

Australian Industry Participation (AIP) Plan Executive Summary

1. General Project Details

Company Name: Longreach Asset Company Pty Ltd as trustee of the Longreach Asset Trust

Description of the project: Longreach Solar Farm Project. The proposed Longreach Solar Farm is to be located near Longreach, west of Rockhampton and intended to accommodate a large scale solar PV system utilising single-axis tracking, ground mounted photovoltaic (PV) systems which will generate energy throughout the day when it is needed most. Single-axis tracking has been selected for this project because this will provide the optimal outcome for the project in terms of delivering the most cost effective energy generation at this site. The Longreach Solar PV projects is using Tier-1 Canadian Solar modules, tailored for projects of this calibre, and are renowned for quality and performance. Our standards and systems ensure that we always work with highly experienced and reliable partners to provide the complete design, engineering and construction packages. The site was selected following an extensive assessment of its access to grid, suitability of terrain, land use, road access, flooding constraints, local, state and federal planning laws, environmental controls, solar resource, and community benefits. Longreach Solar Farm will create economic benefits to the local region and will increase the skills and capabilities of the contractors. We are aiming to use local expertise and resources where possible to ensure economic benefit for the area. It is anticipated that the project would begin construction in 2017, with a forecasted energy output of 40GWh for year one, which is enough to power approximately 5,000 Queensland homes while contributing to the Federal Government’s Renewable Energy Target (RET).

Estimated total project value: \$29,420,000

Project location: The Longreach Solar Farm Project, Landsborough Highway (Lot 140/POR5777).

Link to project information: www.longreachsolarfarm.com.au

Project contact for procurement information: Josh Currah, Project Manager – Energy Business, Energy Group. Tel: +61 3 8609 1844 Mobile: +61 0498 379 672. josh.currah@canadiansolar.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
Design Services	Yes ⁽¹⁾	No
Major Equipment Supply		
Solar Photovoltaic Modules	No	No
Solar mounting systems, tracking systems and components	No	No
Solar Inverters	No	No
High Voltage Electrical Equipment and High Voltage Cable	Yes ⁽¹⁾	Yes
DC Cable	Yes ⁽¹⁾	Yes
DC Combiner Box	Yes ⁽¹⁾	Yes
Minor Works Services and Supply		
Construction Services – Civil, Structural, Electrical, Surveying, Geotechnical, Plumbing	Yes	No
Electrical Supplies – Low Voltage Cabling, Termination Material/ Equipment	Yes	Yes
Information technology – Hardware and Software	Yes	Yes
Weather Monitoring Equipment	Yes ⁽¹⁾	Yes
Fencing Supply and Installation	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
Trenching and Cable Haulage Services	Yes	No
Directional Boring Services	Yes	No
Plant and Equipment Hire Services	Yes	No
Quarry / Concrete / Asphalt Materials	Yes	No
Environmental Services (Landscaping and Revegetation)	Yes	No
Fuel and Water Supply	Yes	No
Security Services (Temporary and Permanent)	Yes	No
Waste Disposal/ Recycling Services	Yes	No
Site Amenities Hire	Yes	No
Safety Equipment Hire and Sales	Yes	No
Traffic Management	Yes	No
Labour Hire	Yes	No
Accommodation	Yes	No
Cranage Services	Yes	No
Community Liaison Services / Indigenous Liaison	Yes	No
Town planning services	Yes	No
Operation and maintenance services (O&M)	Yes	No
Transport and Logistics Services	Yes	Yes
Training services	Yes	Yes
(1) Australian office/subsidiary of international supplier from which products will be sourced.		

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

- Canadian Solar issued a RFP to local Engineering and Construction suppliers for provision of services under an EPC (Engineering, Procurement, Construction) agreement, with a view to this engagement extending to O&M (Operation and Maintenance). Canadian Solar engaged RCR Infrastructure as EPC.
- RCR Infrastructure will liaise with the Industry Capability Network (ICN) Qld (http://www.icn.org.au/qld_home) and the Queensland State Government to discuss the Project, procurement strategy and opportunities for local and regional suppliers.
- RCR Infrastructure will keep Australian Suppliers informed of the project contact points within their procurement office through prominent disclosure of these details in all relevant Project information and provision of contact information to ICN Qld, and Longreach Regional Council (LRC).
- Canadian Solar has established a separate Project website (<http://longreachsolarfarm.com.au/>) which will be included in the public information on the project, community updates, and news. It will also include details of supply and employment opportunities for Australian suppliers. The website will update Project status when the LSFP is ready for construction and will identify RCR Infrastructure as the EPC contractor, including a link to the RCR Infrastructure email address (Longreach.SFP.EOI@rcrtom.com.au) that will be used by interested parties to offer their goods and services to the project.

- RCR Infrastructure will respond to each EOI email enquiry received at Longreach.SFP.EOI@rcrtom.com.au to acknowledge receipt and progress the pre-qualification process, or advise the supplier of the reasons why pre-qualification has not been completed.
- RCR Infrastructure will engage the Longreach Regional Council (LRC) with a view to having Council promote project details and opportunities on their website. RCR Infrastructure would seek to include its own (and CS's) contact details on the LRC website, a link to the Project web page and the RCR email address for expression of interest from suppliers.
- From time to time, RCR Infrastructure – in consultation with Canadian Solar - will also use the local press, media releases and social media (LinkedIn, Facebook, Twitter) to promote the Project and to highlight AIP opportunities. All releases or local media coverage providing community updates and general project information will include a reference to resources and contact points for suppliers wishing to express an interest in the Project (e.g., ICN Qld, LRC, RCR email contact etc. as appropriate).

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

- RCR Infrastructure will ensure that the Project's full, fair and reasonable opportunities will enable Australian industry to pre-qualify for tendering for all services and supply available in Australia and open second tier supply opportunities to Australian industry to provide local content and maintenance support for key components of equipment packages placed with overseas tenderers.
- The equipment standards for the project are based on Australian standards, and where not available, based on International standards common in Australia. The engineering design incorporates Australian and International design standards and engineering practices. Other than the modules, tracking systems and inverters, there will be no impact on Australian industry to supply to the project.
- Prequalification will be determined by each vendor's achievement against minimum performance standards that will be consistently applied and assessed across all vendors
- RFTs will be based on a standard supply document template and be issued to all bidders at the same time
- The time for tender responses will be the same for every bidder
- RCR will undertake a technical and commercial evaluation of each tender against the criteria set out in the tender and each tender is assessed on its merits and the suppliers ability to meet project requirements
- RCR will inform Australian suppliers on the outcome of their submission and provide feedback when requested
- RCR will ensure Australian industry can access opportunities through all tiers of supply
- AIP plan will be included in all RFT documents

5. Opportunities for longer-term participation

- The employment of Australian engineers and designers provides a means of transfer of engineering technology and project systems to Australian companies.
- Canadian Solar and RCR Infrastructure support the skills transfer of proven engineering technology from overseas to Australian personnel. Canadian Solar and RCR Infrastructure will engage and utilise the experience of the international suppliers/ manufacturers technical advisers who will spend time on site advising, providing on-site training and assisting the Project.
- Understanding how Australian and International design standards and engineering practices are applied in the development and construction of a solar generation plant will provide valuable experience to Australian suppliers, better equipping them to bid on other renewable energy projects both in Australia and Internationally.
- 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 and sharing procedures to enable them to build capacity to contribute to larger contracts.
- RCR will train Australian suppliers and contractors in areas such as installing, operating and servicing to create opportunities for longer term participation in the solar industry.
- Operation and maintenance for the project will be provided by local contractors and Australian specialist service providers.

- RCR and Canadian Solar are committed to indigenous engagement and training and development.

6. Procedures and Resources

- Canadian Solar will appoint the person named above as the AIP Plan Implementation Lead who will assign responsibility within Canadian Solar's project team for actions required by this AIP Plan. The Implementation Lead will establish a completion schedule and track AIP Plan actions and compliance, including corrective active where required.
- Canadian Solar and RCR Infrastructure 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.
- Canadian Solar and RCR will embed in procurement procedures a mandatory review of pre-qualified Australian and local suppliers