

Queensland Train Manufacturing Program

Local Supply Chain Briefing

Wednesday 8 December 2021

Acknowledgement of Country

The Department of Transport and Main Roads acknowledges the Traditional Owners and Custodians of this land and waterways.

We also acknowledge their ancestors and Elders both past and present.

The Department of Transport and Main Roads is committed to reconciliation amongst all Australians.

Welcome

Purpose of event

1. To give local industry and businesses **information about the QTMP**, including its scope of works and possible **supply chain opportunities**; and
2. To **connect** local industry and businesses with the proponents via a **registration of interest** process.

Agenda

1. Welcome and housekeeping
2. Welcome to Country
3. Assistant Minister for Train Manufacturing and Member for Maryborough, The Hon, Bruce Saunders
4. Regional Development Overview
5. The Queensland Train Manufacturing Program overview
6. Local supplier opportunities
7. Shortlisted Applicant videos
8. Supplier opportunities
9. ICN Gateway presentation
10. Q&A session
11. Networking and morning tea

Welcome and introductions

- Assistant Minister for Train Manufacturing and Member for Maryborough, the Hon. Bruce Saunders
- Department of Transport and Main Roads and TransLink representatives
- Department of State Development representatives
- Department of Regional Development, Manufacturing and Water representatives
- Fraser Coast Regional Council, Deputy Mayor Darren Everard
- ICN Gateway representative
- Karen Hall, Welcome to Country

Role of the State

- Managing the procurement process for a successful train manufacturer to deliver QTMP.
- Establishing the minimum technical and commercial requirements that Shortlisted Applicants must achieve in preparing their proposals.
- Entering the Final Project Documents with the Successful Applicant and administering QTMP delivery.

Housekeeping probity reminder

- This event is occurring in parallel to a Request for Proposal procurement process for QTMP.
- As part of this event videos from Shortlisted Applicants will be presented.
- Nothing in this session or during the event is intended to impact on, or amend the current QTMP procurement. This session is a separate activity and does not bind the QTMP procurement process.
- Suppliers who have provided their details to the QTMP ICN Gateway portal will have their details provided to the Shortlisted Applicants.
- Suppliers may also elect to contact the Shortlisted Applicants directly.

Queensland Train Manufacturing Program overview

Project Need

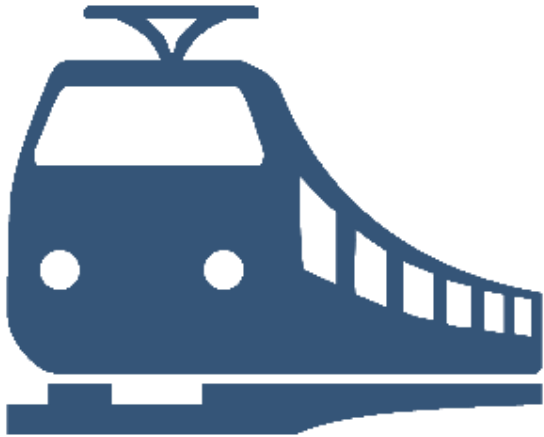
- **South East Queensland (SEQ) continues to experience strong population growth**, resulting in increasing demand for public transport.
- **The opening of the Cross River Rail project (CRR)** calls for increased rail network service levels and more tunnel-capable rollingstock.
- **2032 Olympic and Paralympic Games in Brisbane** will create unprecedented public transport demand.

Objectives and benefits

- **QTMP will deliver 65 six-car trains** built in Torbanlea to support future network requirements.
- State-of-the-art trains will provide passengers with more **efficient, reliable and accessible travel.**
- Pipeline of work over the next 10 years, **supporting jobs in Maryborough and rural regional centres.**
- The QTMP provides the opportunity to form **long-term supplier opportunities.**

QTMP Project Scope

Project Scope



Rollingstock

- 65 six-car Multiple Units (Fleet)
- Compatible with safety and accessibility standards
- Tunnel capable

Manufacturing Facility



- Located at Torbanlea
- Suitable for a range of major manufacturing and assembly works for the Fleet

Maintenance Facility

Depot

- Dedicated facility for maintenance of the Fleet (including future options) across entire life



Stabling

- Located adjacent to Depot
- 20 six-car capacity
- Includes train crew facilities



Train Wash Facility

- Located adjacent to Stabling



Accessibility

- The State is committed to becoming a world leader in the provision of accessible and inclusive public transport.
- This will be achieved by:
 - engaging with the disability sector
 - aligning with the *Disability Standards for Accessible Public Transport 2002*
 - responding to the recommendations of the NGR Commission of Inquiry
- Shortlisted Applicants have been asked to demonstrate innovative and world class approaches to accessible and functional rollingstock design in their proposals.



Project Context

Three applicants have been invited to participate in the Request for Proposal (RFP) phase:

- Alstom
- CAF, and
- Downer Rail.

RFP purpose

- Detail Proposal preparation, submission and evaluation requirements.
- Detail the technical, commercial, financial and legal requirements.
- Outline timeframes and final design concepts.

Milestone	Date
Release of Request for Proposal (RFP)	3 November 2021
RFP Closing Date	26 April 2022
Anticipated Announcement of Successful Applicant	Q4 2022
Anticipated Contract Award	Q4 2022
Construction of facilities begins	
Delivery of first tranche of trains	From 2025

QTMP Guidelines

- Key objectives of QTMP are to:
 - Enhance Queensland's rollingstock manufacturing industries
 - Bring lasting economic and social benefit to local Queensland communities
- The State is seeking binding commitments from Shortlisted Applicants for (see figure):
 - Total \$'s that will be invested in the local supply chain in delivering the Rollingstock
 - Local jobs and employment to be created
 - Engagement of apprentices, trainees and ATSI businesses



Reminder

- The three Shortlisted Applicants will present as part of this supply chain event to advise local industry of the best ways to get in touch with their organisation.
- Suppliers may elect to contact the Shortlisted Applicants after the event or they may elect to simply register their details with the State ICN contact officer (or via the ICN portal).
- Suppliers who have provided their details to the ICN portal will have their details provided to the Shortlisted Applicants, so they do not need to provide information to the Shortlisted Applicants directly unless they wish to do so.
- Any statements made in the following presentations from Shortlisted Applicants does not represent the views of the State.

Pete Gill

**Transaction Manager, Queensland Train Manufacturing
Program**

Work packages

Currently four work packages on ICN Gateway:



Construction

- Manufacturing facility
- Maintenance depot



Rollingstock manufacturing

- Manufacturing, assembly and commissioning
- 65 six-car electric train sets



Plant and equipment supply

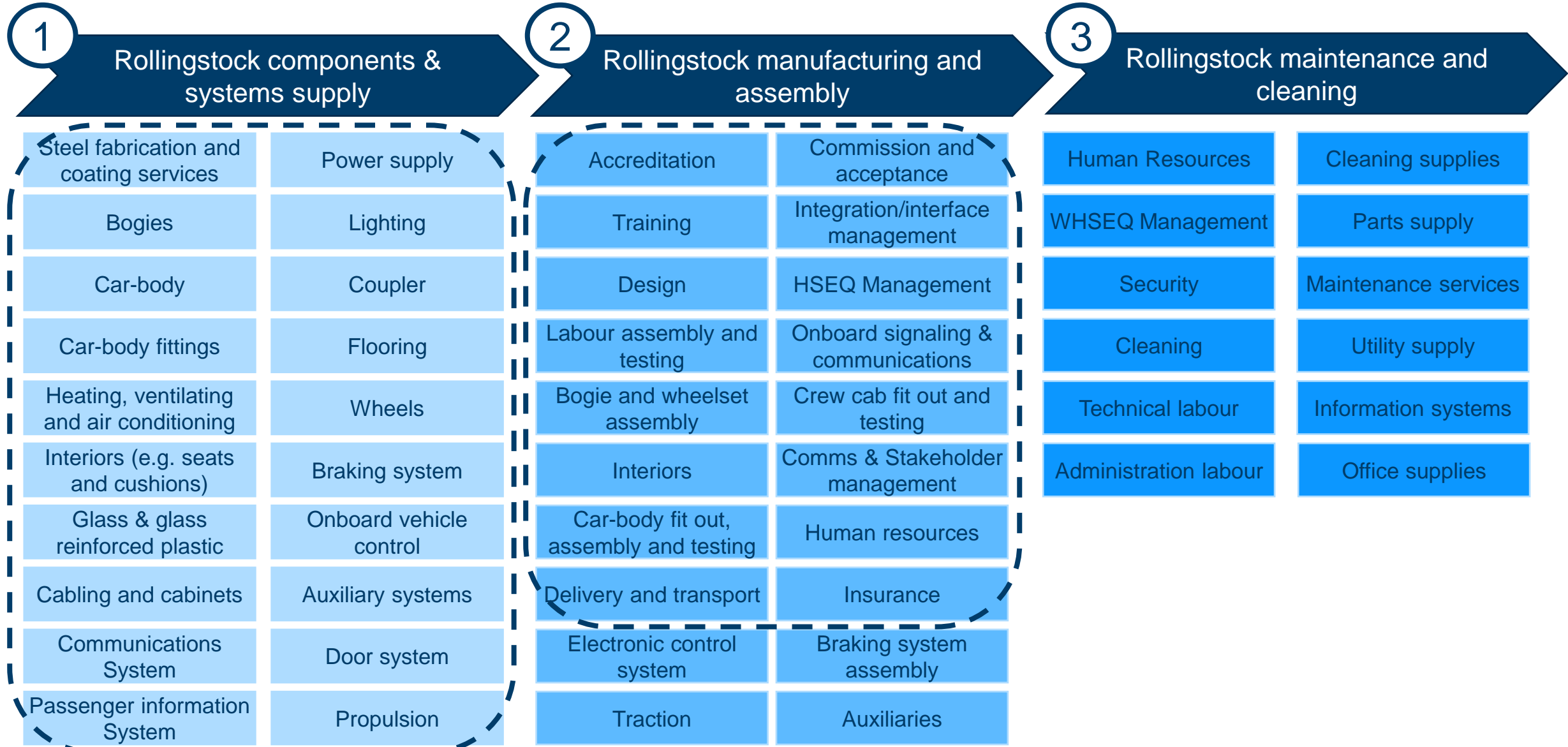
- Manufacturing facility
- Maintenance depot



Maintenance/cleaning

- Rollingstock
- Manufacturing facility
- Maintenance depot

Supplier Opportunities



Supplier Opportunities

- Shortlisted Applicant responsibilities:
 - To prepare fully costed and formed Proposals by 26 April 2022
 - Highly competitive environment and confidentiality of Proposals is paramount
- Next steps for local suppliers
 - Register interest in participating in the Project through ICN Gateway
 - Registrations will be provided directly to the three Shortlisted Applicants
 - Shortlisted Applicants will be responsible for contacting potential local suppliers to understand capability, request pricing and agree commercial frameworks (as necessary)
 - Shortlisted Applicants may hold further local supplier events

Supplier Opportunities

- Timeframes

Milestone	Date
Release of Request for Proposal (RFP)	3 November 2021
Local Supply Chain Briefing	8 December 2021
Supplier ROIs provided to Shortlisted Applicants	17 December 2021
Engagement between Shortlisted Applicants & potential suppliers	January – April 2022
RFP Closing Date	26 April 2022
Anticipated Announcement of Successful Applicant	Q4 2022
Anticipated Contract Award	Q4 2022
Construction of facilities begins	
Delivery of first tranche of trains	From 2025

Abhiney Arora

Executive Director, ICN Queensland

What does ICN do?

Connects major project buyers with capable local suppliers



Supplier databases

- ICN Gateway | ICN Gateway (Regional)
- Black Business Finder



Project communication / supplier identification

- Supply Chain Analyses / Mapping
- Business Matching
- Bid List Preparation



Consultancy services

- Australian / Local Industry Participation plans / reports



Specialised events

- Project industry briefings
- Meet the bidder / buyer

ICN Contributions and Recent Project Examples

80k+
registered
Suppliers in Australia

20k+
registered
Suppliers in Qld

\$30 billion
Nationally awarded
contracts
(Last 30 years)

\$3.5 billion
Qld awarded
contracts
(Last 9 years)

~\$1 billion
Qld awarded
contracts
(Last 3 years)



**Queensland
Country Bank
Stadium**

**James Cook
University TIC**



Queens Wharf

**THHS Acute
Mental Health
Unit**



Cross River Rail

**Gold Coast
Commonwealth
Games**



Involvement in Queensland Rail Projects



Moreton Bay Rail Link



Wulkuraka Maintenance Facility



Cross River Rail | New Generation Rollingstock

Gold Coast Light Rail



Rockhampton Rail Yards



Inland Rail



Supply Chain Mapping

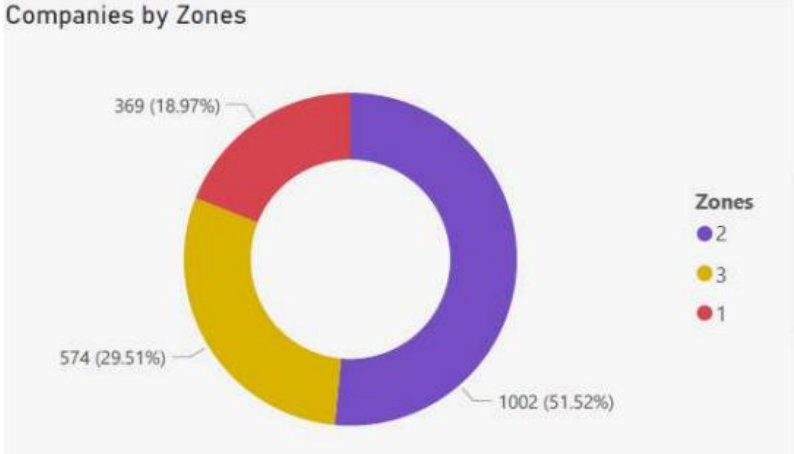
SUPPLY CHAIN MAPPING - RAIL Business Capability Report

Prepared by Industry Capability Network (ICN) Queensland
September 2021

INFOGRAPHIC PRESENTATION



2268
Total Companies



QMTP on ICN Gateway

Project Overview		Work Packages		
Work Package	Documents	Full Scope EOI	Partial Scope EOI	Status
+ Maintenance and/or cleaning of the rollingstock manufacturing and/or maintenance depot.		→ Create EOI Closes: 31 Dec 2022		● Open
+ Manufacturing facility and Maintenance Depot construction		→ Create EOI Closes: 31 Dec 2022		● Open
+ Plant and Equipment for manufacturing site and maintenance facility		→ Create EOI Closes: 31 Dec 2022		● Open
+ Rollingstock Manufacturing Assembly and Commissioning		→ Create EOI Closes: 31 Dec 2022		● Open

Note: The closing date/s for expressions of interest are subject to change.

EOI Questions

Management Systems

Please select your organisation's level of certification for the following management systems; *

	3rd party-certified	Self certified	No management system
Environmental (ISO 14001)	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Occupational Health and Safety (AS/NZS 4800)	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Quality (ISO 9001)	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Risk (AS/NZS 4360)	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Employee F	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>

Local Industry

Please select from the list below your business location from where goods/services will be provided to the project: *

<input type="checkbox"/> Maryborough	<input type="checkbox"/> Fraser Coast
<input type="checkbox"/> South East Queensland	<input type="checkbox"/> Rest of Queensland (Not listed above)
<input type="checkbox"/> Rest of Australia (Other than Queensland)	

Please select from the list below number of employees working in Queensland for your business: *

<input type="radio"/> Nil	<input type="radio"/> Less than 10
<input type="radio"/> 11 to 20	<input type="radio"/> 21 to 50
<input type="radio"/> 51 to 100	<input type="radio"/> More than 100

Please select from the list below number of apprentices and trades working in Queensland for your business: *

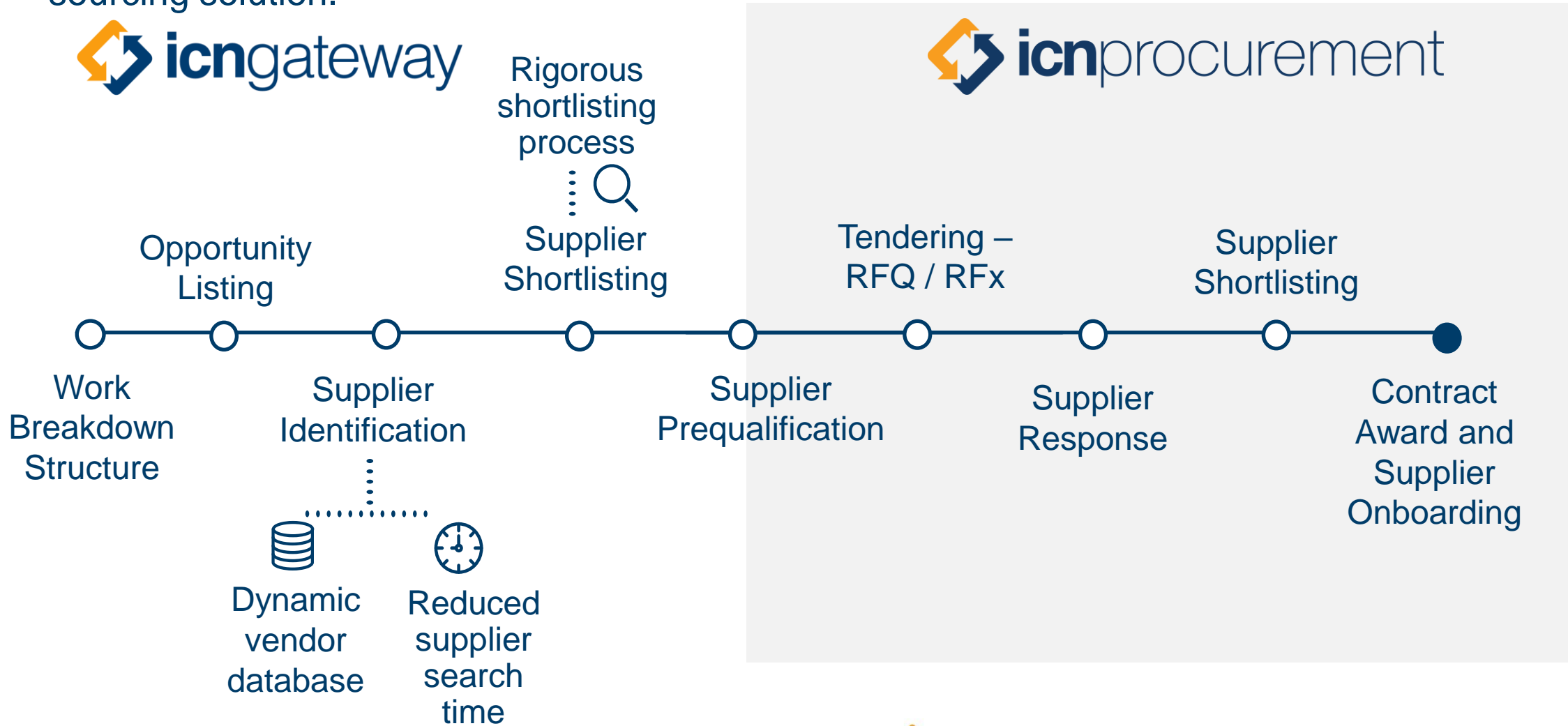
<input type="radio"/> Nil	<input type="radio"/> Less than 5
<input type="radio"/> 6 to 10	<input type="radio"/> 11 to 20
<input type="radio"/> 21 to 50	<input type="radio"/> More than 50

Please select from the list below Percentage of business turnover/revenue in Queensland for your business: *

<input type="radio"/> Nil	<input type="radio"/> Less than 5%
<input type="radio"/> 6% to 10%	<input type="radio"/> 11% to 20%
<input type="radio"/> 21% to 50%	<input type="radio"/> More than 50%

ICN Procurement

ICN Procurement complements ICN Gateway to deliver an end-to-end modular procurement sourcing solution.



Industry Advice

1. Register your business for opportunities

- Register/Update your company profile on <https://gateway.icn.org.au> or on specific portals used by various clients.

2. Respond to an opportunity

- Submit an EOI on <https://qldtrainmanufacturing.icn.org.au>
- Don't assume – ask for clarification;
- Answer all questions in full;
- Put your best proposal forward.

3. Any questions contact ICN or email info@icnqld.org.au

Industry Capability Network (ICN) QLD

Phone: 07 3364 0670

Email: info@icnqld.org.au

Address: 3 Clunies Ross Court
Eight Mile Plains QLD 4127

Thank you and stay connected



TMRQld



@TMRQld



Department of Transport and Main Roads



TMRQld



www.tmr.qld.gov.au/trainmanufacturing

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