

# Australian Industry Participation (AIP) Plan Executive Summary

## **1. General Project Details**

**Company Name:** Neoen Australia Pty Ltd

**Description of the project:** Neoen is the owner and developer of Parkes Solar Farm, Griffith Solar Farm, and Dubbo Solar Hub. Dubbo Solar Hub will comprise of approximately 90,000 solar panels, generate approximately 60,000 MWh, and have a capacity of 28.9 MWDC. The energy produced will be equivalent to powering 9000 homes a year. Griffith Solar Farm will comprise of approximately 112,000 solar panels, generate approximately 75,000 MWh, and have a capacity of 35.9 MWDC. The energy produced will be equivalent to powering 11,500 homes a year. Parkes Solar Farm will comprise of approximately 206,000 solar panels, generate approximately 138,000 MWh, and have a capacity of 65.8 MWDC. The energy produced will be equivalent to powering 21,000 homes a year.

**Estimated total project value:** \$220 million

- **Estimated value of key goods and services procured for the project (if different to total project value) :** \$130 million

**Project location:** Parkes, Griffith, Dubbo/Narromine (NSW)

**Link to project information:** [www.parkessolarfarm.com.au](http://www.parkessolarfarm.com.au), [www.griffithsolarfarm.com.au](http://www.griffithsolarfarm.com.au), [www.dubbosolarhub.com.au](http://www.dubbosolarhub.com.au)

**Project contact for procurement information:** Edris SAYYADI, +61 2 8458 1200, e.sayyadi@bouygues-construction.com

## **2. Opportunities for Australian industry involvement**

<b>List of goods and services to be procured for the project and the expected opportunity for industry participation</b>	<b>Opportunities for Australian suppliers</b>	<b>Opportunities for overseas suppliers</b>
Labour hire	Yes	No
Civil works	Yes	No
Fencing – Supply by local subcontractor	Yes	No
Temporary site accommodation and facilities	Yes	No
Cleaning	Yes	No
Structural, tracker and PV panel installation works	Yes	No
Electrical installation works within the solar substation	Yes	No
Electrical installation works within the solar farm	Yes	No
Procurement of piles	Yes	Yes
Procurement of PV panels	No	Yes
Procurement of tracking systems	No	Yes
Procurement inverters	No	Yes

Disclaimer: The information provided in the table above is based on an initial assessment by the company. Any questions or issues should be raised with the project contact.

## **3. Communication Strategy**

### 1. Communication of Expressions of Interest (EOI)

Neoen/Bouygues will publish an invitation to submit an EOI through media channels (local papers, Bouygues social media channels) or the Bouygues websites.

### 2. Collaborate with supplier advocates to host supplier briefings

Neoen/Bouygues will collaborate with supplier advocates, including Parkes, Griffith and Dubbo Shire Council's economic development group, and Chamber of Commerce establishments local to each location to host supplier briefings or participate in member briefings (where appropriate) to deliver information about the project to suppliers.

3. Contact and keep informed the Parkes, Griffith and Dubbo Shire Council Economic Development Bodies and Chambers of Commerce local to each project. Neoen/Bouygues will also liaise with vendor identification agency ICN to help identify capable, competitive Australian suppliers to provide goods and/or services.

4. Advertising of construction opportunities through the early creation of project website

By providing a dedicated contact e-mail address on the project websites since December 2015, potential Australian suppliers have the possibility to register their interest in the project, and in turn to access all necessary information in relation to tender packages and prequalification requirements for the Project.

#### **4. Opportunities through all tiers of supply and in all stages of the project**

Neoen/Bouygues's primary position is that we will use Australian standards or international standards (where they are acknowledged by Australian industry to provide greater benefits or have been readily adopted) for goods and services.

These standards will be able to be met by Australian companies and be common to the Australian construction industry participants involved in this style of project.

1. Supplier assessment criteria

Neoen/Bouygues will assess all suppliers on the same criteria including on whole-of-life costs, quality, performance, service capabilities, warranty and compatibility with other specified products.

2. Contractors and subcontractors upholding AIP requirements

Neoen/Bouygues will require that all contractors report on their progress toward meeting AIP plan obligations. These obligations will form part of the schedules included in each subcontract. This information will help the solar farm Team to identify progress towards meeting our commitments, assist in identifying supply issues or gaps and assess opportunities for supply chain and business improvements.

3. Neoen/Bouygues will unbundle larger work packages to better suit Australian supplier capability

The contracts team will identify categories of procurement where the unbundling of scopes and work packages will provide an increased and competitive participation rate from Australian suppliers.

4. Develop a Workforce Participation Plan for employees and contractor employees

Neoen/Bouygues will seek to employ Australian workers wherever possible and will target employment advertising through local consultation within the communities, advertisements in the newspapers local to the communities and postings on the project and Bouygues websites.

#### **5. Opportunities for longer-term participation**

1. Encouraging capability development and integration into global supply chains

Neoen/Bouygues will conduct technology transfer sessions, events or meetings to enable suppliers and stakeholders to learn world-class technology.

2. Neoen/Bouygues will collaborate with regional organisations to facilitate work placement opportunities for students, return to work participants and Indigenous school leavers

The Solar Farm will welcome regionally-based graduates into its consortium partners as part of their development. Graduates from the region will be given the opportunity to work close to home, where it is their preference to do so.

3. Neoen will target and hire/retain apprentices and/or trainees for the period of the contract

One of the outcomes of the development of the Workforce Plan and the training needs analysis will be the identification of the baseline data needed regarding apprentices and trainees.

4. Neoen will partner with Bouygues to develop the local workforce, providing feedback to participating companies to allow better opportunity for future opportunities

Bouygues will provide feedback to unsuccessful Australian suppliers to encourage improved performance in future tenders. This has already commenced where we have tendered locally, brought a selection of tenders in for close collaboration to make their quote the most efficient, then made our selection. Our close collaboration with the unsuccessful tenderers will provide them with global knowledge and efficiencies for their next tender.

#### **6. Procedures and Resources**

1. Neoen/Bouygues will schedule quarterly reviews of AIP plan implementation with major contractors

2. Performance Measurement

Neoen/Bouygues will determine reporting and measurement requirement techniques to give effect to AIP policy and implementation of this AIP plan. Performance measures may include referral targets, training and development course targets, numbers of external enquiries, seminar and briefing participation and a variety of other measures.

3. Neoen/Bouygues will develop systems and procedures to guarantee successful implementation of this policy.