participation plan under section 18(1) of the *Australian Jobs Act 2013***

Dear Ms Hitchen,

I wish to advise that I have approved the Australian Industry Participation (AIP) plan for the New Acland Coal Mine Stage 3 Project dated 1 June 2015.

I have determined that the AIP plan complies with the *Australian Jobs (Australian Industry Participation) Rule 2014* under the *Australian Jobs Act 2013* and the actions outlined within are adequate.

This AIP plan is now the approved AIP plan for the New Acland Coal Mine Stage 3 Project. A summary of the AIP plan has been published on our website at: [www.industry.gov.au/aip](http://www.industry.gov.au/aip).

The compliance reporting period for the project will be every six months commencing from the date of this letter. The Act provides a maximum period of three months from the end of the compliance reporting period to prepare and submit a compliance report. The compliance report for the first reporting period will be required to be submitted to me by 11 March 2016.

If there are any further questions or issues that arise please contact me on (02) 6213 6404.

Yours sincerely

Gary Richards  
Acting Australian Industry Participation Authority

(( June 2015



Australian Government

**Australian Industry  
Participation Authority**

# **Australian Industry Participation plan**

**April 2014**



## Objective

The key objective of the *Australian Jobs Act 2013* is to ensure Australian entities have full, fair and reasonable opportunity to bid for the supply of key goods or services for the project and, if applicable, the initial operations of the facility.

Completing the AIP plan template will assist you in achieving this objective.

## Part A – Title

### A.1 Project Proponent Details

*Provide details of the designated project proponent for the project. Contact details should be for the officer responsible for developing the AIP plan, these contact details will not be published and are for the Australian Industry Participation Authority's use only.*

|   |   |
|---|---|
| <b>Business Name of Designated Project Proponent</b>                      | New Acland Coal Pty Ltd                         |
| <b>ABN of Designated Project Proponent</b><br>(if applicable)             | 90 081 022 380                                  |
| <b>ACN of Designated Project Proponent</b><br>(if applicable)             | Enter ACN of designated project proponent here  |
| <b>Project Contact Person</b>   | Jeanette Hitchen                                |
| <b>Project Contact Phone Number</b>                                       | 07 31083 607                                    |
| <b>Project Contact E-mail Address</b>                                     | jhitchen@newhopegroup.com.au                    |
| <b>Project Postal Address</b>   | New Hope Group<br>PO Box 47<br>Ipswich QLD 4305 |
| <b>Project Proponent/s Type</b> (e.g. single company, joint venture, PPP) | Single company                                  |
| <b>Project Proponent/s Corporate Structure</b><br>(e.g. public, private)  | Public  |

*Where applicable provide details of all other project proponents involved in the project which have discharged their AIP plan development responsibilities to the designated project proponent.*

|   |     |
|---|-----|
| <b>Business Name of Project Proponent</b>       | N/A |
| <b>ABN of Project Proponent</b> (if applicable) | N/A |

|   |     |
|---|-----|
| <b>Business Name of Project Proponent</b>       | N/A |
| <b>ACN of Project Proponent (if applicable)</b> | N/A |

## A.2 Project Details

### Project name

New Acland Coal Mine Stage 3 Project

### Project location

New Acland open cut coal mine which is situated north-northwest of the Oakey township in southeast Queensland's Darling Downs region – Jondaryan-Muldu Road, Acland QLD

### Total estimated project value

\$800m

### Project type

*Select all applicable facilities for the project*

|                              |                                     |   |                          |
|------------------------------|-------------------------------------|---|--------------------------|
| Mine or quarry               | <input checked="" type="checkbox"/> | Land transport facility                             | <input type="checkbox"/> |
| Wharf or other port facility | <input type="checkbox"/>            | Petroleum facility                                  | <input type="checkbox"/> |
| Electricity facility         | <input type="checkbox"/>            | Factory   | <input type="checkbox"/> |
| Airport                      | <input type="checkbox"/>            | Passenger Terminal                                  | <input type="checkbox"/> |
| Water supply facility        | <input type="checkbox"/>            | Sewage or wastewater facility                       | <input type="checkbox"/> |
| Telecommunications network   | <input type="checkbox"/>            | Other Productive Facility, please specify:<br>_____ |                          |

**Provide a brief description of the project.**

The existing New Acland Coal Mine produces 5.2 million tonnes per annum and has reserves that will allow current operations to continue until approximately 2017. The New Acland Coal Mine Stage 3 Project (NAC03) will extend the mine's operating life to approximately 2029 with approval for an annual output up to 7.5 million tonnes per annum. Works will include:

- Coal Handling and Preparation Plant
- Materials Handling Facility;
- Optional Overland Conveyor (approximately 7km);
- Train Load-out and Rail spur and loop; and
- Civil works and offsite infrastructure.

The detailed civil design and Project Management Consultant (PMC) packages are anticipated to be released first in Q3 2015. Subject to Mining Lease approval, the remaining packages are anticipated to be released between Q4 2015 and the end of Q2 2016, with construction expected to commence in Q3 2016.

**Is this project an upgrade of an existing facility?**

*If this project involves the establishment of a new facility complete Parts A, B and C of this AIP plan. If the project involves the upgrade of an existing facility complete Parts A and B only.*

Yes

**Estimated date of completion**

*If this project involves the establishment of a new facility please provide an estimated date of completion of the establishment of the facility.*

Q1 2018

### **A.3 AIP plan authorised person declaration**

I, Bruce Denney, being an authorised person for the project proponent, declare that:

The information contained in Parts A and B of this AIP plan together with any statement attached is true, accurate and complete to the best of my knowledge.


**I understand that:**

1. The activities outlined in Part B and/or Part C ('the Project') will be implemented to meet the key objectives of the *Australian Jobs Act 2013*.
2. Once an AIP plan for the Project is approved by the Australian Industry Participation Authority ('AIP Authority'), it comes into force and is binding on all project proponents while it remains in force (see s.21 and s.24).
3. The AIP Authority may ask me (or my nominated contact listed in the AIP plan) to clarify any information in this AIP plan about the Project, or provide further information or documentation in order to verify the information already supplied. If we do not provide the information or documentation required, or if the information or documentation that is provided is insufficient or unsuitable for the purpose of the Project, then the AIP plan may not be approved.

4. The AIP Authority collects information on behalf of the Commonwealth of Australia to monitor the performance of its policies. I may be contacted at a future date by the AIP Authority and asked to participate in this process (although I am not required to do so).
5. The AIP Authority will collect and use information on behalf of the Commonwealth about the company and its operations for the purposes of:
  - a. meeting the objectives of the *Australian Jobs Act 2013*; and
  - b. program evaluation and monitoring, policy evaluation and development; and research and analysis; and
  - c. as may be otherwise authorised by law.
6. The AIP Authority and its staff will collect and use the personal information I have supplied in connection with the Project and the AIP plan for purposes of meeting the objectives of the *Australian Jobs Act 2013*, including assessing, implementing and monitoring the AIP plan and the Project.
7. Giving false or misleading information is a serious offence.

**I consent to:**

8. A summary of this AIP plan being published on [www.industry.gov.au/aip](http://www.industry.gov.au/aip) with a link to our company website.
9. The use of the company's confidential information for the purposes outlined at paragraph 5 above.
10. The use of personal information outlined at paragraph 6 above.

|                   |   |
|-------------------|---|
| <b>Signature:</b> |  |
| <b>Position:</b>  | Chief Operations Officer  |
| <b>Date:</b>      | 1 June 2015   |

**Other project proponents and/or operators declaration**

*This section is only required to be completed in the event that a project and/or facility involves multiple project proponents and/or operators.*

We the project proponents and/or operators named below:

- Are aware of the obligations detailed in this AIP plan and support the implementation of these obligations for the project and/or operation of the facility.
- Will abide by the obligations detailed in the AIP plan if undertaking activities associated with the project and/or operation of the facility.
- Are aware that the consequences of non-compliance with the AIP plan by any project proponent and/or operator shall be applied to all project proponents and/or operators.

*Please include for all project proponents and/or operators*

|   |                                      |
|---|--------------------------------------|
| <b>Project proponent and/or operator:</b> | N/A                                  |
| <b>Name:</b>                              | Enter name of authorised person here |
| <b>Position:</b>                          | Enter position title here            |
| <b>Signature:</b>                         |                                      |
| <b>Date:</b>                              | Click here to enter a date           |





## Part B – Project Phase

The key objective of Part B of the AIP plan is that Australian entities should have full, fair and reasonable opportunity to bid for the supply of key goods or services for the project.

*All references to “you” in Part B of this AIP plan refer to the project proponent detailed in ‘A.1 – Project Proponent Details’.*

### B.1 Contact Details

This criterion should provide the contact details of staff responsible for engaging with interested Australian entities and implementing the actions of the AIP plan.

#### 1. Provide the details of the project proponent’s contact officer.

*The contact officer’s contact details will be published. Note that the contact officer may be contacted by Australian entities interested in supplying key goods or services for the project.*

|                                       |                              |
|---------------------------------------|------------------------------|
| <b>Contact officer</b>                | Jeanette Hitchen             |
| <b>Contact officer phone number</b>   | 07 3108 3607                 |
| <b>Contact officer e-mail address</b> | jhitchen@newhopegroup.com.au |

#### 2. Provide the contact details for the person responsible for implementing Part B of this AIP plan.

*This contact officer should be the officer who will have overall responsibility for implementing and monitoring the actions of the AIP plan. These details will not be published and are for the Australian Industry Participation Authority’s use only.*

|                               |                              |
|-------------------------------|------------------------------|
| <b>Name:</b>                  | Jeanette Hitchen             |
| <b>Title:</b>                 | Project Coordinator          |
| <b>Contact phone number:</b>  | 07 3108 3607                 |
| <b>Contact e-mail address</b> | jhitchen@newhopegroup.com.au |

#### 3. Detail how you will ensure procurement entities will appoint a procurement contact officer for project opportunities and promote their contact details.

*These contact details will be required to be published on the website identified at question 3 of ‘B.3 – Publication of Opportunities’. Procurement entities may be permitted to nominate a single contact for all opportunities or individual contacts for each opportunity. Where you are acting as the procurement entity the officer detailed at question 1 will be satisfactory.*

Jeanette Hitchen, the Contact Officer listed in questions 1 and 2 above will also be the Procurement Contact Officer, however, this may change as the project progresses into the execution phase.

New Acland Coal may engage a contractor for the provision of project management, procurement and construction management services for the project. If engaged, this contractor will be required to comply with New Acland Coal's AIP Plan and AIP Policy and the Procurement Contact Officer/s may be amended.

## B.2 Opportunities to supply goods and services

This criterion examines the opportunities which are likely to arise for Australian entities and/or non-Australian entities to supply the project. Information should be provided on the likely supply opportunities as well as how procurement entities will provide opportunities to Australian entities to supply key goods and services to the project.

### 1. Provide an indicative list of opportunities likely to arise in the project, and whether opportunities are expected for Australian and non-Australian entities.

*This should be an indicative list of goods and services to be procured for the project. A list of all key goods and services (valued above \$1 million) will be required to be published on the website detailed in question 2 of 'B.3 – Publication of Opportunities' at a later date.*

| Expected opportunities                     | Opportunities for Australian entities | Opportunities for non-Australian entities |
|--|---------------------------------------|---|
| <b>Goods</b>                               |                                       |   |
| Coal handling and prep plant (CHPP)        | Y                                     | Y   |
| Train load out facility (TLO)              | Y                                     | N   |
| Stackers and reclaimers                    | Y                                     | Y   |
| Materials handling facility (MHF)          | Y                                     | N   |
| Optional overland conveyor (OLC)           | Y                                     | Y   |
| High voltage equipment                     | Y                                     | Y   |
| <b>Services</b>                            |                                       |   |
| Detailed engineering design                | Y                                     | N   |
| Project Management Consultant (PMC)        | Y                                     | N   |
| Civil works and water systems construction | Y                                     | N   |
| Rail works construction                    | Y                                     | N   |
| Telecommunications                         | Y                                     | N   |
| High voltage construction                  | Y                                     | N   |

### 2. Provide a short statement that explains the reason for each item which is not expected to be sourced from an Australian entity.

*Reasons should be based on the results of recent investigations into potential suppliers.*

Australian entities will be provided full, fair and reasonable opportunity to supply all goods and services listed above in question 1. At this stage of the project there are no items that are unable to be procured from an Australian entity. However, international entities will also be provided the opportunity to bid on some of the goods as identified above.

**3. Describe how you will ensure all procurement entities will obtain and maintain a current understanding of the broad capability and capacity of Australian entities to supply the key goods and services required to carry out this project?**

*Where you are acting as the procurement entity detail how you will achieve this objective.*

The New Acland Coal (NAC) Project will utilise the resources of the Industry Capability Network (ICN) and other sources including the Toowoomba and Surat Basin Enterprise (TSBE) group, as appropriate, to identify those Australian companies able to supply goods or services consistent with the safety, quality, environmental, and delivery requirements of the project.

The existing NAC Mine, has played a key role in the Darling Downs region as an employer and economic contributor since it began operation in October 2002. NAC intend to continue their partnership with both the TSBE and Oakey Chamber of Commerce to understand local business needs, capabilities and gaps.

Where NAC engages a supplier or Project Management Consultant (PMC), it will contractually require that company to provide full, fair and reasonable opportunity to Australian industry. In addition, NAC will set up an ICN project gateway and publish all major packages over \$1 million on the ICN project gateway. NAC will also utilise the ICN business matching services to enable identification of potential Australian suppliers.

**4. Detail how you will ensure procurement entities will require Australian or international standards for key goods and services for the project.**

*Publication of standards will be required to occur on the website(s) detailed in question 3 of 'B.3 – Publication of Opportunities'. Where you are acting as the procurement entity detail how you will achieve this objective.*

**What form of standards for key goods or services will be used for this project? Do Australian entities have the ability to meet these standards?**

NAC intend to utilise either Australian Standards or ISO International Standards on the project. These standards will be clearly articulated in the tender documents and published through the website(s) detailed in question 2 in section B.3.

**If the project does not utilise an Australian standard, or an international standard, provide an explanation why these standards are not used, and the impact this will have on the ability of Australian entities to participate.**

N/A



## B.3 Publication of Opportunities

This criterion should detail where you will publish information on the project and the contact details for interested Australian entities to contact you regarding opportunities.

### 1. Provide the web address of the project proponent and/or project.

*This should be the website which will be used to promote the project and provide general information for suppliers and a link to procurement opportunities.*

www.aclandproject.com.au

### 2. Provide the web address where project opportunities will be published.

*This website should communicate details of all available opportunities to supply key goods or services for the project as they arise. This list of key goods and services should be updated on a regular basis to ensure Australian entities are provided up-to-date information on all opportunities.*

www.aclandproject.com.au

An ICN project owner / company profile page will be set up on the ICN Gateway for New Hope Coal "New Acland Project" where work packages can be posted. The page will be publically searchable as an 'opportunity' within the ICN Gateway system

### 3. Describe how you will ensure that your procurement entities will maintain a publicly accessible website which details:

- requirements potential bidders must satisfy in order to bid to supply key goods or services for the project (e.g. pre-qualification requirements);
- standards for key goods or services for the project (if standards are neither Australian nor international standards an explanation will need to be included); and
- the contact details for a procurement contact officer for Australian entities to approach with enquiries.

**In addition, provide the web address of the publically accessible website for each procurement entity (where known).**

*Where you are acting as the procurement entity detail how you will undertake these activities.*

New Hope Group's objective is that the culture of our sites delivers safe, compliant and reliable operations. The project and existing operations rely on the ongoing capability, performance and commitment of our suppliers, contractors and partners whose values are ideally closely aligned to those of New Hope Group.

To support this objective it is a procedural requirement that suppliers and contractors undergo a pre-qualification process. This process aims to identify contractors and suppliers who are qualified to undertake work or supply New Hope Group and is condition precedence to carrying out work for New Hope Group.

The project prequalification requirements include:

- Technical capability to complete the supply/works/services;
- Commercial capacity and capability to complete the supply/works/services;
- Adequate quality management systems (ISO9001);
- Adequate safety management systems (AS4801) and safety statistics;
- Adequate environmental management systems (ISO14001);
- Experience working under the Coal Mining Safety and Health Act 1999-Queensland or similar legislation;
- Adequate sub-contractor management systems (if required);
- Experience in major contracting (>\$1m) within the mining industry;
- Adequate employee relations management systems and IR statistics;

As per section B.2 question 4, NAC intend to utilise either Australian Standards or ISO International Standards on the project. These standards will be clearly articulated in the tender documents and published through the website(s) detailed in question 2 in section B.3.

Jeanette Hitchen, the Contact Officer listed in questions 1 and 2 per section B.1 will be the nominated Procurement Contact Officer, however, this may change as the project progresses into the execution phase.

New Acland Coal may engage a contractor for the provision of project management consultancy services for the project. If engaged, this contractor will be required to comply with New Acland Coal's AIP Plan and AIP Policy and the Procurement Contact Officer/s may be amended.

The website which will host the above information is the ICN project gateway.



## B.4 Communicating and Providing Opportunities

This criterion requires a communication strategy for the early identification of opportunities for Australian entities and effective transfer of information on opportunities for Australian entities, through all tiers of supply (e.g. from procurement entities to lower tier suppliers). This must include detail on how you will actively seek information on Australian entities' capability and communicate opportunities to Australian entities and the measures undertaken to encourage this in all stages of the project (e.g. through design, procurement, construction and whole-of-life- support).

Project proponents should identify specific methods and/or mediums they intend to use to communicate how Australian entities can find out about available opportunities to participate in the project.

- 1. Describe the activities that you intend to undertake to conduct awareness programmes about opportunities for Australian entities to supply key goods or services for this project. A minimum of four actions should be provided.**

*These activities should detail how the project proponent will communicate opportunities to supply key goods or services for the project to Australian entities.*

|                 |   |
|-----------------|---|
| <b>Action 1</b> | The New Acland Coal (NAC) Project will utilise the resources of the Industry Capability Network (ICN) to publicly list opportunities to supply the project through an ICN project gateway webpage.  |
| <b>Action 2</b> | NAC will engage ICN to identify capable and competitive Australian entities to supply goods and services to the project through their business matching services. These identified Australian entities will be requested to submit an EOI for relevant packages.  |
| <b>Action 3</b> | NAC will provide or facilitate the provision of pre-tender information including fact sheets to ensure interested Australian and local businesses are tender ready. These fact sheets will be available on the NAC03 project website, through ICN and provided to relevant industry and regional organisations. |
| <b>Action 4</b> | NAC will hold local briefings for businesses explaining what opportunities are available for local contractors and the anticipated timelines.   |

- 2. Describe how you will train procurement entities to ensure procurement entities achieve your AIP plan obligations.**

*Where you are acting as the procurement entity detail internal training which will be provided to staff to achieve your AIP plan obligations.*

NAC will:

- Ensure that the AIP Plan and AIP Policy is communicated to all employees and contractors involved in the project;
- Provide AIP awareness training sessions for all project employees and contractors involved in the procurement process;
- Ensure that the AIP Plan and AIP Policy is provided to tenderers and briefings are provided during the tender process;
- Ensure that standard contract conditions for contracts greater than \$1 million include AIP obligations;
- Ensure major suppliers are briefed on the AIP obligations within their contracts at relevant kick-off meetings; and
- Offer AIP awareness training sessions for relevant personnel employed by major suppliers.

**3. Describe how you will ensure that procurement entities will publish pre-qualification requirements at a reasonable time prior to approaching the market and include the requirements that potential bidders must satisfy in order to bid for key goods or services, in connection with carrying out this project.**

*Publication of pre-qualification requirements will be required to occur on the website(s) detailed in question 3 of 'B.3 – Publication of Opportunities'. Where you are acting as the procurement entity detail how you will achieve this objective.*

NAC are currently in the process of finalising the project's prequalification requirements and process. Once the prequalification process is completed and the ICN project webpage is live, potential suppliers will be able to register their interest in supplying goods/services/works to the project and initiate the prequalification process. NAC's prequalification questionnaire will be made publicly available on the ICN project webpage. Any suppliers that have not registered their interest and not prequalified prior to the tender process will be prequalified as part of the Expression of Interest (EOI) process.

**4. Detail how you will ensure that procurement entities will provide equal timeframes to Australian entities in relation to responding to requests for bids to supply key goods or services.**

*This answer should specify how Australian entities will be provided the same opportunity as other potential suppliers to access all opportunities in the project. Where you are acting as the procurement entity detail how you will achieve this objective.*

NAC will ensure that probity is actively managed during tender processes. All tenders will be conducted and tenderers will be treated fairly and equitably, including ensuring that all tenderers are provided with access to the same information and timeframes in order to prepare their tenders.

## B.5 Facilitating Future Opportunities

When addressing this criterion you should provide detail on how your actions will assist longer-term participation by Australian entities, including how you will work with Australian entities to encourage capability development and integration into global supply chains. Actions should detail how, by working with you on this project, Australian entities will be better placed to access opportunities to supply key goods or services in future similar projects.

### 1. Describe how you, or any other project proponent, will encourage capability development for Australian entities.

*If you, or any other project proponent, have a global supply chain, this response should include a description of how you will encourage Australian entities supplying key goods and services for your project to develop the capability and capacity to supply key goods and services to your global supply chain.*

NAC will:

- Encourage local subcontracting with larger more experienced contractors to provide support and upskilling;
- Provide timely clarity on pre-qualification requirements to all tenderers including Australian entities;
- Provide or facilitate the provision of pre-tender training and information including fact sheets to ensure interested local businesses are tender ready;
- Work with government, industry advocates and local business communities to improve the capability and competitiveness of Australian entities;
- Consider Australian entities' capabilities during development of procurement and contracting strategies and scopes without compromising safety, quality or competitiveness; and
- Facilitate alliance-forming or consortium-building to compete for larger contracts where it is appropriate and commercially and technically sustainable.

### 2. Describe how you, or any other project proponent, will encourage the integration of Australian entities into global supply chains.

*If you, or any other project proponent, have a global supply chain, this response should include a description of how you will encourage Australian entities supplying key goods and services for your project to integrate into your global supply chain.*

NAC does not currently have a global supply chain. However, where appropriate, NAC will:

- Facilitate introductions between Australian entities and international entities;
- Encourage the use of Australian entities in tender and contract documentation; and
- Identifying capable and competitive Australian entities and refer them to government and industry advocates.

### 3. Describe how you will ensure that feedback, including on any relevant training, skills, capability and capacity development, will be provided by procurement entities to Australian entities unsuccessful in their bid to supply key goods and services to the project.

*This answer should specify the type of feedback to be provided, the method of delivery and the intended outcomes. Feedback provided must include recommendations of relevant training and skills,*

*capability and capacity development activities. Where you are acting as the procurement entity detail how you will achieve this objective.*

NAC will:

- Provide timely and constructive feedback on prequalification and tendering performance as part of standard procurement processes ensuring commercially sensitive information is not released;
- Successful Australian entities will be provided regular feedback as part of contract management processes. Where gaps or shortfalls are identified, training and mentoring will be provided or facilitated by NAC where appropriate;
- Provide timely post-contract feedback as part of contract close-out reviews and lessons learnt processes; and
- Provide referrals of unsuccessful Australian entities to relevant government support services such as the Department of State Development's Accessing Supply Chain Opportunities (ASCO) program and the Department of Industry and Science Entrepreneurs' Infrastructure Programme.

## B.6 Implementation Resources

The intent of this criterion is to ensure that you have the appropriate resources and procedures in place within the project to effectively implement the actions outlined throughout the AIP plan. This should also include, where applicable, monitoring the obligations of procurement entities. You should describe the procedures and resources to implement the strategies to provide full, fair and reasonable opportunity to Australian entities and the internal procedures, resources and systems in place to monitor the implementation of the AIP plan.

### 1. What records and/or evidence do you intend to maintain in order to prove compliance with Part B of this AIP plan?

*Provide examples of the types of records and/or evidence you are intending to collect. These will be examples only, different evidence can be provided at the time of the Compliance Report.*

NAC will develop and implement AIP Plan compliance reporting processes, including data capture. NAC intend to provide the following information and evidence as part of their AIP Plan Compliance Reporting:

- A copy of the EOI package listing from ICN webpage;
- A copy of the NAC prequalification questionnaire;
- A current list of Australian entities prequalified through the ICN webpage;
- A screenshot of the link to the ICN webpage on NAC project webpage;
- Evidence of local briefings and pre-tender training and information including fact sheets to ensure interested local businesses are tender ready;
- Evidence of membership with TSBE and other relevant industry associations;
- A copy of tender documents evidencing both Australian and international standards and AIP Plan obligations;
- Copies of executed contracts evidencing AIP Plan obligations with commercially sensitive information removed (where consented by Australian entities);
- Copies of supplier AIP Plan reporting documentation;
- List of all awarded contracts identifying Australian entities;
- Copy of the register for local contractors to register interest in the Project;
- Meeting minutes evidencing feedback to Australian entities on prequalification and tender performance;
- A copy of AIP Plan and policy training package and attendee list; and
- A copy of the communication to employees and contractors informing them of the AIP Plan, AIP policy and their obligations.

### 2. What procedures/resources will you utilise to ensure the necessary specified steps are achieved in order to comply with Part B of this AIP plan?

*Detail the record management system you intend to use to collect the evidence which will be required for the Compliance Report and the staffing available for monitoring and implementing the AIP plan.*

NAC are currently finalising the project document control system which will capture all project records and collection of AIP Plan compliance evidence. As discussed in B.6 question 1, NAC will develop and implement AIP Plan compliance reporting processes, including data capture. The project contact person, Jeanette Hitchen will manage AIP Plan reporting and compliance and ensure internal awareness of compliance and action status through internal reporting and regular meetings.

Procurement entities engaged by NAC and major contractors required to provide AIP Plan reporting will be provided training by NAC to ensure they are enabled to deliver their AIP Plan obligations.

**3. What specified steps, beyond the provision of training, will you undertake to ensure each procurement entity achieves the objectives required under Part B of this AIP plan?**

*This should specify how procurement entities will be required to implement the AIP plan actions for all opportunities. Where you are acting as the procurement entity detail how you will achieve this objective.*

NAC's project management strategy is to ensure that NAC maintain control over all aspects of the project through an integrated 'Owner's Team' working closely with the Project Management Consultant (PMC). NAC will develop an AIP Policy, procurement processes, systems and documentation requirements that the PMC will be required to adhere to, including AIP Plan requirements. These policies, processes, systems and documentation will support the AIP Plan implementation and ensure AIP Plan objectives are achieved.

## Part C – Initial Facility Operations Phase

The key objective of Part C of the AIP plan is that Australian entities should have full, fair and reasonable opportunity to bid for the supply of key goods or services for the new relevant facility's initial operational phase.

*All references to "you" in Part C of this AIP plan refer to the operator detailed in 'C.1 – Operator Details'.*

### C.1 Operator Details

*Provide details of the designated operator of the facility. Contact details should be for the officer responsible for developing the AIP plan, these contact details will not be published and are for the Australian Industry Participation Authority's use only.*

|  |   |
|--|---|
| <b>Business Name of Designated Operator</b>                      | Enter business name of designated operator here |
| <b>ABN of Designated Operator</b><br>(if applicable)             | Enter ABN of designated operator here           |
| <b>ACN of Designated Operator</b><br>(if applicable)             | Enter ACN of designated operator here           |
| <b>Facility Contact Person</b>                                   | Enter contact person here                       |
| <b>Facility Contact Phone Number</b>                             | Enter contact phone number here                 |
| <b>Facility Contact E-mail Address</b>                           | Enter contact e-mail address here               |
| <b>Facility Postal Address</b>                                   | Enter postal address here                       |
| <b>Operator/s Type</b> (e.g. single company, joint venture, PPP) | Enter operator/s type here                      |
| <b>Operator/s Corporate Structure</b> (e.g. public, private)     | Enter operator/s corporate structure here       |

*Where applicable provide details of all other operators involved in the initial operations of the facility which have discharged their AIP plan development responsibilities to the designated operator.*

|  |   |
|--|---|
| <b>Business Name of Operator</b>       | Enter business name of other operators here |
| <b>ABN of Operator</b> (if applicable) | Enter ABN of other operators here           |
| <b>ACN of Operator</b> (if applicable) | Enter ACN of other operators here           |



## C.2 Contact Details

This criterion should provide the contact details of staff responsible for engaging with interested Australian entities and implementing the actions of the AIP plan.

### 1. Provide the details of the operator's contact officer.

*The contact officer's contact details will be published. Note that the contact officer may be contacted by Australian entities interested in supplying key goods or services for the initial operations of the facility.*

|                                       |   |
|---------------------------------------|---|
| <b>Contact officer</b>                | Enter contact officer name here           |
| <b>Contact officer phone number</b>   | Enter contact officer phone number here   |
| <b>Contact officer e-mail address</b> | Enter contact officer e-mail address here |

### 2. Provide the contact details for the person responsible for implementing Part C of this AIP plan.

*This contact officer should be the officer who will have overall responsibility for implementing and monitoring the actions of the AIP plan. These details will not be published and are for the Australian Industry Participation Authority's use only.*

|                               |                           |
|-------------------------------|---------------------------|
| <b>Name:</b>                  | Enter name here           |
| <b>Title:</b>                 | Enter position title here |
| <b>Contact phone number:</b>  | Enter phone number here   |
| <b>Contact e-mail address</b> | Enter e-mail address here |

### 3. Detail how you will ensure procurement entities will appoint a procurement contact officer for operational opportunities and promote their contact details.

*These contact details will be required to be published on the website identified at question 3 of 'C.4 – Publication of Opportunities'. Procurement entities may be permitted to nominate a single contact for all opportunities or individual contacts for each opportunity. Where you are acting as the procurement entity the officer detailed at question 1 will be satisfactory.*

|                     |
|---------------------|
| Enter response here |
|---------------------|

### C.3 Opportunities to supply goods and services

This criterion examines the opportunities which are likely to arise for Australian entities and/or non-Australian entities to supply the initial operations of the facility. Information should be provided on the likely supply opportunities as well as how procurement entities will provide opportunities to Australian entities to supply key goods and services to the project.

- 1. Provide an indicative list of opportunities likely to arise in the facility's initial operations, and whether opportunities are expected for Australian and non-Australian entities.**

*This should be an indicative list of goods and services to be procured for the initial operations of the facility. A list of all key goods and services (valued above \$1 million) will be required to be published on the website detailed in question 2 of 'C.4 – Publication of Opportunities' at a later date.*

| <b>Expected opportunities</b>   | <b>Opportunities for Australian entities</b> | <b>Opportunities for non-Australian entities</b> |
|---|--|--|
| <b>Goods</b>  |  |  |
| List goods to be purchased here   | Yes/No                                       | Yes/No   |
| List goods to be purchased here   | Yes/No                                       | Yes/No   |
| List goods to be purchased here   | Yes/No                                       | Yes/No   |
| List goods to be purchased here   | Yes/No                                       | Yes/No   |
| List goods to be purchased here – Insert additional rows if required    | Yes/No                                       | Yes/No   |
| <b>Services</b>   |  |  |
| List services to be purchased here                                      | Yes/No                                       | Yes/No   |
| List services to be purchased here                                      | Yes/No                                       | Yes/No   |
| List services to be purchased here                                      | Yes/No                                       | Yes/No   |
| List services to be purchased here                                      | Yes/No                                       | Yes/No   |
| List services to be purchased here – Insert additional rows if required | Yes/No                                       | Yes/No   |

- 2. Provide a short statement that explains the reason for each item which is not expected to be sourced from an Australian entity.**

*Reasons should be based on the results of recent investigations into potential suppliers.*

Enter response here

- 3. Describe how you will ensure all procurement entities will obtain and maintain a current understanding of the broad capability and capacity of Australian entities to supply the key goods and services required for the initial operations of the facility?**

*Where you are acting as the procurement entity detail how you will achieve this objective.*

Enter response here

- 4. Detail how you will ensure procurement entities will require Australian or international standards for key goods and services for the initial operations of the facility.**

*Publication of standards will be required to occur on the website(s) detailed in question 3 of 'C.4 – Publication of Opportunities'. Where you are acting as the procurement entity detail how you will achieve this objective.*

**What form of standards will be used for key goods and services for the initial operations of the facility? Do Australian entities have the ability to meet these standards?**

Enter response here

**If the initial operations of the facility do not utilise an Australian standard, or an international standard, provide an explanation why these standards are not used, and the impact this will have on the ability of Australian entities to participate.**

Enter response here

## C.4 Publication of Information

This criterion should detail where you will publish information on the facility and the contact details for interested Australian entities to contact you regarding opportunities.

### 1. Provide the web address of the operator and/or facility.

*This should be the website which will be used to promote the facility and provide general information for suppliers and a link to procurement opportunities.*

Enter response here

### 2. Provide the web address where operational opportunities will be published.

*This website should communicate details of all available opportunities to supply key goods or services for the initial operations of the facility as they arise. This list of key goods and services should be updated on a regular basis to ensure Australian entities are provided up-to-date information on all opportunities.*

Enter response here

### 3. Describe how you will ensure that your procurement entities will maintain a publicly accessible website which details:

- requirements potential bidders must satisfy in order to bid to supply key goods or services for the initial operations of the facility (e.g. pre-qualification requirements);
- standards for key goods or services for the initial operations of the facility (if standards are neither Australian nor international standards an explanation will need to be included); and
- the contact details for a procurement contact officer for Australian entities to approach with enquiries.

**In addition, provide the web address of the publically accessible website for each procurement entity (where known).**

*Where you are acting as the procurement entity detail how you will undertake these activities.*

Enter response here

## C.5 Communicating and Providing Opportunities

This criterion requires a communication strategy for the early identification of opportunities for Australian entities and effective transfer of information on opportunities for Australian entities, through all tiers of supply (e.g. from procurement entities to lower tier suppliers). This must include detail on how you will actively seek information on Australian entities' capability and communicate opportunities to Australian entities and the measures undertaken to encourage this in all aspects of the initial operations of the facility.

Operators should identify specific methods and/or mediums they intend to use to communicate how Australian entities can find out about available opportunities to participate in the initial operations of the facility.

- 1. Describe the activities that you intend to undertake to conduct awareness programmes about opportunities for Australian entities to supply key goods or services for the initial operations of the facility. A minimum of four actions should be provided.**

*These activities should detail how the operator will communicate opportunities to supply key goods or services for the initial operations of the facility to Australian entities.*

|                 |                     |
|-----------------|---------------------|
| <b>Action 1</b> | Enter action 1 here |
| <b>Action 2</b> | Enter action 2 here |
| <b>Action 3</b> | Enter action 3 here |
| <b>Action 4</b> | Enter action 4 here |

- 2. Describe how you will train procurement entities to ensure procurement entities achieve your AIP plan obligations.**

*Where you are acting as the procurement entity detail internal training which will be provided to staff to achieve your AIP plan obligations.*

Enter response here

- 3. Describe how you will ensure that procurement entities will publish pre-qualification requirements at a reasonable time prior to approaching the market and include the requirements that potential bidders must satisfy in order to bid for key goods or services, in connection with the initial operations of the facility.**

*Publication of pre-qualification requirements will be required to occur on the website(s) detailed in question 3 of 'C.4 – Publication of Opportunities'. Where you are acting as the procurement entity detail how you will achieve this objective.*

Enter response here

**4. Detail how you will ensure that procurement entities will provide equal timeframes to Australian entities in relation to responding to requests for bids to supply key goods or services.**

*This answer should specify how Australian entities will be provided the same opportunity as other potential suppliers to access all opportunities in the initial operations of the facility. Where you are acting as the procurement entity detail how you will achieve this objective.*

Enter response here

## C.6 Facilitating Future Opportunities

When addressing this criterion you should provide detail on how your actions will assist longer-term participation by Australian entities, including how you will work with Australian entities to encourage capability development and integration into global supply chains. Actions should detail how, by working with you on the initial operations of the facility, Australian entities will be better placed to access opportunities to supply key goods or services in the initial operations of future similar facilities.

**1. Describe how you, or any other operator, will encourage capability development for Australian entities.**

*If you, or any other operator, have a global supply chain, this response should include a description of how you will encourage Australian entities supplying key goods and services for the initial operations of the facility to develop the capability and capacity to supply key goods and services to your global supply chain.*

Enter response here

**2. Describe how you, or any other operator, will encourage the integration of Australian entities into global supply chains.**

*If you, or any other operator, have a global supply chain, this response should include a description of how you will encourage Australian entities supplying key goods and services for the initial operations of the facility to integrate into your global supply chain.*

Enter response here

**3. Describe how you will ensure that feedback, including on any relevant training, skills, capability and capacity development, will be provided by procurement entities to Australian entities unsuccessful in their bid to supply key goods and services for the initial operations of the facility.**

*This answer should specify the type of feedback to be provided, the method of delivery and the intended outcomes. Feedback provided must include recommendations of relevant training and skills, capability and capacity development activities. Where you are acting as the procurement entity detail how you will achieve this objective.*

Enter response here

## C.7 Implementation Resources

The intent of this criterion is to ensure that you have the appropriate resources and procedures in place within the facility to effectively implement the actions outlined throughout the AIP plan. This should also include, where applicable, monitoring the obligations of procurement entities. You should describe the procedures and resources to implement the strategies to provide full, fair and reasonable opportunity to Australian entities and the internal procedures, resources and systems in place to monitor the implementation of the AIP plan.

**1. What records and/or evidence do you intend to maintain in order to prove compliance with Part C of this AIP plan?**

*Provide examples of the types of records and/or evidence you are intending to collect. These will be examples only, different evidence can be provided at the time of the Compliance Report.*

Enter response here

**2. What procedures/resources will you utilise to ensure the necessary specified steps are achieved in order to comply with Part C of this AIP plan?**

*Detail the record management system you intend to use to collect the evidence which will be required for the Compliance Report and the staffing available for monitoring and implementing the AIP plan.*

Enter response here

**3. What specified steps, beyond the provision of training, will you undertake to ensure each procurement entity achieves the objectives required under Part C of this AIP plan?**

*This should specify how procurement entities will be required to implement the AIP plan actions for all opportunities. Where you are acting as the procurement entity detail how you will achieve this objective.*

Enter response here



