I would like to acknowledge the Barngarla people, the traditional owners of the land on which we meet today and pay my respects to their Elders past and present and extend that respect to other Aboriginal and Torres Strait Islander people who are present today.
## Agenda

<table>
<thead>
<tr>
<th>Time</th>
<th>Presenter</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>12:45pm</td>
<td>DPTI</td>
<td>Project overview</td>
</tr>
<tr>
<td></td>
<td>OIA</td>
<td>Welcome and Key Messages</td>
</tr>
<tr>
<td></td>
<td>Cox &amp; TR</td>
<td>Project design and specification</td>
</tr>
<tr>
<td></td>
<td>OIA</td>
<td>South Australian Industry Participation Policy</td>
</tr>
<tr>
<td></td>
<td>ICN (DIS)</td>
<td>Industry Capability Network</td>
</tr>
<tr>
<td></td>
<td>RDA/HIC</td>
<td>Regional Development Authority and Heavy Industries Cluster.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Networking / connect with final project proponent.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Event Close.</td>
</tr>
</tbody>
</table>

*OIA, DPTI, Cox & TR, ICN (DIS), RDA/HIC*
New Whyalla Secondary School

Industry Briefing

24 July 2019
Key Project Team Members – Government Agencies

- Department for Education (Lead Agency)
  - Project Sponsor
  - Asset Owner
  - Project Funder

- Department of Planning, Transport and Infrastructure (Delivery Agency)
  - DPTI represents the Minister for Transport and Infrastructure.
  - DPTI initiates and manages all contracts with private sector professional service and construction contractors.
  - DPTI provides management frameworks which manage risks in scope, program, budget, procurement, design, construction, human resources, organisation, communication and reporting.
Key Project Team Members

• Turner & Townsend *(Project Management Support)*

• Cox Architecture & Thomson Rossi *(Lead Architect)*

• Rider Levett Bucknall *(Cost Manager)*

• Aurecon *(Civil and Structural Engineer)*

• Lucid Consulting *(Building Services Engineer)*

• Aspect Studios *(Landscape Architect)*
Indicative Program – Tender and Construction Phases

- Request for Tender – October (call), November 2019 (Close)
- Contract Award – late 2019/early 2020
- Construction Commencement – early 2020
- Construction Completion – late 2021

Current Status
- Concept Completed
- Design Development Commenced
Design and Construct Procurement Model

- State will retain design control throughout the Concept and Design/Documentation phases
- Design team then novated post construction contract award
- Shortlisted construction contractors
  - Built Pty Ltd
  - Lendlease Pty Ltd
  - Sarah Constructions Pty Ltd
- Shortlisted Contractors to provide a fully priced tender in November 2019
DPTI Prequalification Requirements

• The Tender documents to the tenderer specifies the subcontractor Prequalification Requirements (including levels) for key trades, which are as follows:

<table>
<thead>
<tr>
<th>Trade</th>
<th>Prequalification Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electrical</td>
<td>E2</td>
</tr>
<tr>
<td>Plumbing</td>
<td>P3</td>
</tr>
<tr>
<td>Fire Protection</td>
<td>FP1</td>
</tr>
<tr>
<td>Demolition</td>
<td>D1</td>
</tr>
<tr>
<td>Asbestos Removal</td>
<td>AR1</td>
</tr>
<tr>
<td>Air Conditioning / Mechanical</td>
<td>AMC3</td>
</tr>
</tbody>
</table>

Other Key Contractual Requirements

• National Structural Steelwork Compliance Scheme
  – Construction Category 2 for all steelwork fabrication (http://www.scacompliance.com.au/)

• Steel Certification
  – All reinforcement, structural steel and associated components and welding consumables to be ACRS (Australian Certification Authority for Reinforcing and Structural Steels) (https://www.acrs.net.au)
Marshall Liberal Government

South Australian businesses must have every opportunity to be involved in the supply of goods and services to the government. More South Australian goods, services and labour used in more government purchases means more local jobs and more opportunities for South Australians.

Role of the Industry Advocate

Create Opportunities
Build Awareness
Foster Collaboration
Industry Advocate
Act 2017

The primary functions are:

• Take action to further the objectives of the South Australian Industry Participation Policy (SAIPP)
• Build the capability and capacity of businesses based in South Australia to participate in government contracts
• Promote and ensure compliance with the SAIPP
Opportunities – Economic Development

- Regional Development
- Aboriginal Businesses Engagement
- New Whyalla Secondary School
- Trainees/Apprenticeships
- Tier One, SME’s & Supply Chain
Industry Participation Score = Minimum 15%

- Aboriginal Economic Participation
- Design Supporting Industry and Economic Participation
- Regional Development
- Apprentices & Trainees
- Purchase of Structural and Reinforcing Steel = 20% Weighting
- Growth, Innovation & Investment Attraction

Industry Participation
Get the skills your business needs.

1800 673 097
skills.sa.gov.au
Skilling South Australia

• Support industry to increase number of trainees and apprentices
• Subsidised training, potential wage incentives and other supports available
• Team available to provide guidance and advice
measures **local jobs, local supply inputs and capital** and the system provides an economic benefit score.
Industry Participation Plan - Tailored

**Emphasis on:**
- Regional development
- Aboriginal economic participation
- Trainees & Apprentices
- Design supporting industry and economic participation
- Steel
OIA in Industry Participation

**SA Government Agency**

- **Pre-Tender**
  - OIA builds business capacity and promotes SA businesses to government buyers

- **Tender Phase**
  - Review acquisition plans for opportunities to maximise economic benefits to SA
  - Develop tailored plans on major projects and where expanded economic development opportunities are identified
  - Assess economic benefit to SA via ECT or IPP Plan at minimum 15% of overall tender evaluation

- **Contract Negotiation**
  - OIA negotiate final IPP commitments with tenderer to form part of contract

- **Post-Tender**
  - Joint Task between OIA and SAW
  - OIA identifies opportunities for subcontractors and suppliers and monitors SAIPP contract conditions

**Joint Task between OIA and SAW**

**Negotiation**

**SA Government Agency**

**Pre-**

**Tender Phase**

**Post-**
Industry Participation Plan - Subcontracting

Head Contractor
- Contracted to SAW

Tier Two Contractor
- Contract with Head Contractor

Subcontractors
- Goods

Subcontractors
- Services

Subcontractors
- Other

IPP methodology cascades through the supply chain
Industry Participation Plan - Reporting

OIA monitors all IPP commitments for Contract

<table>
<thead>
<tr>
<th>Source of Supply (%)</th>
<th>Total Economic Benefit (%)</th>
<th>Labour Economic Benefit (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>3%</td>
<td>24%</td>
<td>12%</td>
</tr>
</tbody>
</table>

INVESTMENTS IN SOUTH AUSTRALIA

<table>
<thead>
<tr>
<th>Investment Type</th>
<th>REMOTE</th>
<th>TOTAL VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plant Development</td>
<td>1</td>
<td>$500,000.00</td>
</tr>
<tr>
<td>Other Outsourcing</td>
<td>2</td>
<td>$500,000.00</td>
</tr>
<tr>
<td>Export to Duscitear</td>
<td>1</td>
<td>$500,000.00</td>
</tr>
<tr>
<td>Total</td>
<td>4</td>
<td>$1,500,000.00</td>
</tr>
</tbody>
</table>

Please provide details of the head contract work, sub-contracts, supply chain, work packages (including self-performed) or purchases required to complete the contract.

<table>
<thead>
<tr>
<th>Head Contract Work, Sub-contracts, Supply Chain, Work Packages (including self-performed) or Purchases Required to Complete the Contract</th>
<th>Total Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regional participation</td>
<td>$500,000.00</td>
</tr>
<tr>
<td>Local participation</td>
<td>$500,000.00</td>
</tr>
<tr>
<td>Total</td>
<td>$1,000,000.00</td>
</tr>
</tbody>
</table>

For assistance in using this spreadsheet please email it to a copy of your local Office of Independent Assessment (OIA) on 1800 606 620.
SA Manufacture means the holistic manufacture or fabrication of finished goods is undertaken in South Australia.

SA Supply or Distribution means the supply or distribution of the product occurs within South Australia.

SA Assembly means that separate component parts of the end product are put together in South Australia.

SA Install means the product is installed within South Australia.
CONTACT:

The Office of the Industry Advocate
Level 13, Stillwell House
99 Gawler Place
Adelaide  5000
P: 08 8226 8926
W: industryadvocate.sa.gov.au
Whyalla Secondary School

Location: SA Australia
Project Value: $100 million
Project Status: Concept Phase
Project Owner: Department of Planning, Transport and Infrastructure

Project Details
A new $100 million state-of-the-art secondary school will be built in Whyalla to accommodate 1,000 students in Years 7 to 12.

The new school will be located on Noccimo Avenue in Whyalla Norrie in between the UniSA and TAFE campuses, forming an education precinct to provide students with strong links to further study options.

Whyalla's 3 existing high school campuses, which are Edward John Eyre High, Whyalla High and Stuart High, will be amalgamated into the new school.

Significant stakeholder consultation was undertaken by the Department for Education to inform plans for the school. The new school will be designed to reflect contemporary education environments and will focus on supporting future skills needs that lead to jobs.

The build will be managed by the state government as a Capital Works project through a competitive tender process.

The new school is expected to be complete for the first students to commence in 2022.

Businesses interested in sub-contracting or partnering with the potential head contractor are invited to register their interest below. DPTI intends to make details of all companies that register their interest available to the shortlisted tenderers for the proposed head contract at the Request for Tender stage of the procurement process. It will then be the responsibility of the tenderers to make direct contact with individual companies.

Contact Details
Eddie Ivar, ICN SA
(08) 8429 3376
Contact Email

Samantha Van Bochove
(08) 8429 3048
Contact Email

Project portal: WhyallaSecondarySchool.icn.org.au
Put your best case forward

- Target relevant trade packages (Go / No-Go)
- Sharp summary – state clearly what you offer
- Your value proposition / discriminator
  - Your track record
  - Client’s pain points – how will you relieve them?
- Invest the time
Examples of Assessment Criteria

EOI evaluation criteria

- Workload & Resources
- Capability Statement
- Safety, Quality & Environment Questionnaire
- Previous Performance
- Registration of Interest (General Company Information)
- Compliance
- Financial & Insurances

RFT evaluation criteria

- Workload & Proposed Resources
- Trade Partner Activity Proposal (TPAP) and Management Plan
- Previous Performance
- Program
- Apprentices and Trainees / Social Procurement
- HSEQ Assessment
- Alternative Proposals (Innovation, Value Engineering and Alternatives)
- Tenders Security & Insurance Details
- Miscellaneous Contract Particulars
- Building Code 2016
### Examples of Assessment Criteria

<table>
<thead>
<tr>
<th>Price</th>
<th>Non-Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EOI</strong></td>
<td><strong>RfT</strong></td>
</tr>
<tr>
<td>$$$$$</td>
<td>$60%</td>
</tr>
<tr>
<td>Capability/Previous performance</td>
<td>35%</td>
</tr>
<tr>
<td>Safety</td>
<td>20%</td>
</tr>
<tr>
<td>Industry Participation</td>
<td>20%</td>
</tr>
<tr>
<td>Workforce Participation</td>
<td>15%</td>
</tr>
<tr>
<td>3rd Party Integrity</td>
<td>5%</td>
</tr>
<tr>
<td>Industrial Relations</td>
<td>5%</td>
</tr>
<tr>
<td><strong>100%</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>
Other local project portals

- GFG Alliance
gfgwhyalla.icn.org.au

- Joy Baluch AM Bridge
joybaluchambridge.icn.org.au

- SA Road Maintenance Services
ModernisingRoadMaintenance.icn.org.au

- OZ Minerals Projects & Operations
ozminerals.icn.org.au
Contact us

ICN (SA) office details:
Level 9, 131-139 Grenfell Street
Adelaide SA 5000
T: 1300 553 309
E: info@icnsa.org.au
Regional Development Australia Whyalla and Eyre Peninsula

Your regional economic development partner
Our Partners

- Commonwealth Government
- State Government
- Local Government
- Industry
So what is in Whyalla’s Opportunity Pipeline?
Education

New High School Whyalla Education and Innovation Precinct

$100m
Advanced Manufacturing

GFG Alliance

$1.4b
Clean Energy

Simec Energy
Australia

$1b
ELECTRANET
Eyre Peninsula
Electricity Supply Options

$240m
Assistance

✓ Workforce
✓ Apprentices
✓ Business Premises
✓ Local Suppliers
✓ Accommodation
Heavy Industry Cluster
12 Member Advisory Board
200 Businesses “Opportunity Network”
Strategic Priorities

- Workforce Development
- Supply Chain Capability
- Business Diversification
- City Development
Current Projects:
1 Supply Chain Development
2 Drug Free Employer Policy - Citywide
3 Major Project: School - Local Suppliers
4 Workforce Attraction: City Marketing & Job Website
Want to know more?
Speak with our team here today.