



Australian Industry Participation (AIP) plan

Reference Code: **XLPRGKAS**

About AIP plan

Introduction

An Australian Industry Participation (AIP) plan for eligible Commonwealth projects* outlines the actions an organisation will undertake to familiarise themselves with the capabilities of Australian industry and provide Australian industry with full, fair and reasonable opportunity to supply goods and services to the project and integrate into global supply chains.

The plan must demonstrate how organisations will not rely on existing supply chains and will communicate the supply opportunities in a transparent manner so that capable Australian industry can bid.

An executive summary of the approved AIP plan will be published on the AIP Authority's website after the contract/agreement is signed.

Organisations will need to collect evidence during the life of the project so that they can report in detail on how and when the actions in the plan were undertaken. The implementation report is a contractual obligation and is due 14 months from execution of the contract/agreement or on completion of the contract (for contracts less than 14 months). For multiyear projects, in addition to the first implementation report at 14 months, implementation reports are also required to be submitted annually until completion of the project. For panel procurement, where panellists are required to prepare AIP plans prior to execution of the head agreement, panellists are required to submit an implementation report 14 months after execution of the first \geq \$20 million contract. Thereafter, implementation reports are also required to be submitted annually until completion of all \geq \$20 million contracts.

NOTE: If the estimated capital expenditure of the project is \$500 million or more, please contact the AIP Authority to discuss possible obligations under the *Australian Jobs Act 2013*.

* An eligible project is a Commonwealth procurement, grant, loan or investment of \$20 million or more.

General guidance

In selecting actions to meet the AIP requirements in each section, you should consider actions that best match your organisation's internal processes. Your organisation will later be required to submit an implementation report, including supporting evidence, to demonstrate that the agreed actions have been undertaken.

For each criterion, you are required to select at least one action to progress the form. Should none of the options listed align with your organisation's business practices, 'add another' options have been provided to allow you to select appropriate actions through which your organisation will meet the requirements of the AIP plan.

For more information and/or assistance, contact the AIP Authority at:



Google Places

The Address search fields in this form use Google Places to help fill in the address details. By using this feature you agree to be bound by [Google's Terms of Service](#) and are subject to [Google's Privacy Policy](#).

Organisation and project details

Procurement/grant/loan/ investment details

Type of project *

- Procurement
- Clean Energy Finance Corporation (CEFC) loan
- Grant
- Commonwealth funded infrastructure project
- Commonwealth investment

Procurement/CEFC loan/grant/infrastructure/investment project name *

Chichester Solar Gas Hybrid Project

Project procurement category *

Other

Specify other procurement category *

power station with interconnecting transmission infrastructure

Procuring/granting/lending/investing Commonwealth entity *

NAIF

Email address for procuring/granting/lending/investing Commonwealth entity *

A copy of the approved AIP plan will be sent to this email

Important: Please ensure email address is typed in correctly

[REDACTED]

Commonwealth entity's website address *

www.naif.gov.au

Expected date of contract/agreement execution *

This can be an approximate date. Where only a month is known, enter the beginning of that month.

01 Sep 2019

Description of the project *

Construction of a 60MW solar PV power station with interconnecting transmission infrastructure to supply electricity to Fortescue Metals Group Chichester Hub mining operations in the East Pilbara, WA.

Project elements include: a new 26km 220kV transmission line from Roy Hill mine substation to the new Christmas Creek termination station; 60MW solar PV facility stepping up to 220kV at new Christmas Creek terminal station – to supply Fortescue’s daytime energy requirements;

A 3km 33kV transmission line from the new Christmas Creek terminal station which then steps down to 11kV via a new 33kV/11kV step-up transformer at the existing Christmas Creek mine; A 35km 220kV transmission line from the new Christmas Creek terminal station to the Cloudbreak Mine – which then steps down to the 11kV via a new 200kV/11kV step-up transformer at the existing Cloudbreak mine.

Project separated into transmission line and solar works. One EPC Contractor to design, engineer, procure, project manage, manufacture, package and process, supply, transport, unload with works handed to Alinta for operation and maintenance at completion of Works.

1134 of 5000 characters

Is this a multiyear project? *

Yes No

Is this a panel procurement? *

Yes No

Estimated capital expenditure/total value of the project *

Enter value in digits without commas, dollar sign or decimal point.

\$185,000,000 AUD

Commonwealth procurement/grant/loan/investment value *

Enter value in digits without commas, dollar sign or decimal point.

\$90,000,000 AUD

Project location *

North of the Fortescue Marsh, approximately 150km north of Newman, Pilbara

Company or organisation's details

Enter the company or organisation's ABN into the Australian Business Number (ABN) field and click the Lookup ABN button to retrieve your registration details from the [Australian Business Register \(ABR\)](#).

Australian Business Number (ABN) *

97623412635

Company/organisation name *

ALINTA ENERGY TRANSMISSION (CHICHESTER) PTY LTD

Details of person responsible for implementing the AIP plan

Name *

Position title *

Phone number *

Email address *

A copy of the approved AIP plan will be sent to this email
Important: Please ensure email address is typed in correctly

Contact person (procurement) for company/organisation

Name *

Phone number *

Email address *

Important: Please ensure email address is typed in correctly

Postal address

Address Line 1 *

Address Line 2

Suburb *

State *

Postcode *

Opportunities to supply goods and services

This criterion addresses the opportunities for Australian and/or overseas industry to supply goods and services to the project.

NOTE: An Australian supplier means an entity that has an ABN or an ACN.

Has your organisation procured or commenced the procurement process for any goods and services or work packages, including long lead items, for the project? *

- Yes No

Please explain why the procurement process has commenced and provide details of these goods and services, including the percentage value of these items for the whole project. *

The procurement of long lead time items was commenced in order to prevent a fatal flaw to the timeline. Approximate expenditure on LLTI has been ~\$5.5M, which is approximately ~3% of project capital costs

These items have already been purchased.

- 48MVA 220/33kV Power Transformer
- 48MVA 33/11kV Power Transformer
- 48MVA 220/11kV Power Transformer
- 6 x 220kV Circuit Breakers
- 14 x 245kV Disconnectors
- 18 x 245kV Surge Arrestors
- 18 x 245kV Current Transformers
- 14 x 245kV Capacitor Voltage Transformers

515 of 5000 characters

Expected opportunities for supply of key goods and services (including project management)

Opportunity 1 of 17

List good or service to be procured for the project. *

Photovoltaic cells

18 of 180 characters

Expected opportunities for suppliers *

- Australian suppliers
- International suppliers

Estimated value *

AUD

If you consider that the opportunity for a good or service **only** exists for international suppliers please detail the reason, and outline the research you have undertaken to support that decision. *

Supply of Cells, Trackers and Towers for the facility cannot be accommodated presently by an Australian organisation. These are not manufactured on a utility scale within Australia. Downer has undertaken market research into this area recently for multiple projects. Example Original Equipment Manufacturers (OEMs) of this technology include Ingeteam (Spain), Array Tech (USA) and BYD (China).

393 of 5000 characters

Opportunity 2 of 17

List good or service to be procured for the project. *

Steel Pilings

13 of 180 characters

Expected opportunities for suppliers *

- Australian suppliers
- International suppliers

Estimated value *

AUD

If you consider that the opportunity for a good or service **only** exists for international suppliers please detail the reason, and outline the research you have undertaken to support that decision. *

The steel pilings used for the project are specified and supplied as a component in the array support and tracking system. Performance of the solar field will not be warranted by the manufacturer if an alternate supplier for this component is engaged as the piles are only one piece of the support structure which is sold as a multi component system. In the past the Contractor has tested the market for these piles and found a cost differential of ~50%.

458 of 5000 characters

Opportunity 3 of 17

List good or service to be procured for the project. *

Solar trackers for arrays

25 of 180 characters

Expected opportunities for suppliers *

- Australian suppliers
- International suppliers

Estimated value *

\$11,230,000 AUD

If you consider that the opportunity for a good or service **only** exists for international suppliers please detail the reason, and outline the research you have undertaken to support that decision. *

Supply of Cells, Trackers and Towers for the facility cannot be accommodated presently by an Australian organisation. These are not manufactured on a utility scale within Australia. Downer has undertaken market research into this area recently for multiple projects. Example Original Equipment Manufacturers (OEMs) of this technology include Ingeteam (Spain), Array Tech (USA) and BYD (China).

393 of 5000 characters

Opportunity 4 of 17

List good or service to be procured for the project. *

AC Cables

9 of 180 characters

Expected opportunities for suppliers *

- Australian suppliers

Estimated value *

\$1,037,500 AUD

- International suppliers

Estimated value *

\$1,037,500 AUD

Opportunity 5 of 17

List good or service to be procured for the project. *

DC Cables

9 of 180 characters

Expected opportunities for suppliers *

Australian suppliers

Estimated value *

\$2,928,000 AUD

International suppliers

Estimated value *

\$1,952,000 AUD

Opportunity 6 of 17

List good or service to be procured for the project. *

Transmission Conductor

22 of 180 characters

Expected opportunities for suppliers *

Australian suppliers

Estimated value *

\$2,496,180 AUD

International suppliers

Estimated value *

\$3,744,270 AUD

Opportunity 7 of 17

List good or service to be procured for the project. *

Steel tower structures

22 of 180 characters

Expected opportunities for suppliers *

- Australian suppliers
- International suppliers

Estimated value *

\$5,267,000 AUD

If you consider that the opportunity for a good or service **only** exists for international suppliers please detail the reason, and outline the research you have undertaken to support that decision. *

Downer have for past projects tested the market in Australia for pricing of transmission tower structures and on all occasions the Australian suppliers have returned non-competitive pricing for various reasons including grade of steel (minimal mill amounts) – The Towers being used for this Project have been type tested by the preferred supplier. The need to type test a new tower design by a manufacturer in Australia would increase supply time by up to 12 weeks, which would be fatal to the schedule for this Project. Market testing for Chichester was not adopted for the above reason.

590 of 5000 characters

Opportunity 8 of 17

List good or service to be procured for the project. *

Inverters

9 of 180 characters

Expected opportunities for suppliers *

- Australian suppliers
- International suppliers

Estimated value *

AUD

If you consider that the opportunity for a good or service **only** exists for international suppliers please detail the reason, and outline the research you have undertaken to support that decision. *

Utility-scale inverters are not manufactured in Australia. A list of manufacturers is publicly available at <http://wiki-solar.org/company/inverters/index.html>. There are currently 21 suppliers in the list, of those 0 are based in Australia. Two Australian-based inverters companies identified: Latronic and Selectronic. Both companies only produce residential & commercial inverters. They do not produce central inverters suitable for utility-scale plants. A brief list of suppliers currently used in utility scale solar farms in Australia and where they are headquartered is shown below. None of these companies manufactures in Australia:

- Ingeteam (Spain)
- SMA (Germany)
- Power Electronics (Spain)
- Huawei (China)
- ABB (Switzerland)
- Siemens Gamesa (Spain)

854 of 5000 characters

Opportunity 9 of 17

List good or service to be procured for the project. *

Concrete

8 of 180 characters

Expected opportunities for suppliers *

- Australian suppliers

Estimated value *

AUD

- International suppliers

Opportunity 10 of 17

List good or service to be procured for the project. *

Reinforcing for concrete

24 of 180 characters

Expected opportunities for suppliers *

Australian suppliers

Estimated value *

\$1,100,000 AUD

International suppliers

Opportunity 11 of 17

List good or service to be procured for the project. *

Earthworks

10 of 180 characters

Expected opportunities for suppliers *

Australian suppliers

Estimated value *

\$19,071,200 AUD

International suppliers

Opportunity 12 of 17

List good or service to be procured for the project. *

Civil works

11 of 180 characters

Expected opportunities for suppliers *

Australian suppliers

Estimated value *

AUD

International suppliers

Opportunity 13 of 17

List good or service to be procured for the project. *

Mechanical works

16 of 180 characters

Expected opportunities for suppliers *

Australian suppliers

Estimated value *

AUD

International suppliers

Opportunity 14 of 17

List good or service to be procured for the project. *

Electrical works

16 of 180 characters

Expected opportunities for suppliers *

Australian suppliers

Estimated value *

AUD

International suppliers

Opportunity 15 of 17

List good or service to be procured for the project. *

Transport

9 of 180 characters

Expected opportunities for suppliers *

Australian suppliers

Estimated value *

AUD

International suppliers

Opportunity 16 of 17

List good or service to be procured for the project. *

Port Handling & Logistics

25 of 180 characters

Expected opportunities for suppliers *

Australian suppliers

Estimated value *

AUD

International suppliers

Estimated value *

AUD

Opportunity 17 of 17

List good or service to be procured for the project. *

Control Rooms and other site buildings

38 of 180 characters

Expected opportunities for suppliers *

Australian suppliers

Estimated value *

\$3,000,000 AUD

International suppliers

Total Australian

\$61,542,380

50 %

Total international

\$61,458,270

50 %

Total value

\$123,000,650

Do you intend to publicly advertise tender packages or EOIs for all listed goods and services? *

Yes No

If your organisation is not intending to publicly advertise tender packages and EOIs for all goods and services, please list those items that will not be publicly advertised and explain why. *

Alinta as the principal has taken this project to market and appointed Downer, an Australian company, to deliver the project under an Engineer Procure Construct (EPC) contract.

Downer does not intend to advertise tenders for those specialist services to be delivered by its supply partners, namely:

- Solar Panels
- Solar Panel support structure (frames, trackers & piles)
- Transmission Towers
- Inverters

Other opportunities for suppliers will be outlined in the Fact Sheet published on the Alinta website, along with a call for suppliers to register their interest for consideration and to contact Downer directly.

619 of 5000 characters

Do you intend to consider Indigenous businesses when providing opportunities to the project? *

Yes No

Industry capability and standards

This section must detail actions the organisation will take to actively seek information about Australian industry capability and provide information about the standards used in the project. Organisations should ensure design specifications take Australian industry capabilities and standards into account and that Australian industry is not "designed out" of the project.

Select the entities your organisation will consult before approaching the market to gain information on: *

- Australian industry capability and capacity to supply the key goods and services for this project
- new Australian suppliers to participate in the project.

Prime contractors

Industry associations

Please include additional information on how this action will be undertaken *

The EPC Contractor will engage with supplier representatives who are present at industry forums and conventions. Downer will have representatives attending all relevant Industry conventions and trade shows to engage with supplier advocates. One example is the All Energy Australia convention taking place in October 2019.

The Project Procurement office will speak with any industry associations in detail of each opportunity.

431 of 5000 characters

Vendor identification agencies

Local/state/federal government

What standards and certifications will be required for the key goods and services in this project? *

Select those that apply or may apply.

Australian

International

Other

Please specify the standards and certifications to be used, and detail why they will be used for the project. *

Key goods and service standards for the project are Australian standards and, where not available, based on International standards common in Australia. The engineering design incorporates Australian and International Electrotechnical Commission (IEC) design standards and engineering practices

296 of 5000 characters

Can the standards and certifications required for the project be met by Australian suppliers? *

Note: You will need to select 'No' if any of the required standards or certifications for the project cannot be met by Australian suppliers

Yes

No

Please detail the impact (if any) this will have on the ability of Australian suppliers to participate in the project

Equipment standards for the project are Australian standards and, where not available, based on International standards common in Australia. The engineering design incorporates Australian and International Electrotechnical Commission (IEC) design standards and engineering practices.

286 of 5000 characters

Publication of opportunities

This criterion must detail where the organisation will publish information on the project, where Australian suppliers will find up-to-date information about opportunities and who to contact for enquiries.

Publication of opportunities

Provide web address for your organisation or project. *

<http://alintaenergy.com.au/nsw/about-us/power-generation/Chichester>

Provide web address where project opportunities will be published. *

<http://www.downergroup.com/Contact-us/For-suppliers/>

Communicating and providing opportunities

An effective communication strategy is an essential part of an AIP plan. Such a strategy will show how an organisation will provide full, fair and reasonable opportunity for Australian industry to supply goods and services to the project.

The strategy must detail actions the organisation will take to communicate opportunities to Australian industry - organisations should not rely on existing supply chains. The strategy should be implemented as early as possible in the project.

For this criterion detail actions the organisation will take to provide opportunities for Australian industry through:

- all tiers of supply (e.g. from prime contractors to lower tier suppliers), and
- in all project stages (e.g. design, procurement, construction and whole of life support).

Communicating and providing opportunities

Please select the methods your organisation will use to communicate to Australian industry: *

- opportunities for supplying key goods or services to the project
- how to register interest in the project and respond to project opportunities
- prequalification requirements for the project

Project website OR Project supplier portal

Please include additional information on how this action will be undertaken *

The EPC Contractor's minimum requirements for suppliers is listed on its webpage under <http://www.downergroup.com/Contact-us/For-suppliers/> This link, and the project standards requirements will be added to the project website along with registration of interest details, encouraging suppliers to review requirements. Project address Chichesterproject@downergroup.com to contact the project procurement officer will be added to web page. <https://www.alintaenergy.com.au/nsw/about-us/power-generation/Chichester> (under development).

Project details including opportunities for suppliers will be outlined in the Fact Sheet published on the Alinta website, along with a call for suppliers to register their interest for consideration and to contact Downer directly. This site will be available from September 2019 and will be updated accordingly as the project progresses. Suppliers may reach out for further information or detail which the Procurement office will provide to interested suppliers.

998 of 5000 characters

Liaison with industry associations

Please provide name(s) of industry association contacted/will be contacted *

Downer will collaborate with supplier advocates interested in working on the project. The Project Procurement office will speak with any industry associations in detail of each opportunity.

Initiatives drive outcomes and Downer is a full supporter of supplier innovation and initiatives through active participation in industry associations such as the Australian Capability Network and supporting Government initiatives in training, apprenticeships and further education.

475 of 5000 characters

Public announcements

Media releases – national broadsheet

Please include additional information on how this action will be undertaken *

Alinta undertakes regular contact with the media, including press conferences, and provides media releases in relation to the project which generate publication of project details in printed and online news sites, including national (for example ABC and Australian Financial Review) as well as local media and industry news publications. Public and supplier inquiries generated from these are referred to Chichesterproject@downergroup.com for follow up by the Downer Project team.

482 of 5000 characters

Media releases – industry magazines

Social media

Workshops/industry briefings

Development of supplier information guide

Please include additional information on how this action will be undertaken *

Information guide will be provided via auto response from the Chichesterproject@downergroup.com email and updated regularly.

The Supplier Information Guide will be a list of work packages to be released to the market and a short summary of that work along with timing. Any supplier that is interested in a work package will be encouraged to contact Downer through the website and project specific email address. A scope of work for one or more work packages will be sent to a supplier following a query for any package of interest to that supplier.

551 of 5000 characters

Direct contact with Australian industry (phone/email/letter)

Please include additional information on how this action will be undertaken *

The EPC Contractor will reach out directly to known suppliers requesting a price for packages of work that are known to be within the supplier's capability. This is likely to be done via email.

194 of 5000 characters

Liaison with vendor identification agencies

1 of 2 *

Public advertising of some work packages.

Please include additional information on how this action will be undertaken *

The EPC Contractor will keep Australian suppliers informed of project contact points and status updates through its regular communication points within the procurement office as well as information posted on the project website. Subcontract and supplier opportunities may be advertised regionally and/or locally depending on the work package.

343 of 5000 characters

2 of 2 *

Supplier coordination

Please include additional information on how this action will be undertaken *

Where a supplier may not fully suit a parcel of work, Downer may facilitate discussions between two or more parties where synergies are identified to improve capability and expertise so there is mutual benefit for both alliance partners and the Project as a whole.

266 of 5000 characters

Please select the methods by which your organisation will provide equal opportunity to Australian industry to respond to requests for the supply of key goods or services. *

- Promote opportunities to Australian industry in the early stages of the project, including information on how to prequalify

Please include additional information on how this action will be undertaken *

Downer will ensure full, fair and reasonable opportunities on the Project will enable Australian industry to pre-qualify for tendering for all services and supply available in Australia and open supply opportunities to Australian industry to provide local content and maintenance support for key components of equipment packages placed with overseas tenderers.

The Project will maintain a "Best Fit for Project" philosophy. Project partners are committed to provide benefit by engaging only personnel, subcontractors and suppliers which provide the best fit to the needs of each program. Best fit includes experience, qualifications, cost efficiency and philosophical fit. To ensure this is applied to the Project, where practical:

- Downer will respond to each EOI email enquiry received to acknowledge receipt and progress the pre-qualification process or advise the supplier of the reasons why pre-qualification has not been completed.
- Downer will issue RFQ packages. As a minimum, these packages of work will be issued to those who register interest in the Project for a response.
- All respondents to RFQs will receive equal timeframe for response.
- Prequalification will be determined by each vendor's achievement against minimum performance standards that will be consistently applied and assessed across all vendors
- RFQs will be based on a standard supply document template and be issued to all bidders at the same time
- Downer will undertake an evaluation of each tender against the criteria set out in the tender and each tender is assessed on its merits and the supplier's ability to meet project requirements
- Downer will inform Australian suppliers on the outcome of their submission and provide feedback when requested

Where feasible, Downer will subcontract work as smaller "unbundled" services rather than larger combined packages to allow for opportunities through all tiers of the industry as well as to facilitate engagement of local suppliers.

1973 of 5000 characters

- Make tender documents available to all possible suppliers at the same time

Please include additional information on how this action will be undertaken *

- RFQs will be based on a standard supply document template and be issued to all bidders at the same time

106 of 5000 characters

- Allow reasonable and equal time for submissions/responses

Please include additional information on how this action will be undertaken *

All respondents to RFQs will receive equal timeframe for response.

67 of 5000 characters

- Conduct workshops that provide sector specific information on how to prepare bids against tenders including information on how to prequalify

- Notify vendor identification agencies on upcoming supply opportunities

Please select the methods by which your organisation will promote AIP plan obligations to contractors and

subcontractors. *

Select those that apply.

- Create, publish and distribute an AIP policy
- Include requirement in tender documents that successful tenderers comply with AIP plan

Please include additional information on how this action will be undertaken *

For project requirements of less specialist nature, Downer will issue RFQ packages for response. These packages of work will be linked to the Project website (via Alinta Energy site) and Downer will publish notification of their release to market via a method to be determined with Alinta (potentially a national newspaper advertisement; e.g. the Australian). The requirements of the AIP plan will be included in the RFQ packages.

434 of 5000 characters

- Include contractual arrangements with suppliers to outline AIP arrangements

Please include additional information on how this action will be undertaken *

Downer has a large prequalified Australian subcontractor base and is very familiar with the capability of the Australian market for services in this area.

In the case of this Project, some goods and services are of specialist nature, which can only be supplied by a limited number of organisations. In these instances, Downer will issue a request for quotation directly to prequalified suppliers. "Prequalified" suppliers in this instance does not mean a limitation to organisations who have already supplied goods or services to Downer previously but includes "new" suppliers who Downer are aware have the capability/product and bankability aspects to potentially meet the project requirements. An example of this would include for supply of switch gear.

Where possible, the requirements of the AIP Plan will be included in any procurement contract.

854 of 5000 characters

- Establish reporting requirement that shows how the AIP plan has been implemented

Please include additional information on how this action will be undertaken *

The EPC Contractor is required to provide monthly reports to Alinta. The monthly reports will contain a wide range of information related to safety, construction progress, targets, financial metrics, etc. In this monthly report the EPC Contractor will also provide a summary of procurement and compliance to the AIP Plan.

324 of 5000 characters

- Require EPC or EPCM company to engage with and involve Australian industry
- Train procurement entities to ensure they understand AIP plan obligations

Please include additional information on how this action will be undertaken *

Downer obligations under the AIP plan will be integrated as part of project documentation under a Project Execution Plan and relevant sub-plans including a Procurement and Supply Management Plan. The PEP as a key element of the project management framework, is the integration document which identifies and details standard Downer project management practices, structure, and execution methods and project specific requirements. All positions in the Project Team have a clearly defined role and set of responsibilities that are included either in the PEP or relevant subordinate management plan.

All project team members are made aware of and understand their responsibilities prior to commencing work on the project, and this will include their relevant responsibilities in relation to Downer's obligations under the AIP plan. This is managed through a series of briefings and handover meetings which commence from the first stage of the Downer project management framework.

Each stage of the project management framework incorporates a series of procedures, which are designed to ensure that all operational staff are fully briefed, trained in and understand their responsibilities in relation to the Project. The AIP plan requirements and obligations form part of this Project knowledge transfer.

The PEP and subordinate management plans are audited throughout the project to maintain compliance and updated as required. Updates to the PEP and subordinate management plans are subject to the document review and approval process detailed in the project's Document Management & Control Plan.

1600 of 5000 characters

Please confirm that all tenders from Australian and overseas suppliers will be assessed on the same basis. *

Yes No

Please confirm your organisation will ensure all AIP plan obligations will flow down to contractors and subcontractors. *

Yes No

Facilitating future opportunities

AIP policy seeks to improve opportunities for longer-term participation by Australian industry. The organisation needs to detail actions to assist Australian industry participate in future projects in Australia and overseas.

Facilitating future opportunities

Please select the methods by which your organisation will encourage capability development for Australian entities. *

NOTE: Applies to successful and unsuccessful contractors and subcontractors.

Provide advice to project suppliers on strategies and activities to undertake to be considered for inclusion in domestic and international supply chains

Please include additional information on how this action will be undertaken *

Downer Group is committed to encouraging suppliers who express interest in expanding their supply chain network to further develop capability and capacity. Where feasible Downer will facilitate the integration of project suppliers into its national and global supply chain.

275 of 5000 characters

- Support and assist project suppliers to adopt specific standards and accreditations
- Recommend training and certification that enhance the ability of project suppliers to obtain additional business in Australia and overseas

Please include additional information on how this action will be undertaken *

Suppliers unsuccessful in their bid to supply goods or services to the Project will be provided with feedback on their submissions with recommendations made, where appropriate, to the development of skills, capability and suggested activities or other factors that could improve the likelihood of success in bidding for future project opportunities, both with Downer and other competing entities.

Where parcels of work are subcontracted, those directly linked with scopes may benefit due to technology which has not been widely used in Australia which will give the participant a leading edge on future projects using the same or similar technology.

652 of 5000 characters

- Transfer product and process technology, and organisational know-how, to project suppliers

Please include additional information on how this action will be undertaken *

Local workers will actively be sought and, where appropriate, training and support will be provided to rectify identified shortcomings in skills. This may take the form of Downer training employees, subcontractors and contractors in areas such as installing, operating and servicing to create opportunities for longer term participation by suppliers in the solar industry. Local workers will undergo the same selection process and meet the same criteria expected of any worker on any Downer project.

Installation of specialised goods which are not procured in Australia will give delivery partners exposure to new products and technologies. As provider of support services to those goods suppliers, Downer will support any interest in this space from delivery partners.

770 of 5000 characters

- Develop a programme for project suppliers that provides training and technical consultation to assist in mastering new technologies

Please include additional information on how this action will be undertaken *

Given solar technology is still evolving, there will be certain metrics associated with the project that will benefit delivery partners from Downer experience. This knowledge can be applied on other similar projects with other EPC entities. Intelligence on further project opportunities both within the greater Downer business as well as intelligence available through associated industry forums can also be shared with suppliers.

432 of 5000 characters

- Accredit suppliers to work in other regions
- Arrange seminars to raise awareness of the benefits of strategic alliances to Australian industry
- Encourage project suppliers to undertake research and development and innovative activities
- Brief procurement managers on the capabilities and achievements of project suppliers
- Assist participation in local, regional, national, international trade fairs to build awareness of Australian capability

Provide strategic feedback to the Commonwealth on emerging trends in industry

Undertake a rigorous supplier audit to benchmark and publicise best practice

Please select the methods by which your organisation will encourage the integration of Australian entities into global supply chains. *

Select those that apply.

- Introduce project suppliers to global companies or suppliers

Please include additional information on how this action will be undertaken *

Downer Group is committed to encouraging suppliers who express interest in expanding their supply chain network to further develop capability and capacity. Where feasible Downer will facilitate the integration of project suppliers into its national and global supply chain

272 of 5000 characters

- Bring international procurement managers to Australia to showcase Australian industry capability
- Arrange visits by project suppliers to the project proponent's overseas facilities
- Support overseas demonstrations of Australian industry capability
- Communicate with global supply chain managers and procurement agents about Australian industry capability

Please include additional information on how this action will be undertaken *

Depending on Subcontracts, meetings are held regularly to ensure offshore suppliers products are assembling or functioning as per OEM, this point introductions can be made with subcontractors performing the works. Information on local supplier capabilities who have expressed interest can be shared with those supply chain managers as an option for works i.e. Maintenance

372 of 5000 characters

- Provide international market 'intelligence' to project suppliers
- Encourage overseas suppliers to provide information to project suppliers about international procurement requirements
- Recommend suppliers to appropriate government programmes for advice and support
- Provide references for high performing suppliers

Please include additional information on how this action will be undertaken *

This can be completed either verbally or written, or via approved media or social media release

95 of 5000 characters

- Recommend training to suppliers to assist in integrating into global supply chains

For unsuccessful tenderers, please confirm that your organisation will:

Provide unsuccessful tenderers with appropriate feedback to encourage future performance *

Yes

No

Implementation resources

The organisation needs to have appropriate resources and procedures in place to implement the AIP plan actions effectively. This should include monitoring of AIP plan obligations for suppliers and subcontractors. Organisations will also find that by having systems in place to record evidence of implementation, reporting will be simpler.

The AIP plan and associated policies should have corporate/executive level commitment to ensure effective implementation.

Implementation resources

Please confirm that your organisation will record and/or retain evidence to demonstrate implementation of the approved AIP plan. *

Please select the procedures and resources that will be utilised to ensure the AIP plan actions are implemented. *

Select those that apply.

- Develop and implement standard contractual arrangements with suppliers to give Australian industry opportunities to participate

Please include additional information on how this action will be undertaken *

To be included in RFQ documentation.

36 of 5000 characters

- Develop systems to monitor and report on the extent of Australian industry participation

Please include additional information on how this action will be undertaken *

Record management will be managed by Document Management System Aconex

72 of 5000 characters

- Develop systems to identify inappropriate action under the AIP plan and to monitor/record the corrective action taken
- Develop systems to identify and report any variations in AIP plan activities

Please select examples of the types of records and/or evidence your organisation is intending to collect. *

Please note these types of records will be required as evidence in the implementation report to support the actions selected in this plan.

- Corporate policy regarding AIP
- Tender documents reflecting AIP commitment

Please include additional information on how this action will be undertaken *

Tender documents will be prepared to include all relevant AIP criteria for the scope of work.

93 of 5000 characters

- Supplier list

Please include additional information on how this action will be undertaken *

The EPC Contractor will report to Alinta on compliance to AIP plan monthly. Alinta will include list of work packages and value of packages along with suppliers. Alinta will report this information under the AIP at the agreed and/or stipulated reporting intervals.

266 of 5000 characters

- Website screenshots

Please include additional information on how this action will be undertaken *

Screen shots of the Alinta website and Downer website dedicated to procurement for the project will be provided as evidence of the AIP Plan compliance. In addition, the Department will be sent a link to both websites.

218 of 5000 characters

Authorised person declaration

Authorised person should be someone who is authorised to sign contracts or otherwise bind the organisation submitting the AIP plan.

Declaration

Authorised person's name *

Position *

I, being an authorised person declare that:

- The information contained in this AIP plan together with any statement attached is, to the best of my knowledge, true, accurate and complete in all material particulars.

I understand that:

- The Department of Industry, Innovation and Science may ask me (or my nominated contact listed) to provide clarification, further information or documentation to verify the information supplied in this form.
- The executive summary of the AIP plan will be published on the [AIP Authority's website](#) after the contract/agreement is signed, with a link through to our company/project website.
- The Commonwealth collects information to track the performance of its policies. I understand that I may be contacted at a future date by the Commonwealth entity, AIP Authority and/or other Commonwealth Government entity to assist with this.

By checking this box I agree to all of the above declarations and confirm all of the above statements are true. *

Date