

# Being Visible on ICN Gateway

4 February 2020

# Agenda Today

1. Learn about ICN Gateway – the portal for Inland Rail expressions of interest (EOI) and a wide range of other project opportunities in NSW
2. Understand the EOI process and how to list your high-impact company profile information on ICN Gateway
3. A catch-up session for suppliers who missed the December event on capability statements

# Industry Capability Network (ICN)

- National network
- NSW Government-funded not-for-profit company
- Provide services that enable major projects to maximize local and Indigenous industry participation i.e. make it easier for buyers to find suppliers & *vice versa*
- “Business match-making service”
- ICN also applies the experience and contacts of individual team members to assist industry - e.g. Aboriginal engagement, participation in local government procurement project, defence industry collaborations, provide input about industry capacity in planning activities

# Service Offering

## Buyers:

What do we do:

- Assist the buyer to identify capable local, Indigenous and social enterprises.

How do we do it:

- ICN Gateway project web pages and communication of project information/ supply opportunities
- Supply chain mapping
- Supplier briefings

## Suppliers:

What do we do:

- Inform suppliers about projects and how to position themselves for supply opportunities.

How do we do it:

- Support businesses to create company profiles and register interest against supply opportunities on ICN Gateway.

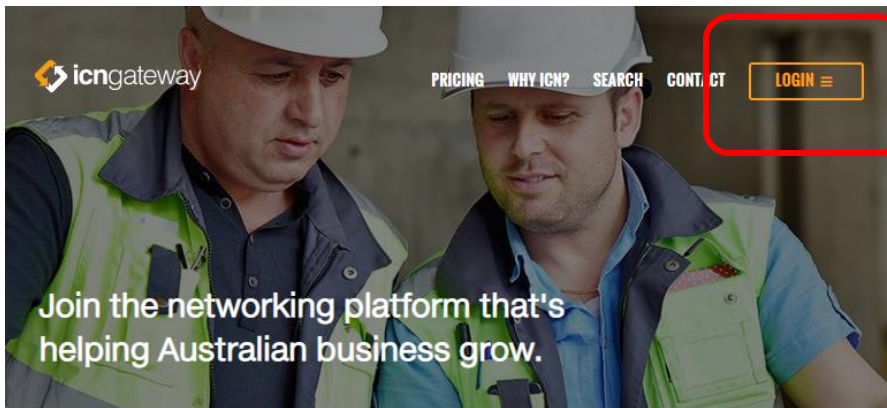
## National Network

### NSW Bases:

- Sydney
- Albury
- Nowra
- Parkes
- Newcastle



# ICN Gateway



## What is ICN?

ICN helps bring Australian suppliers and project owners together by giving exclusive access to our powerful online database and our extensive network of Business Growth consultants. The result: more work for Australian businesses.

JOIN NOW

### Looking for suppliers?

Search for the right suppliers or project partners here.

🔍 FIND SUPPLIERS

### Looking for work?

Search for projects and new business opportunities here.

🔍 FIND WORK

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

- Web portal for buyers and suppliers
- Suppliers create and manage a company profile (CV)
- Buyers communicate project information and supply opportunities.
- Suppliers register their interest for supply opportunities (EOI)
- ICN evaluates responses and provides supplier information to buyer.

# Company Profiles - Subscriptions

## Why join the ICN Gateway community?

You can register your Australian and New Zealand company on ICN Gateway for FREE. You can express interest in work, receive notifications and your company may be recommended to project owners when appropriate. But if you really want to promote your business, choose one of our business boosting packages.

BE SEEN \$156pa	BE COMPELLING \$600pa	PREMIUM \$1,480pa
<ul style="list-style-type: none"><li>▶ A company profile that is part of 12,000 searches per month on ICN Gateway</li><li>▶ Connect with full scope works package winners</li><li>▶ Search for work packages that suit your company size and capabilities</li></ul>	<ul style="list-style-type: none"><li>▶ Extra exposure for your company profile that is part of 12,000 searches per month on ICN Gateway</li><li>▶ Connect with full scope works package winners</li><li>▶ Showcase your unique company capabilities</li></ul>	<ul style="list-style-type: none"><li>▶ Maximum exposure for your company profile that is part of 12,000 searches per month on ICN Gateway</li><li>▶ Save time with detailed work search and alerts</li><li>▶ Showcase your brand and capabilities with a dedicated web page</li></ul>
<a href="#">FIND OUT MORE</a>	<a href="#">FIND OUT MORE</a>	<a href="#">FIND OUT MORE</a>

- 'Free' or paid subscriptions available.
- Paid subscriptions provide businesses with additional promotional benefits (e.g. public listing on ICN Gateway).
- 'Free' profiles have full access to ICN Gateway project pages and can register interest in all supply opportunities.

# Inland Rail – Narrabri to North Star-SP1



PRICING WHY ICN? SEARCH CONTACT LOGIN

**Find Work**

Keyword search

Inland Rail

Choose state

Region

Premium subscribers only

Choose work package status

**FIND WORK**



## Search Results

### Projects (1)

#### Inland Rail - Narrabri to North Star (N2NS) Separable Portion 1

NUMBER OF WORK PACKAGES: 1 | NSW AUSTRALIA

The Narrabri to North Star (N2NS) section comprises an upgrade to approximately 185km of track within the existing rail corridor and construction of approximately 2.3km of new rail corridor. The works are required to accommodate the operation of 1,800m-long double-stacked freight ... [\[more\]](#)

See all



### Work Packages (1)

See all

#### Any Opportunities

Project: Inland Rail - Narrabri to North Star (N2NS) Separable Portion 1  
NEW SOUTH WALES AUSTRALIA

Please refer to N2NS project worksheet on ICN Gateway Management Tool - Inland Rail for work package details (including names and dates).



### Other Opportunities (20)

See all

#### Contract 2019-2020-45 - Centenary Park Golf Course Irrigation Upgrade

(New)

VICTORIA AUSTRALIA

This project is to upgrade the existing irrigation system at Centenary Park Golf Course by implementing stage 1 of CPGC Irrigation Review. Works include but are not limited to the following: .Replace multicore cable with 2 core cable in conduit; .Install single address decoders to existing ... [\[more\]](#)



- Type 'Inland Rail' in to keyword search
- Select project from selection available.



# Inland Rail – Narrabri to North Star-SP1



PRICING WHY ICN? SEARCH CONTACT

LOGIN



1 OF 1

[Back to results](#)

## Inland Rail - Narrabri to North Star (N2NS) Separable Portion 1

Locations:	NSW Australia
Project Value:	>\$400M
Project Status:	Procurement-phase
Project Owner:	AUSTRALIAN RAIL TRACK CORPORATION LTD



### Project Details

#### Inland Rail

Inland Rail is the missing link in Australia's national supply chain. It will complete the backbone of the national freight network by providing transit times of less than 24 hours for freight trains between Melbourne and Brisbane via regional Victoria, New South Wales and Queensland.

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

Comprising 13 projects and spanning 1,700km from Melbourne to Brisbane, Inland Rail will transform how we move goods around our vast country, creating more opportunities for regions to connect to cities and businesses to markets.

#### Narrabri to North Star Project

The Narrabri to North Star (N2NS) section involves an upgrade to approximately 185km of track within the existing rail corridor and construction of approximately 2.3km of a new rail corridor.

The works are required to accommodate the operation of 1,800m-long double-stacked freight trains. This project crosses the three Local Government Areas of Gwydir, Narrabri and Moree Plains.

The works are divided into two packages:

- 2600-0018 N2NS SP1 Works Package (Called 'SP1')
- 2600-0019 N2NS SP2 Structures Package (Called 'SP2')

For more information on the N2NS project visit <https://inlandrail.artc.com.au/N2NS>.

#### The alignment (pertaining to SP1)

N2NS SP1 is a brownfield section and involves upgrading works within the existing ARTC rail corridor.

Key features include:

- upgrading approximately 171km of track and formation within the existing rail corridor
- constructing two new road over rail bridges at Moree (Jones Ave) and Bellata (Newell Highway)
- constructing 5 new crossing loops with associated maintenance sidings

### Contact Details


Jerone Bodiam - ICN  
+61 2 9927 3110





[CONTACT EMAIL](#)




- Project
  - Name
  - Location
  - Value
  - Status
  - Owner
  - Details
- ICN consultant's contact details

























# Inland Rail – Narrabri to North Star-SP1

**Work Packages**

To submit an expression of interest, select the  icon next to the work package scope you are interested in.

 OPEN LISTINGS  AWARDED  CLOSED LISTINGS  OTHER

 OPEN FOR EOI  INCOMPLETE EOI  EOI COMPLETED

STATUS	CONTRACT	OPENS	FULL SCOPE CLOSES	PARTIAL SCOPE CLOSES	DOCS	FULL SCOPE EOI	PARTIAL SCOPE EOI
	Concrete Slabs	21 Jan 19	31 Mar 19				
	Concrete Works	17 Jan 19	31 Mar 19				
	Aluminium Glazing Installation	17 Jan 19	3 Apr 19				
	Blockwalls	17 Jan 19	3 Apr 19				
	Carparks and linemarking	17 Jan 19	3 Apr 19				
	Civil - Earthworks	17 Jan 19	3 Apr 19				
	Hydraulic Services	19 Jan 19	3 Apr 19				
	Labour Hire	14 Feb 19	3 Apr 19				
	Medical Gas Services	20 Jan 19	3 Apr 19				
	Minor Concrete Works	17 Jan 19	3 Apr 19				
	Painting	1 Feb 19	3 Apr 19				
	Roofing	1 Feb 19	3 Apr 19				

- Check the Status
- Select the Work Package
- Check the open and close dates
- Select 'Full Scope EOI' or 'Partial Scope EOI'

# N2NS Work Packages

## Bridges

- Bridge Bearings
- Bridge Deck Joints
- Concrete Cutting
- Concrete Place and Finish
- Concrete Pumping
- Concrete Supply
- Demolition
- Formwork
- Piling
- Post Tensioning
- Precast Concrete Headstock and Wingwalls
- Prestressed Concrete Deck Slab Girders
- Reinforcing Steel
- Scaffolding
- Steel Fixing
- Steel Walkway and Guardrail

## Bulk Earthworks

- Asbestos Removal
- Clearing and Grubbing
- Construction Water - Storage Tanks
- Construction Water - Supply and Cart
- Excavation Services
- General Earthworks
- Geotextiles
- Grading Contractor
- Material Cartage and Haulage
- On Site Treatment of Materials
- Plant and Equipment - Roadheaders
- Plant and Equipment - Specialist Foundation Equipment
- Plant and Equipment - Spoil Conveyance Systems and Equipment
- Plant Hire - Large
- Quarries and Quarry Materials
- Survey Services
- Testing Services - Materials

# N2NS Work Packages

## Capping

Capping Material

## Drainage

- Ballast Cages with Precast Concrete Pits
- Drainage Installation Services - Surface Drains
- Precast Concrete Drainage Junction Pits
- Reinforced Concrete Box Culverts
- Reinforced Concrete Pipe

## Early Works

- Container Hire
- Drilling Services
- Electrical Services
- Geotechnical Investigations (or borehole drilling)
- Plumbing Services.
- Temporary Fencing and Hoarding

# N2NS Work Packages

## Facilities and Services

- Accommodation Village (Camp) - Operations and Maintenance
- Housing and Accommodation Service Providers
- Information Technology Infrastructure
- Office Furniture and Equipment
- Security Services
- Site Cleaning
- Site Facilities (Temporary)
- Transport Services - Bus and/ or Coach Hire

## Fencing

- Fences and Gates

## Miscellaneous

- Any Opportunities

## Noise Walls

- Artwork
- Gabions
- Noise Walls

## Professional Services

- Environmental and Rehabilitation Services
- Heritage Services
- Labour Hire and Recruitment Services
- Site Contamination Consultant
- Training Service Providers

# N2NS Work Packages

## Roads and Crossings

- Asphalt
- Precast Concrete Panels
- Road Construction and/ or Maintenance Services
- Road Safety Barriers/ Roadside Barriers
- Road Signage
- Signalling and Control Lights
- Steel Plate Assembly
- Traffic Management

## Signage

Signage - External

## Trackwork

- Ballast
- Plant and Equipment - Flashbutt Welding Machines
- Plant and Equipment - Surfacing Machines
- Plant and Equipment - Tracklaying Machinery
- Track Removal and Installation Services
- Welding Services

# N2NS Work Packages

## **Transport, Hire and Logistics**

- Courier Services
- Cranes and Cranage Services
- Equipment Hire - Small
- Fuels and Lubricants - Supply and/or Storage
- Plant and Equipment - Maintenance Services
- Plant and Equipment - Slurry Treatment Plants
- Vehicle Hire - 4WD Vehicles
- Waste Management Services - Liquids and/ or Solids

# Inland Rail – Narrabri to North Star-SP1

Submit Your Expression of Interest - Full Scope

Work package closes in 30 weeks 4 days 12 hours 51 mins

## Inland Rail - Narrabri to North Star (N2NS) Separable Portion 1

Any Opportunities - Full Scope

Company: JM Consulting Solutions

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

### General

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

- Yes  
 No

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

- Yes  
 No

Please confirm that your company profile on the ICN Gateway is complete, up-to-date and accurate.

- Respond to all questions truthfully as this information is used by buyers to determine your capability, capacity and track record
- Questions highlighted 'red' are mandatory
- Save or submit your EOI when complete



# EOI Questions - General

- **Do you understand that this is an expression of interest (EOI) process-only to identify local market capability?**
- **By registering your interest, do you understand that your organisation's contact details may be provided to third-parties with the objective of assisting and/or promoting your business?**
- **Please confirm that your company profile on the ICN Gateway is complete, up-to-date and accurate**
- **Please describe the primary business activities of your organisation (4000 characters)**
- **Please upload a copy of your organisation's business capability statement / business profile**

# EOI Questions - Business

## Business Ownership

- **Does your organisation identify as an Australian Indigenous business that is 50 per cent or more-owned by Aboriginal or Torres Strait Islander people?**

## Finance

- **Please provide your organisation's average annual turnover (\$AUD) for the last three years**
- **Please select the contract value range(s) (\$AUD) that your organisation prefers and is able to bid on (6 options from \$100k to \$20m)**

# EOI Questions - Insurance

- **Please confirm that all certificates of currency for insurance policies held by your organisation have been uploaded to the 'Insurances' section of your company profile on the ICN Gateway**
- **Please confirm that all certificates of currency for insurance policies held by your organisation have been uploaded to the 'Insurances' section of your company profile on the ICN Gateway (Contract Works; Motor Vehicle; Professional Indemnity; Public and Product Liability; Workers Compensation / Workcover; Other)**

# EOI Questions – Management Systems

- **Does your organisation currently hold the licences it requires to provide the scope of works?**
- **Please confirm that all licences held by your organisation have been uploaded to the 'Licences' section of your company profile on the ICN Gateway**
- **Please choose your organisation's level of certification for the following management systems (3rd party-certified; Self certified; No management system – for:**
  - Environmental (ISO 14001)
  - Occupational Health and Safety (ISO 45001)
  - Quality (ISO 9001)
- **Has your organisation implemented the following management system-related policies / procedures?**
  - Environmental
  - Health and Safety
  - Industrial Relations
  - Quality
  - Risk
  - Sustainability

# EOI Questions – Health, Safety, Environment

- **Has your organisation implemented a formal process for recording and reporting safety and environmental incidents?**
- **Has your organisation implemented a formal process for incident investigation and management?**
- **Sustainability**
- **Does your organisation implement sustainable business practices (e.g. highly efficient use of energy, water and raw materials; low emission technologies; ethical supply chains; circular economy and waste re-purposing; or supporting local environmental and community initiatives)? (Please describe – 4,000 characters)**
- **Are you interested in learning more about sustainability and how it can benefit your business (e.g. help reduce operational costs, engage and motivate staff and provide reputational benefits)?**

# EOI Questions - Compliance

- **By submitting an expression of interest in, or tender for, this project, do you acknowledge that you will become subject to the Code for the Tendering and Performance of Building Work 2016?**
- **Is your organisation compliant with the 'Code for the Tendering and Performance of Building Work 2016'? (Yes/No (why not?) /Pending/Unsure)**

# EOI Questions - Capability Capacity and Track Record

- **Please confirm that all 'products and services' which demonstrate your organisation's capabilities have been uploaded to the 'Products/Services' section of your company profile on the ICN Gateway**
- **Does your organisation have any innovative products or services that it may wish to communicate to and/or share with the project?**
- **Please confirm that all 'previous significant projects' which demonstrate your organisations capabilities and experience have been uploaded to the 'Summary' section of your company profile on the ICN Gateway**

# Next steps / Where to from here

## ICN Gateway company profile

- Create a new company profile or ensure existing company profile is complete, up-to-date and accurate.

Elect to receive notifications about supply opportunities

Register your interest against supply opportunities your business has the capability to deliver

Attend capability development programs and networking events to improve your chances of success.



# Other projects of interest

- Batemans Bay Bridge | John Holland | Batemans Bay, NSW
- Clean TeQ Sunrise Project | Parkes NSW
- Kepco Bylong Coal Project | Mudgee NSW
- Mudgee Hospital Redevelopment | Mudgee NSW
- New Maitland Hospital | Multiplex | Maitland, NSW
- Princes Highway Upgrade between Berry and Bomaderry
- Randwick Campus Redevelopment | Lendlease | Sydney, NSW
- Regional Rail - Depot and Fleet Project | Momentum Trains and CAF
- Snowy Hydro 2.0 | Future Generation JV and Voith Hydro GmbH & Co. KG
- Sydney Metro City and Southwest | Systems Connect
- The Northern Road
- Tweed Valley Hospital Development

<https://icn.org.au/new-south-wales/nsw-projects>

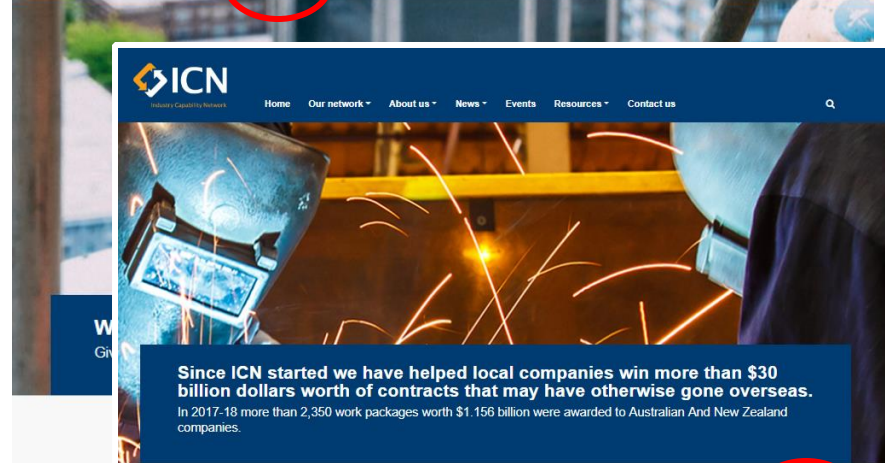
## New South Wales

Go to...

### NSW Projects

#### Gateway Projects

Project Name	Industry	Value (\$million)	Project Region
<b>Under Construction</b>			
Mudgee Hospital Redevelopment	Health	50	Central West
Batemans Bay Bridge	Road	274	Illawarra / South East
Collector Wind Farm	Energy	300	Illawarra / South East
North Shore Health Hub	Health	110	Sydney Metropolitan
The Northern Road Upgrade - Stage 3 North	Road	200	Sydney Metropolitan
<b>In Progress</b>			
Request FOR EXPRESSION OF INTEREST - Management and Maintenance of Advertising Panels	Others	1	Central West
Naval Shipbuilding College	Defence	10	Nationwide
Opportunities for Suppliers of Recycled Products and Materials	Others	10	Nationwide
<b>Design and Early Works Procurement</b>			
Tweed Valley Hospital Development	Health	582	Hunter / Northern
<b>Design</b>			
Lockheed Martin Australia - Future Submarine	Defence	100	Nationwide
Naval Group - Future Submarine	Defence	30000	Nationwide
Sydney Metro City & Southwest - Linewide Works	Road	1400	Sydney Metropolitan
<b>Bid Stage</b>			
Hawker Pacific - Special Operations Helicopter LAND2097 Phase 4 Bid	Defence	200	Nationwide
Navantia Australia Pty Ltd - Auxiliary Oiler Replenishment Supplier, Capability & Innovation Portal	Defence	10	Nationwide
Plan NIGHTJAR - Airbus LAND2097 Phase 4 Light Helicopter for Special Operations Bid	Defence	500	Nationwide
<b>Preferred Tenderer</b>			



**Since ICN started we have helped local companies win more than \$30 billion dollars worth of contracts that may have otherwise gone overseas.**  
In 2017-18 more than 2,350 work packages worth \$1.156 billion were awarded to Australian And New Zealand companies.

## New South Wales

Go to...

### About ICN NSW

In NSW we create opportunity for New South Wales and Australian industry by bridging the information gap between buyers and sellers by advising on supply chain development, import replacement and local industry capability and capacity.

Services include:

# Be Alert!

- Wrong email address (yes – it can happen!!)
- EOI questions – sometimes you will see a double up question. If you do, just answer the second one with the same info
- Address field – put the full address on the first line
- Telephone number – if you don't have a landline, put your mobile in the land line field – ignore the comment that pops up
- Generic address – best for receiving notifications (in case the person leaves your business). But you can add extra contacts
- Keep your ICN Gateway listing up to date – put a diary reminder in for a 3 monthly check
- Need help? Call ICN NSW

# Industry Capability Network (ICN) – New South Wales

Jerone Bodiam

Regional Manager

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<https://icn.org.au/new-south-wales>

