# Australian Industry Participation (AIP) Plan Executive Summary

## 1. General Project Details

**Company Name:** Oakey 1 Asset Company Pty Ltd as trustee of the Oakey 1 Asset Trust

**Description of the project:** Oakey 1 Solar Farm Project is to be located near Oakey, west of Toowoomba and is intended to accommodate a large scale solar photovoltaic (PV) system utilising single-axis tracking, ground 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 Oakey Solar PV project 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. Oakey 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. This will consist of a 25MWac with 30MWp solar power plant. Forecasted energy output of 60 GWh for year one. Planned construction is for 2017 with completion of the farm in early 2018.

**Estimated total project value:** $51,350,000

**Project location:** The Oakey 1 Solar Farm Project, 12871 Warrego Highway, Oakey. Lot 9, RP36475.

**Link to project information:** www.Oakeysolarfarm.com.au

**Project contact for procurement information:** **Wayne Staunton**, Project Manager – Energy Business, Energy Group. Tel: +61 3 8609 1844 Mobile: +61 0468 669 541. [wayne.staunton@canadiansolar.com](mailto:wayne.staunton@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 |
| 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 Toowoomba Regional Council (TRC).
* Canadian **Solar has established a separate Project website (**<http://oakeysolarfarm.com.au/>**) which will be included in 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 OSFP is ready for construction and will identify RCR Infrastructure as the EPC contractor, including a link to the RCR Infrastructure email address (**[Oakey.SFP.EOI@rcrtom.com.au](mailto:Oakey.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 [Oakey.SFP.EOI@rcrtom.com.au](mailto:Oakey.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 Toowoomba Regional Council (TRC) 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 TRC 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, TRC, 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, on international standards in common use in Australia. The engineering design for the project is based on industry requirements and standards, which incorporate Australian and International design standards and engineering practices.
* 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 supplier’s 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 action 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.