

Australian Industry Participation (AIP) Plan Executive Summary

1. General Project Details

Company Name: Gannawarra Solar Farm Pty Ltd (**GSF**)

Description of the project: The Gannawarra Solar Farm is being developed and will be managed by Edify Energy Pty Ltd. It is a proposed 50 MW AC (60 MW DC) solar farm located at Kerang in Victoria. The Project will connect to Powercor's 66kV network on the Project site. The Project is targeting Financial Close for February 2017.

RCR O'Donnell Griffin (**RCR**) is the Engineering, Procurement and Construction (**EPC**) contractor for this Project and will carry the responsibility for procurement of goods and services.

Estimated total project value: \$84 million

Estimated value of key goods and services procured for the project (if different to total project value): As above

Project location: The Project is located approximately 5 km north west of Kerang in Victoria.

Link to project information: www.edifyenergy.com/projects/gannawarra

Project contact for procurement information: RCR – Dennis Maher; 61 2 9794 3759; dennis.maher@rcrtom.com.au

2. Opportunities for Australian industry involvement

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers	Opportunities for overseas suppliers
Labour hire	Yes	No
Temporary Site accommodation and facilities	Yes	No
Engineering Services	Yes	Yes
Civil Design Works	Yes	No
Construction of site facilities	Yes	No
Foundation construction	Yes	No
Earthworks	Yes	No
Road Construction	Yes	No
Electrical design works	Yes	No
Supply of electrical equipment	Yes	Yes
Installation and fit out of solar modules	Yes	Yes
Tracking System	No	Yes
Solar PV Modules (ie Solar Panels)	No	Yes
Inverters	No	Yes
Plant and Machinery	Yes	Yes
Fencing	Yes	No
Security	Yes	No

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers	Opportunities for overseas suppliers
Tree Clearing	Yes	No
High Voltage Substation Design and Construction	Yes	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

- **Project website** – Edify Energy will establish a separate Project webpage on its corporate website to provide information on the Project, community updates and an outline of supply and employment opportunities for Australian suppliers. The webpage will update the status of the Project during its construction stages and identify RCR (lead contractor), including a link to an RCR Local Vendor Opportunities Information brochure that will contain a pre-qualification form which suppliers can complete and submit.
- **Communication of project website and email address** – GSF and RCR will ensure that the Project webpage and/or email address (contactus@edifyenergy.com and gannawarra.SFP.EOI@rcrtom.com.au) is included in public information made available for the Project and provided during industry briefings, town hall and other community update sessions, as well as given to local Council for passing onto interested suppliers.
- **Communicating work opportunities** – RCR will use its email address, local and social media, print media, ICN network and local community engagement activities to communicate work information and allow vendors to express interest and submit a pre-qualification form through an Expression of Interest email address.
- **Industry Capability Network** – RCR will liaise with the Industry Capability Network (ICN) Victoria to identify capable, competitive Australian suppliers for packages including construction services, fencing supply, plant and equipment hire services (list is not exhaustive). These work packages will also be posted on the ICN Gateway that will also include procurement contact officer's details and information on how to prequalify and respond to tender.
- **Use of media** – From time to time, GSF will also use the local press and media releases to promote the Project and to highlight AIP opportunities.
- **Collaborating with Council** – GSF will engage the Gannawarra Shire Council with a view to having Council promote project details and opportunities on its website.

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

- **Standards achievable by Australian firms** – The Project will be built to meet relevant Australian, New Zealand and international standards, including the International Electrotechnical Commission (IEC) standards. Except for specialised equipment (e.g. solar panels and inverters), Australian suppliers will be familiar with, and able to provide goods and services to the applicable standards.
- **Pre-qualification of suppliers** – Vendors will need to address a number of pre-qualification criteria. Pre-qualification will be determined by each vendor's achievement against minimum performance standards that will be consistently applied and assessed across all vendors.
- **Tender Process** – RCR will have a formal tender process, beginning with Request for Tender to the qualified bidders through its Asite management system. The time for tender responses will be the same for every bidder and will provide realistic opportunity for all bidders to develop their proposal based on package complexity and project schedule requirements.
- **Tender Evaluation Criteria** – RCR will assess suppliers on the basis of locality, pricing, project requirements, reliability, availability and durability and code compliance. The evaluation process will be based on a standardised scoring system that ensures each tender is assessed on its merits and the suppliers' ability to meet the project requirements.
- **Supplier Feedback** – Where Australian suppliers' tender(s) are unsuccessful, the procurement package owner will provide feedback and undertake a debriefing with any supplier wishing to determine why their tender was not successful.

- **AIP requirements** – RCR will ensure Australian industry can access opportunities through all tiers of supply and include the AIP plan in all RFT documents.

5. Opportunities for longer-term participation

- **Skills Transfer** – GSF and RCR support the skills transfer of proven engineering technology from overseas to Australian personnel. GSF and RCR will engage and utilise the experience of the international suppliers/manufacturers technical advisers who will spend time on site advising, on-site training and assisting the Project.
- **Assistance to smaller contractors** – RCR will provide assistance to smaller contractors and suppliers in the form of contract negotiations, pre-qualification requirements, site inductions, on-site training of specialist or safety critical works, sharing procedures and involving the contractors in the inspection and testing activities to enable them to build capacity to contribute to larger contracts.
- **Training** – RCR will train Australian suppliers in areas such as installing, operating and servicing, to assist Australian industry in becoming more capable and competitive for future work opportunities.
- **Strategic/international alliances** – RCR will facilitate introductions between international and Australian suppliers through the biannual World Energy Storage Forum held in Australia and the INTERSOLAR Europe event held in Germany.

6. Procedures and Resources

- **AIP Plan Implementation Managers** – GSF will appoint the person named above and Edify Energy's Head of Engineering and Technical as the AIP Plan Implementation Leads, who will assign responsibility within GSF's project team for specific actions required by this AIP Plan. The Implementation Leads will establish a completion schedule and track AIP Plan actions and compliance, including corrective action where required.
- **Providing AIP Plan to personnel** – GSF and RCR will ensure a copy of the AIP Plan and key actions is provided to project managers and all procurement personnel involved in the Project. Issue of the AIP Plan will be accompanied by a dedicated information and training session for identified Project personnel.
- **Monitoring** – RCR will produce an Australian industry participation register which will identify costs of imported products as a proportion of the Contract value. This will be refined during the project implementation phase.
- **Reporting** – RCR will report on their adherence to the Australian industry participation plan on a quarterly basis. The register will be distributed to GSF and internally to the project team and filed within the project files.