

## Australian Industry Participation (AIP) Plan Executive Summary

### 1. General Project Details

**Company Name:** Granville Harbour Operations Pty Ltd as trustee for Granville Harbour Operations Trust (Principal)

**Description of the project:** The Granville Harbour Wind Farm will be built 1.8 km north of the township of Granville Harbour and 25 km north west of Zeehan, on Tasmania's west coast and will be 'utility scale' with the capacity to generate 112 megawatts of clean renewable energy. **Estimated total project value:** \$190M

- **Estimated value of key goods and services procured for the project (if different to total project value) :** \$190M

**Project location:** North West Coast of Tasmania

**Link to project information:** [www.westcoastwind.com.au](http://www.westcoastwind.com.au)

**Project contact for procurement information:** Travis Beer, +61 419 807 324, TRKBE@vestas.com

### 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
Services: Civil Construction	Yes	No
Services: Earthworks, trenching and cable laying	Yes	No
Services: Electrical works	Yes	No
Services: Concrete Supply	Yes	No
Services: Reinforcement Steel	Yes	Yes
Goods: MV electrical equipment supply	Yes	Yes
Services: Construction and installation of HV transmission line	Yes	No
Goods: Main transformer	Yes	Yes
Service: Cranage and installation of wind turbine generators	Yes	No
Wind turbine supply: Wind Turbine Generators <sup>1</sup>	No	Yes
Goods: Wind turbine supply towers	Yes	Yes
Services: Waste disposal	Yes	No
Services: Transport / Logistics	Yes	No
Services: Hire vehicles	Yes	No

\*An Australian supplier means an entity that has an ABN or an ACN.

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**

- All enquirers related to Granville Harbour Wind Farm (GHWF) will be received by Granville Harbour Operations Pty Ltd (GHO) through direct communication through the General Enquires Line or via emails to the project website (<http://www.westcoastwind.com.au/>). These will then be logged and referred to the EPC Contractor including the contact details of the enquirer. Further, the enquirer is copied into such communication to allow a second pathway direct to the end contracting party, the EPC Contractor;
- GHO will ensure that all upcoming opportunities associated with GHWF are advertised. The communication methods to advertise of the upcoming opportunities to supply goods and services to this project;
- The project website will contain a list of packages of work being tendered, the timeframes for response. There will be a central contact email address on the website that Australian Industry will be able to use to register their interest generally in being involved in the project, or to explicitly register interest for a particular opportunity. This email address will be reported on weekly to ensure that contacts made are directed appropriately to the individual managing the procurement of individual packages.

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

- Under the EPC Contract, all standards used in designing the project will be Australian Standards where applicable Australian Standard exists, otherwise an international. Wind Turbine generators use a IEC Standard. All standards will be communicated through the tender process in the tender documents.
- Potential suppliers which have registered their interest in the project through the project website will have their details passed onto the EPC contractor, whereby they are able to be considered under that organisation procurement rules. Where successful in pre-qualifying tenders, suppliers will be eligible to receive the tender packages when contracts arise.
- Selection of all subcontractors and suppliers will be based on a capability assessment including safety, quality, delivery, understanding of program, previous experience, terms of business, service, sustainability, price, as well as appropriate compliance with specifications and environmental
- The Principal contractually requires the EPC Contractor to comply with this AIP plan.
- Within this commitment, the EPC Contractor will be required to:
  - Encourage Australian Industry participation where possible and appropriate;
  - Provide full, fair and reasonable opportunity for Australian businesses where they are competitive on price, performance, quality, safety, suitability, comply with terms and conditions and delivery;
  - Seek to provide full, fair and reasonable opportunity for local people to become involved with the project;

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

- Vestas is the only contracting party operating a global supply chain. Global Sourcing (a business unit of the selected OEM Vestas) negotiates contracts and framework agreements with suppliers which sets price and conditions for the daily operational purchases within the greater Vestas group.
- The Vestas Supplier Qualification and selection process ensures that suppliers comply with the Vestas basic requirements concerning Quality, Safety and Environment and it identifies potential improvement areas within the supplier organisation. The process is mandatory for suppliers site approval and describes how and where to register all assessed suppliers.
- Vestas will join / arrange an event where Australian supplier / potential suppliers have the opportunity to be introduced to Vestas Global Procurement requirements, opening the possibility for the Australian based suppliers / potential suppliers to understand and learn about the opportunities and demands for Vestas.
- The Principal and EPC Contractor will seek to target and retain qualified personnel from the construction phase into the operational phase.
- In addition to the current stakeholder engagement process, that includes direct briefing and updates to local development organisations, further notification of upcoming activity and Project labour and services requirements will be undertaken.

## **6. Procedures and Resources**

- The Project Director will be responsible for implementing this AIP plan and will develop systems and allocate resources within the team to monitor and report on the extent of Australian industry participation.
- The Principal will establish an Australian industry investment register for recording expenditure directed towards Australian industry suppliers for the duration of the project. Metrics collated via this register will be included in all relevant project communications, media and reporting of AIP plan implementation.
- The EPC Contractor shall provide a monthly progress report to the Principal with an update on procurement activities and AIP plan commitments including assessment of the status of individual work packages, how many suppliers tendered for the package, their location and the successful tenderer.