



Advocate, Collaborate, Innovate

ACKNOWLEDGEMENT OF COUNTRY

I would like to acknowledge the traditional owners of the land on which we meet today and pay respects to their Elders past, present and emerging.



Supply Gov

Themed Interactive Panel Discussion

General Conversation Topics:

- Knowing the customer
- Understanding the procurement process
- Finding opportunities
- Building relationships

MEET THE SPEAKERS



Phillip Dowsett
Deputy Industry Advocate
Office of the Industry Advocate



George Panagopoulos
Senior Project Manager
ACCIONA Construction Australia



Adam Maywald
Engineering Manager
GEM Group

AGENDA

1. New Procurement Polices
2. Office of the Industry Advocate
3. Acciona Overview from George Panagopoulos
4. GEM Group Overview from Adam Maywald
5. Interactive Panel Discussion



\$11B

Annual Expenditure



**Government of
South Australia**

Approximate Annual Expenditure of the State Government



KEY MESSAGING – NEW PROCUREMENT POLICIES

- Government procurement has a **powerful role in shaping South Australia’s economy, business opportunities and the labour market.**
- Public authorities will **analyse the supply market** to inform the development of an acquisition strategy.
- In addition to value for money consideration public authorities will consider the **economic benefit of the procurement to South Australian economy** in line with the SAIPP and SAIPP Procedural Guidelines.
- Where there is a South Australian business that could supply the required good or service but the recommended supplier is not a South Australian business, **approval must be obtained from the public authority’s Chief Executive.**

NEW DEFINITION OF A SOUTH AUSTRALIAN BUSINESS

- *A business is a South Australian business in relation to a procurement if the business operates in South Australia and more than 50% of the workforce delivering the contract resulting from the procurement on behalf of the business are residents of South Australia.*



ROLE OF THE INDUSTRY ADVOCATE

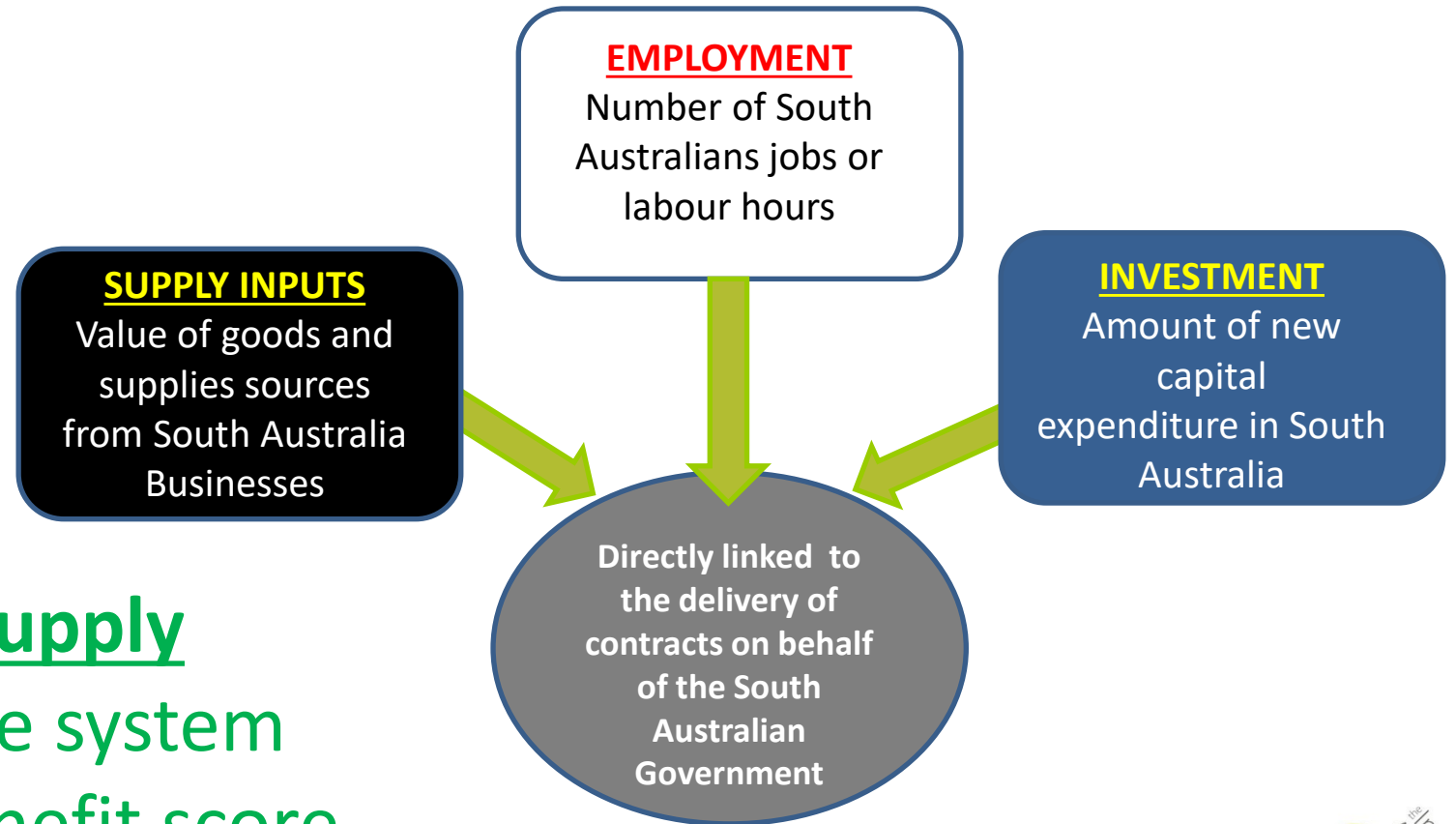
Independent Statutory Office established by
The Industry Advocate Act 2017

Ensure Economic Benefit assessments are part of all RGA tender evaluations

Build capability of locally based businesses winning State Govt. contracts (*direct and indirect*)

Ensure all parties meet their obligations under the SAIPP inc.
Industry Advocate Act 2017

SOUTH AUSTRALIA INDUSTRY PARTICIPATION POLICY



measures SA jobs, local supply inputs and capital and the system provides an economic benefit score.



South Australian Government Forward Procurement Plan

PAR Number	DateCreated	Public Authority Name	Public Authority Division	Public Contact Email Address	Procurement Title	Category	Contract Status	Basic Category:	Goods & Services	Construction	Consultancy	All
								Market Approach Type	Market Approach Method	Probability of this going ahead	Estimated Tender Date	Procurement Stage
					<input type="text" value="gambier"/>							
PAR13477	31-Jul-2023	Infrastructure and Transport	Building Project Delivery	DIT.Procurement@sa.gov.a	Mount Gambier Ambulance Station - Cost Manager	Construction	Secondary procurement process	Limited	SA Tenders and Contracts	Probable	27-Sep-23	Initiating
PAR13449	28-Jul-2023	Infrastructure and Transport	Building Project Delivery	DIT.Procurement@sa.gov.a	Mount Gambier Ambulance Station	Construction	Secondary procurement process	Limited	SA Tenders and Contracts	Probable	27-Sep-23	Initiating
PAR13317	21-Jul-2023	Housing Authority	Investment and Portfolio Planning	penny.thompson2@sa.gov.i	Mount Gambier Civil Engineering	Advisory and Consultancy Services	New requirement	Open	SA Tenders and Contracts	Possible	08-Aug-23	Initiating
PAR12423	30-Jun-2023	Education	Information and Communication Technology Services	Education.ProcurementUnit	Mount Gambier Technical College Devices	ICT Software and Technology	New requirement	Limited	SA Tenders and Contracts	Possible	10-Feb-24	Initiating
PAR11479	15-Jun-2023	TAFE SA	Strategy & Infrastructure - ICT Services	adminprocurement@tafesa.	2017/2018-0379 - Provision of WAN Links to Whyalla and Mount Gambier TAFE SA Campuses		New requirement			Possible		Initiating
PAR11423	13-Jun-2023	TAFE SA	Strategy & Infrastructure - Facilities & Projects	adminprocurement@tafesa.	Mt Gambier campus Facilities upgrade - Phase 1 Concept and Design documentation		New requirement			Possible		Initiating
PAR11407	13-Jun-2023	TAFE SA	Strategy & Infrastructure - Facilities & Projects	adminprocurement@tafesa.	Student Engagement Hubs - Mt Gambier - AGFMA		New requirement			Possible		Initiating
PAR10126	05-Apr-2023	Limestone Coast Local Health Network		Tjart.Vanderwesthuizen@s:	Maintenance Services for Mount Gambier	Facilities and Building Management	New requirement	Direct Approach	Other	Probable	12-Dec-22	Initiating
PAR9916	24-Mar-2023	Infrastructure and Transport	Building Project Delivery	DIT.FutureBuildingTenders@	Mount Gambier Technical College (Lead (Cost Manager)	Construction	Secondary procurement process	Limited	SA Tenders and Contracts	Certain	30-Jun-23	Acquisition Planning
PAR9915	24-Mar-2023	Infrastructure and Transport	Infrastructure Delivery	DIT.Procurement@sa.gov.a	Mount Gambier Technical College (General Building Contractor)	Construction	Secondary procurement process	Limited	SA Tenders and Contracts	Probable	31-Dec-23	Initiating
PAR9886	24-Mar-2023	Infrastructure and Transport	Infrastructure Delivery	DIT.Procurement@sa.gov.a	Mount Gambier Hospital Upgrade (General Building Contractor)	Construction	Secondary procurement process	Limited	SA Tenders and Contracts	Probable	31-Oct-23	Initiating

11 items

1-500

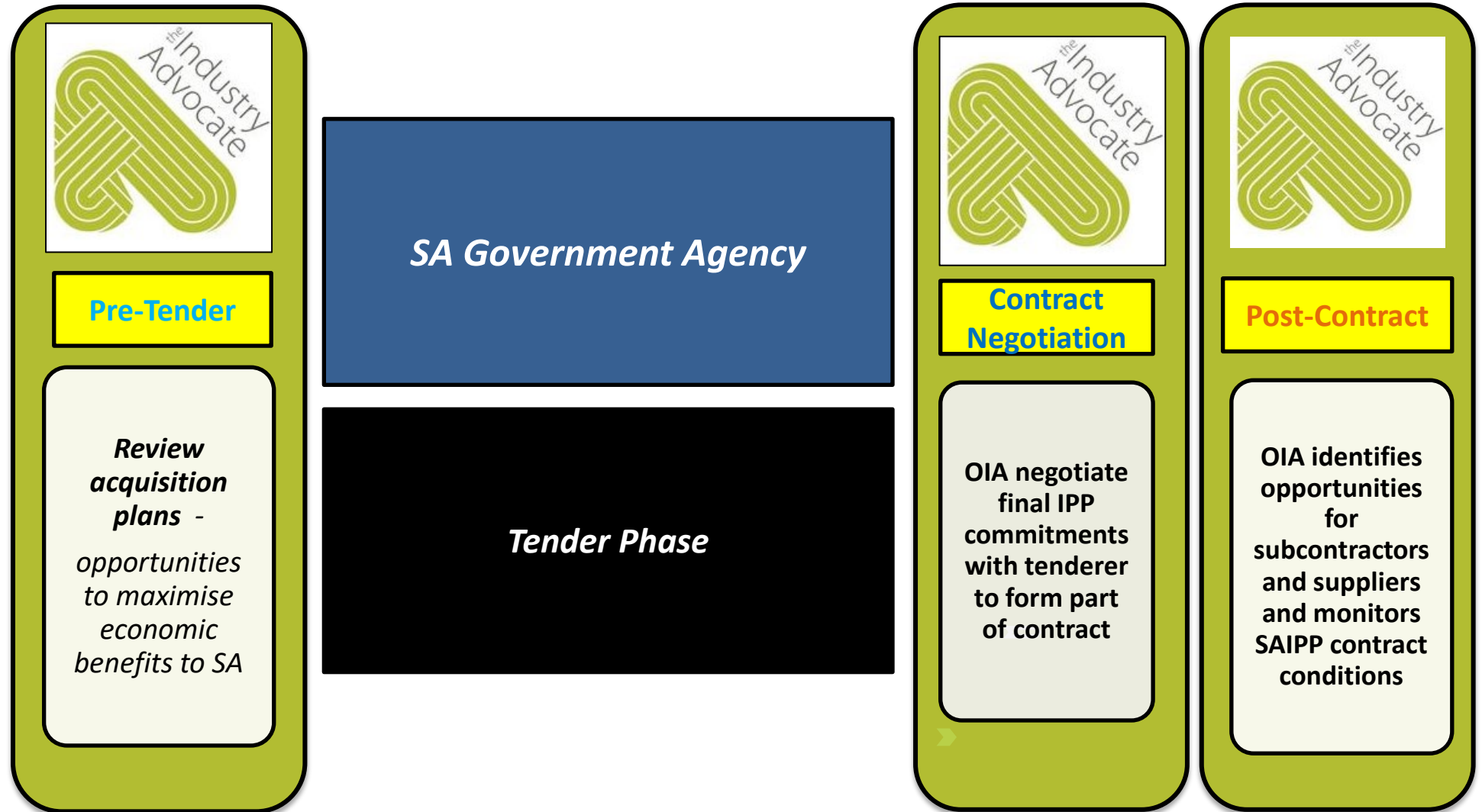


<https://www.procurement.sa.gov.au/forward-procurement-planning>





OIA ACROSS SA GOVT PROCUREMENT

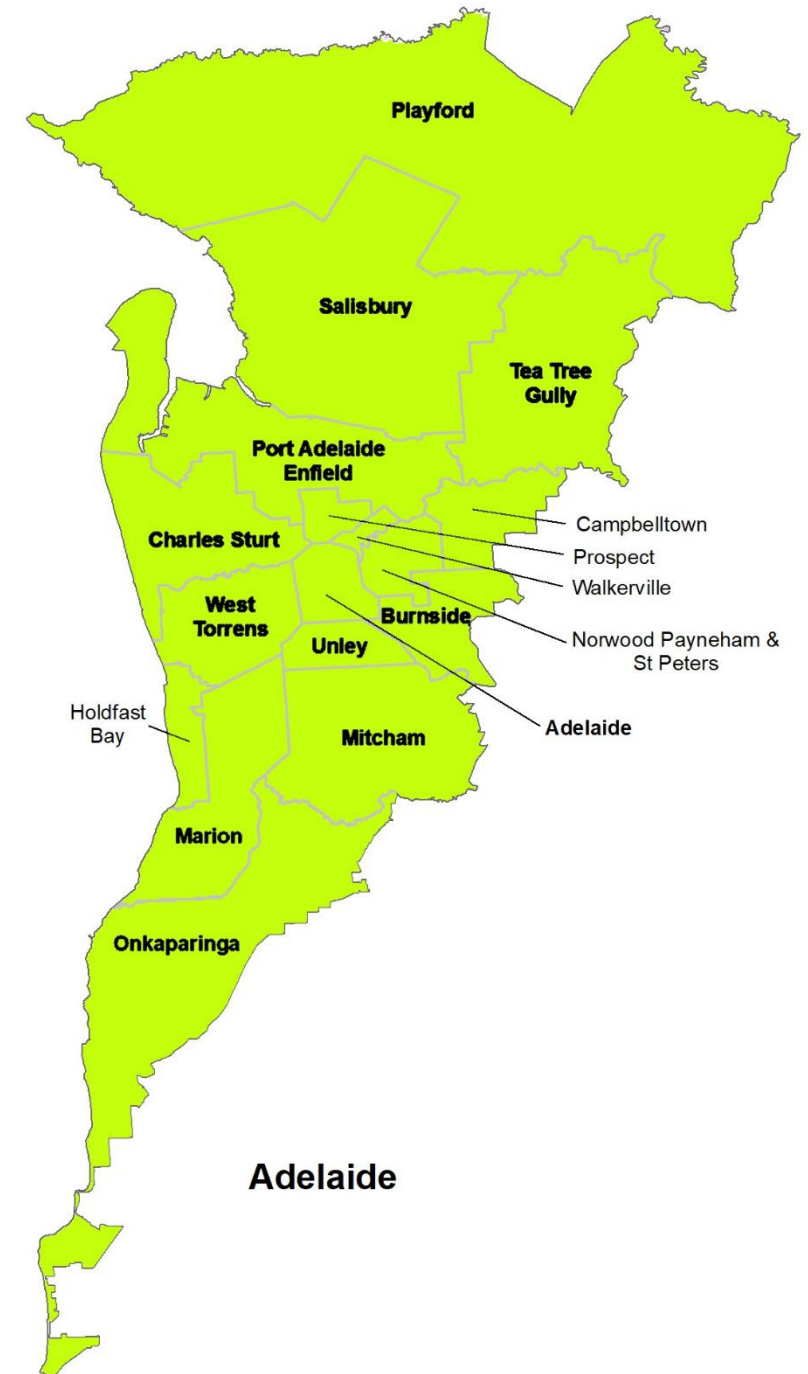




SAIPP – SA REGIONAL

Metro vs Regional

- State Government Regional projects are defined for all projects that are delivered outside of these boundaries



SA ABORIGINAL ECONOMIC PARTICIPATION

As of January 1st, 2023, Responsible Govt Agencies can directly engage an eligible SA Aboriginal Business up to \$550K.

In 2016, the Aboriginal Economic Participation Policy was embedded in the South Australian Industry Participation Policy (SAIPP) to ensure it became part of mainstream procurement policy in the State.

The Aboriginal economic participation elements of the SAIPP aim to increase the level of South Australian Aboriginal business engagement and participation through **employment and economic opportunities** arising out of State Government expenditure.



Aboriginal Supply Inputs

Sum of South Australian Aboriginal Business Supply Inputs

\$0

Inc GST

Value of products sourced from any South Australian Aboriginal Business

Inc GST

Labour / professional services by South Australian Aboriginal Business

Inc GST

Total Australian Employees. Full Time Equivalent (FTE)

Total South Australian resident employees. (FTE)

Total South Australian Aboriginal Employees. (FTE)



FINDING AN ABORIGINAL BUSINESS

- **Office of the Industry Advocate –
*Sue Panagaris***
- ***SA Product and Services Directory* – OIA website**
- **The Circle, First Nations Entrepreneur Hub**
- **Far North Aboriginal Economic Collective
(FNAEC)**
- **Supply Nation**



CONNECTING WITH BUSINESS PROGRAM

- Meet the Buyer – **SEPT 12th 2023**
- Supplying to Government Panel
Series events
- SA Products and Services Directory
- Ready to Tender online modules
- Industry Briefings

SA Product + Services Directory

Do you identify as a:

- South Australian Business
- Start up
- Aboriginal Business

www.industryadvocate.com.au





Ready Tender

Your Guide to Supplying to Government

An online resource that consolidates everything you need to know about supplying to Government

[Go to Modules](#)



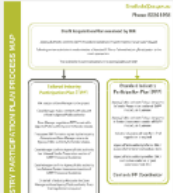


A Valuable Resource for SA Businesses



Policy and Resources

State Government Agencies and private parties contracting to the Government of South Australia are required to comply with the South Australian Industry Participation Policy and the supporting Procedural and Reporting Guidelines.

<h3>SA Industry Participation Policy</h3> <p>Click here for a copy of the SAIPP</p> 	<h3>SA Industry Participation Policy Procedural Guidelines</h3> <p>Click here for a copy of the SA IPP Procedural Guidelines</p> 	<h3>Complete an Industry Participation Plan</h3> <p>Click here to be taken to the Industry Participation Plan template</p> 	<h3>IPP Process Map</h3> <p>Click here for a copy of the IPP Process Map</p> 
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Contact:

The Office of the Industry Advocate

P: 08 8226 8956

E: oia@sa.gov.au

W: industryadvocate.sa.gov.au

Supply to Government

WEDNESDAY 23 August 2023





+40

Present in more than 40 countries

North America

Canada
USA
Mexico

Latin America

Argentina
Brazil
Chile
Colombia
Peru
Panama
Dominican Republic
Costa Rica
Ecuador
Nicaragua
Trinidad and Tobago

Europe

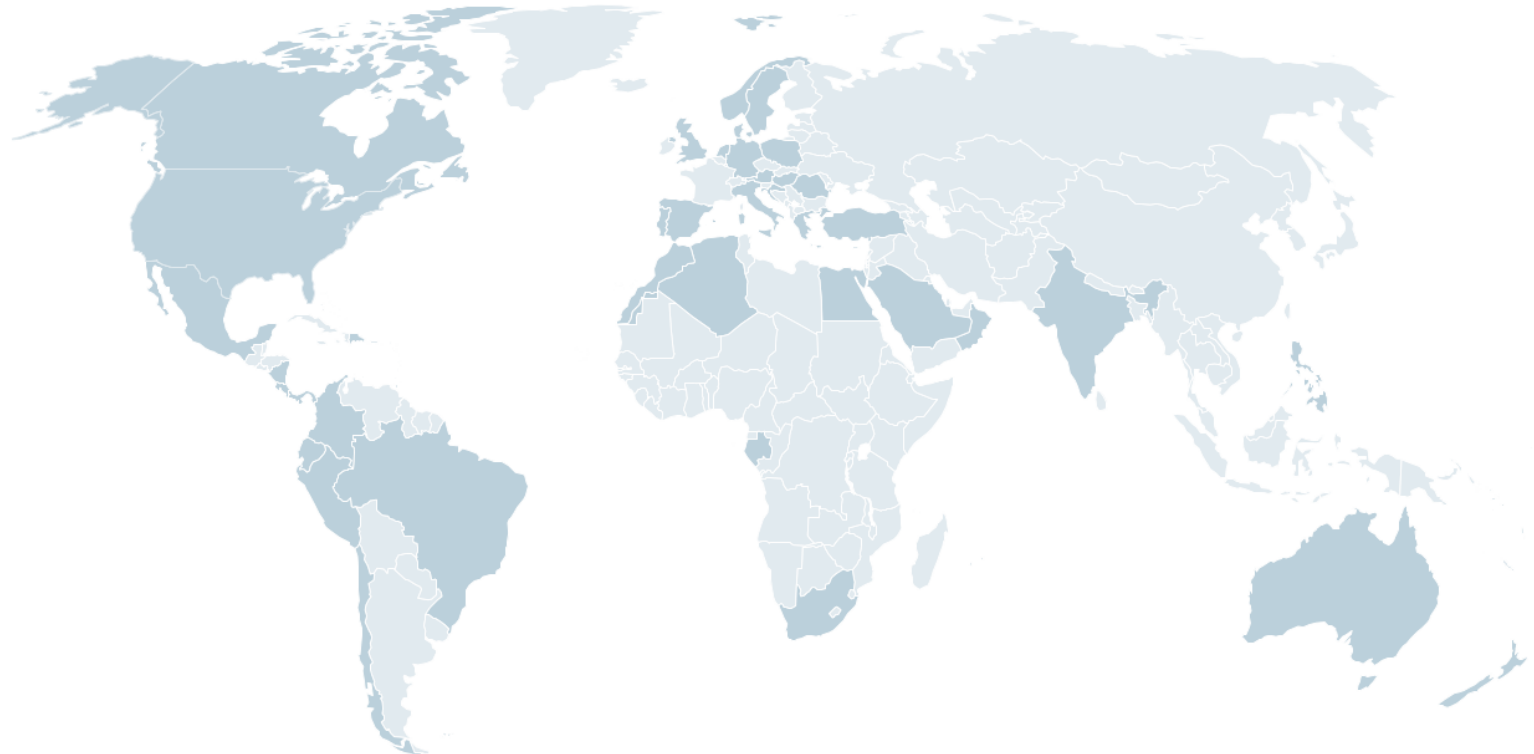
Spain
France
Poland
Italy
Portugal
Sweden
Greece
Germany
Croatia
Norway
Hungary
The Netherlands
Romania
Denmark
UK
Austria
Turkey

MIDDLE EAST & AFRICA

UAE
Oman
Qatar
Saudi Arabia
Egypt
Algeria
Morocco
South Africa
Gabon
Kenya

Asia & Oceania

Australia
India
The Philippines
New Zealand
Singapore
Vietnam





40,000 employees in
over **40 countries**



Over **2,000 MW** produced
for third parties



650 km of tunnels



3,000 employees in
Australia and New Zealand



Supervision of **15,000 MW** of
our own and our client's
energy in **22 countries**



Treated water for **100 million** people



€230m/year investment in
innovation



Over **5,500 km** of
roads built



€12.5m of social contribution
to the community with **3 MILLION** people benefitted



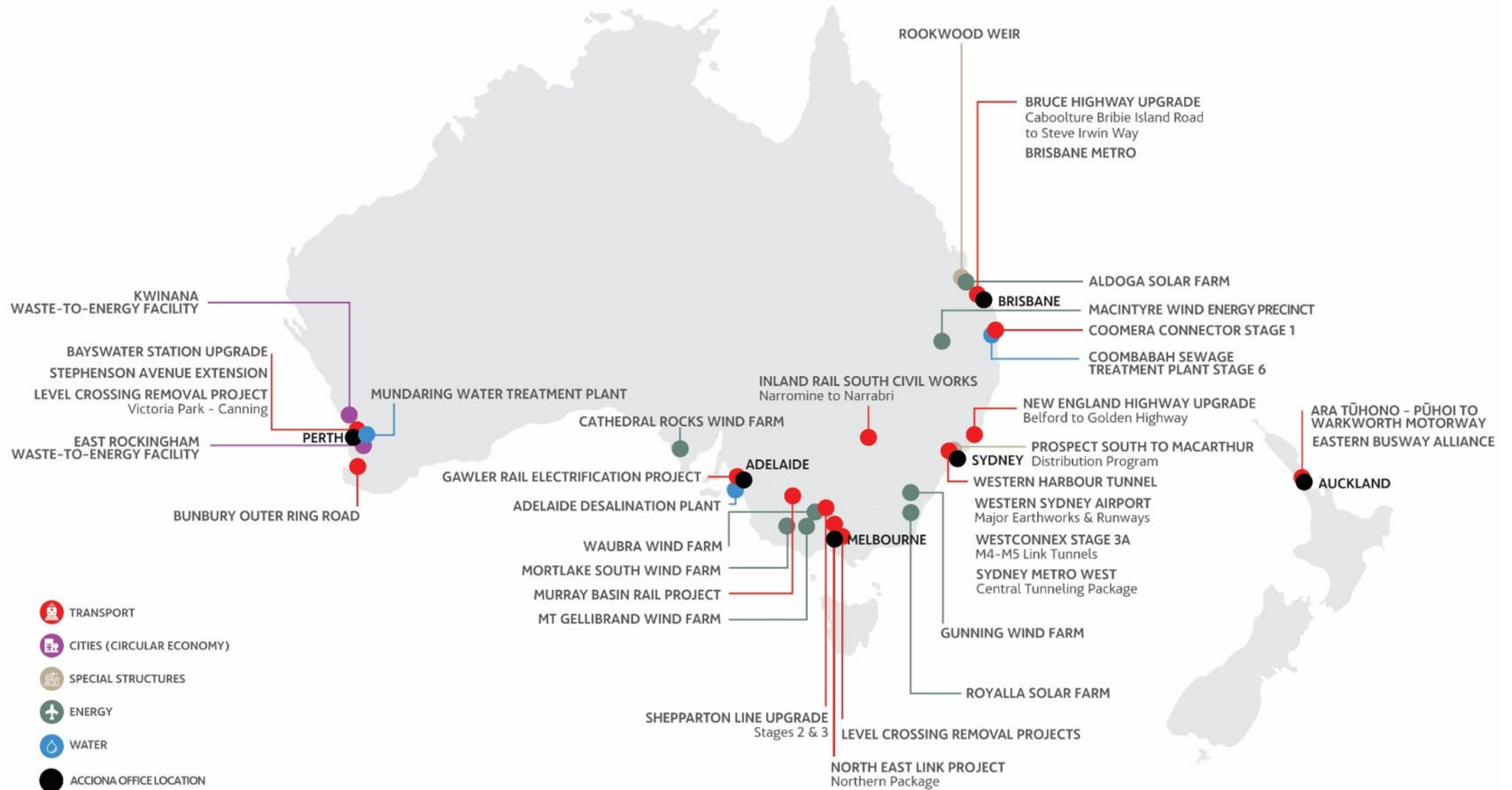
10,117 MW of energy
produced for over
7 million homes



1,200 km of railway lines



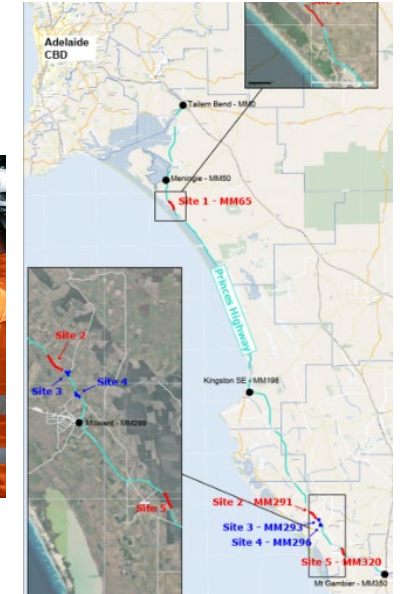
Carbon Neutral since
2016



- ACCIONA has a business presence in over 60 countries and are one of the largest 100% renewable energy companies in the world, generating over 13GW of renewable energy in more than 20 countries.
- ACCIONA has a distinctive mix of global expertise and deep Australian roots, with a broad employee base, and a significant presence in Australia's urban and regional communities. We are both a major investor and employer, creating Australian jobs and partnering with local contractors that significantly add to local job creation and upskilling.
- With over 100 years of experience working in Australia our operations provide major infrastructure solutions spanning across our core business capabilities, in Civil Infrastructure, Rail, Tunneling, Mechanical & Electrical, Ground Engineering, Water solutions and Design solutions



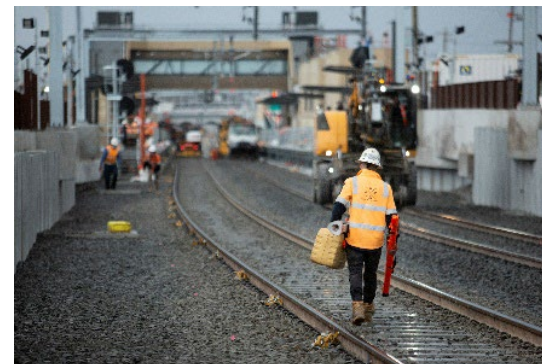
Western Sydney Airport, NSW



Princes Highway Corridor Upgrades, Regional SA



Northern Connector Project, Adelaide, SA



Southern Program Alliance, Melbourne VIC



Various Bridge Replacements, Regional SA



Rail Car Depot GC21 (DIT) contract type
Value: \$ 200 m



Defence AIR7000
Value: \$ 485 m MC contract type



Adelaide Desalination Plant
Value: \$ 1.2 bn DBOM contract type



Princes Highway Corridor Upgrades
Value: \$ 80 m Construct Only (DIT)



Various Bridge Replacements
Value: \$ 40m D&C Contract (DIT)



Northern Connector
Value: \$ 867 m D&C Contract (DIT)



Northern Connector – achieving outstanding Aboriginal and local Industry outcomes .



Apprentices on the Various Bridge Replacements project.



Erecting girders at Clare site, Max Cranes from Pt Pirie & Pt Augusta)
Concrete from Clare Concrete, Hallett Pt Pirie.
Demolition, haulage of waste undertaken by SC Heinrich (ex Clare)

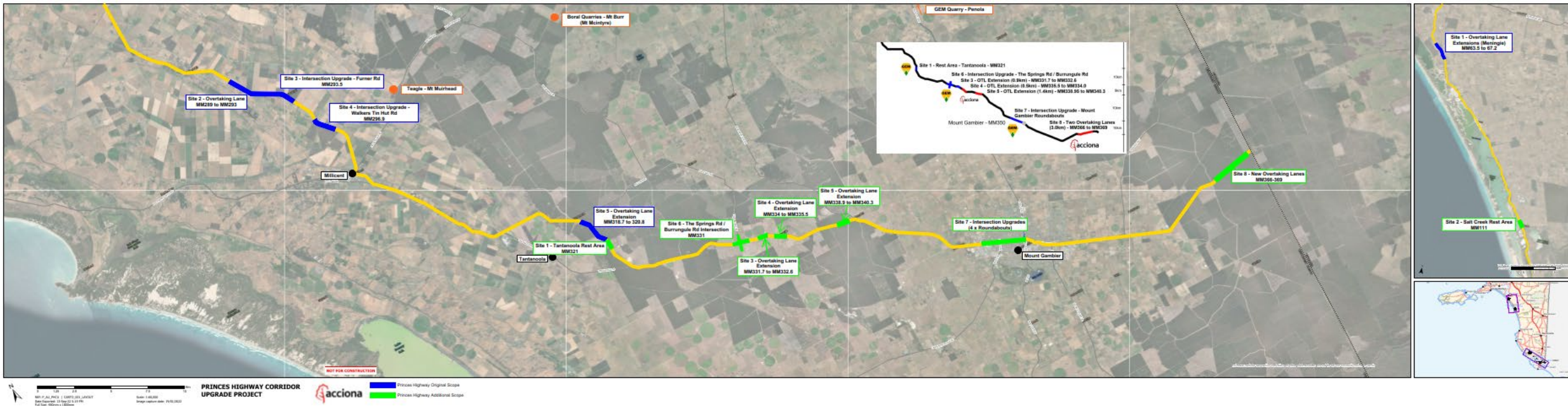


Ngurra civil adding the final touches to a base slab before concrete arrives (Eudunda).



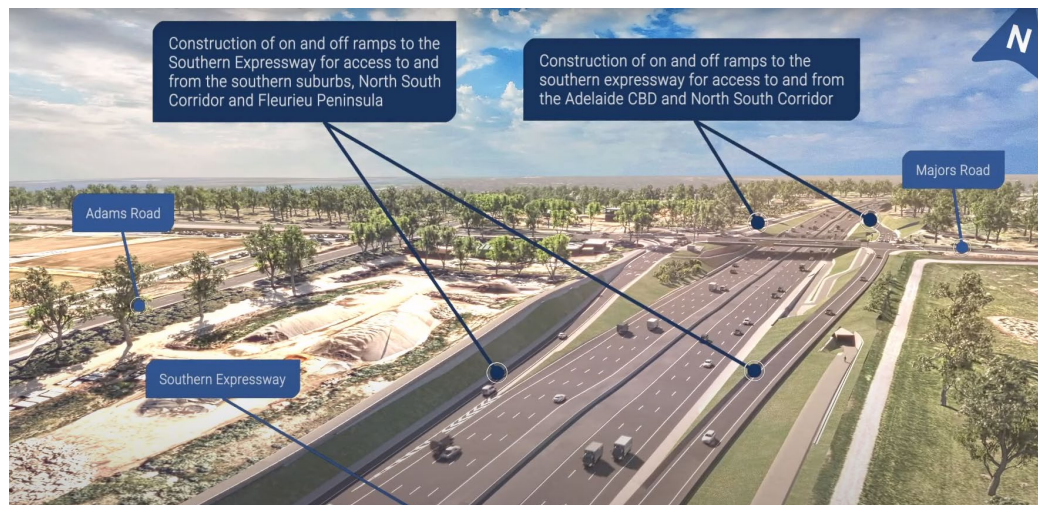
Gambier Earthmovers at the Millicent overtaking lane site.

Princes Highway Corridor Upgrades - Overview



Collaborative Governance (GC21) Contracts

- GC21 Promotes early collaborative communication
- Clear definition of roles
- Focuses on enabling best practice
- Collaborative procurement tool
- Duty not to hinder performance
- Protects both parties in the agreement
- Respectful Behaviours



Piling works for the bridge over the Port River Expressway – June 2018

General Criterion in delivery

- Prequalification application is required
- Communication – Early warning under the contact, meetings, action close out
- Collaboration / Info Sharing – RFIs, IPP protocols, timely
- Reporting – Comply with Master Specification requirements

obligations <https://www.dit.sa.gov.au/contractor-documents/masterspecifications>

- Program – submitted monthly
- Project Controls – Safety (Min Standards), incident notification, environmental management
- Traffic Management – Comply with DIT Project Controls
- Quality – Master Specification, Hold Point release
- Contract Management – Progress Claims, Timing of Variations, and information

DIT Master Specification

The Master Specifications set out the requirements to achieve the quality and/or performance outcomes expected in the finished product for construction projects and professional services. It enables The Department to communicate standard requirements across industry to supply materials, plan, design, construct and maintain its infrastructure assets.

DIT Request for Tender documents are prepared from standard templates, which are available from the [Schedule of Contract Documents & Scope of Contract](#).

About the Master Specification

Specifications are grouped into eight categories with multiple parts:

- Project Controls
- Road
- Structures
- Public Realm
- Rail
- Maintenance
- Marine
- Transport Planning.

Each specification part may consist of a Technical Specification, with reference to Standards and legislation with supplements as required. Because many parts of the Master Specification cross-reference each other, individual parts are rarely used in isolation.

The Master Specification parts will also often reference [DIT Test Procedures](#), the [DIT Approved Products List](#) and other [Technical Standards and Guidelines](#).



Minimum Construction Safety Expectations

When on site, every person must:

- Be fully briefed regarding safety requirements, emergency procedures and potential hazards
- Follow, and be assessed for understanding of, any relevant information and instructions given
- Stop any observed risk or unsafe behaviour
- Never place themselves or others at risk of injury
- Wear a hard hat, safety glasses, safety footwear and visibility reflective vest at all times for day and night work as appropriate. High visibility reflective vests must be worn at all times (day and night)
- Not use mobile phones whilst operating plant or walking in the work site.

Additionally, every worker must:

- Report concerns about Safety or Health for work
- Participate in pre-start risk assessments (e.g. Daily Check, Risk 5/6)
- Demonstrate and obey all safety rules that apply on site
- Sign any Safe Work Method Statement (SWMS) and be sign-off, if and when changes are made
- Follow all instructions and conditions stated on work permits
- Report the occurrence of any injuries, near misses, hazards and unsafe work practices, and if involved in a task where an incident has occurred, immediately stop work until cleared safe to resume by the Principal Contractor's representative.

WORK SAFE. BE SAFE. STAY SAFE. HOME SAFE.
The following minimum controls apply to all Department for Infrastructure and Transport (DIT) construction work sites.

<p>CONFINED SPACES</p> <ul style="list-style-type: none"> • All confined spaces entry permits must be issued by a competent person for each entry into a confined space. • Confined spaces must only be entered by workers who are authorised or an Entry Permit. • All workers involved in Confined Space work are to be adequately briefed for their role. • Confined spaces must be adequately ventilated by mechanical means. • A standby person must be assigned and a two-way system of communication established. • First aid and rescue rescue procedures must be established, tested and rehearsed with relevant workers. <p>CRANES AND LIFTING</p> <ul style="list-style-type: none"> • No person shall be engaged in a suspended load to be in the line of the. • Loads must be controlled by tag line or back block when moving. • No load shall be lifted higher than it is to be hoisted to. • The relevant Licence to Perform High Risk Work must be held by workers performing crane and hoist operations and rigging and rigging work. • Lifting equipment must be inspected and tagged every 6 months and visually inspected by a competent person before use. • Cranes or suspended lifting equipment must be tagged as out-of-service and removed from use. <p>DEMOLITION</p> <ul style="list-style-type: none"> • An Asbestos Removal Plan, Emergency Plan, and Identification of Asbestos must be provided to all workers. • Demolition involving signs and exclusion zones must be in place before starting to prevent unauthorised entry. • Safety barriers must be provided, clearly marked, maintained and verified by a competent person. • Temporary hoarding or walls must be appropriately engineered for its application and must be secured to prevent movement and subsequent collapse. • The demolition site is to be secured by impenetrable barricades with adequate signage and appropriate locked procedures to prevent unauthorised pedestrian or vehicular access to the area. • Adequately signed safety control measures must be maintained in place for the work life. • Details should be progressively removed to prevent any build-up that could pose an injury or health risk to workers or the public. • Workers should be progressively removed to prevent any build-up that could pose an injury or health risk to workers or the public. 	<p>EXCLUSION AND RESTRICTED ACCESS ZONES</p> <ul style="list-style-type: none"> • The requirement for exclusion and restricted access zones and methods of delineation must be risk assessed, documented and followed. • Where access into the exclusion or restricted access zone is required: • No person shall enter an exclusion/restricted access zone without a positive signal from the operator (this must change the best of plant and ground implements and approval to enter). • There must be positive communication and line of sight with the plant operator and approved workers inside an exclusion/restricted access zone. An auditory must immediately stop if communication or line of sight is lost. • Mobile devices must ensure adequate separation of plant and people. <p>LOAD RESTRAINT</p> <ul style="list-style-type: none"> • All loads brought onto, moving within, or leaving a worksite will be properly restrained (straps, locks, chocks, wheel chocks, light and heavy vehicles). • Loads containing loose material (e.g. substructure) must be covered. <p>MOBILE PLANT AND VEHICLES</p> <ul style="list-style-type: none"> • Mobile plant operators must be licensed and verified as competent to operate the plant. • On-site vehicles must have operational warning alarms and flashing beacons. • All plant must be on-boarded to the end and checked out daily, annually, or as a visual indicator must be displayed on the plant to indicate approval for use. • Mobile plant will have plant risk assessments, Original Equipment Manufacturer (OEM) Manuals, Daily Operator Inspection Procedures and maintenance work sheets available for review. • Signs of loading equipment must be clearly visible and clearly readable by the plant operator. • Mobile plant must be used in accordance with the manufacturer's instructions, which must be worn. • Controls must be implemented if saving plant operators within proximity of the public. • No person is to be within the draw cone of an operating excavator or loader for the time it is in operation or contained within a branch. • While in operation, vehicles and mobile plant must be parked outside of exclusion zones. • Vehicles and plant must not be parked in a manner that may obstruct or impede movement, or be left unattended with engines running. 	<p>OVERHEAD AND UNDERGROUND SERVICES</p> <ul style="list-style-type: none"> • A Risk Profile, Risk Assessment and Pre-start Management process to be implemented for all services. • Location of all services must be identified before work commences (e.g. 600 below you, 600, service located). • Minimum safe working distances and tag zones with risk assessments must be established when working near powerlines, overhead and underground services. • Controls must be implemented where there is a potential for plant or machinery to reach minimum clearance distances from overhead powerlines. • All overhead services must be visually indicated and heights signposted. <p>POWER TOOLS AND EQUIPMENT</p> <ul style="list-style-type: none"> • Power tools and equipment must be fit for purpose, used as per manufacturer's instructions, have all guards, and those with non-safety switches (e.g. grinders, rollers). • All site power, including generators, must be protected by residual current device (RCDs). • Ancillary equipment (such as compressors, pumps, lighting, etc.) must be used in accordance with the manufacturer's instructions and have a visual indicator confirming approval for use. • Light towers must be protected from being accidentally struck by moving plant and vehicles. Light towers must never be towed and must be inspected and checked for bolted condition. • The break lock pin is secured, and the switches have been checked and allowed. • Electrical leads must be covered off ground, clear of water and traffic, and be tagged and tagged. • Battery or generator or in use conditions. • All equipment must be checked for safety and tagged as out-of-service if any fault is not to be used for normal work. • Quick cut saws (generally fitted with a double safety) must only be used by an operator verified or completed by a documented training provider. Verification of competency must be documented and available on file for review. • Pipes and chucks being cut with a quick cut saw must be fully supported and secured, and they cannot cut pipe or other and be used to prevent the cut from falling. • All such devices are not permitted on any DIT work sites. 	<p>TRENCHING AND EXCAVATION</p> <ul style="list-style-type: none"> • Underpinning or other services are identified and physically located before excavation commences. • All trenches are to be adequately and appropriately verified, implemented, signposted, and depth. • Depth, width and any excavation or access of 1.5 metres, or more, shall be no more than 1 metre in height and no less than 1 metre in width. • When banking or battering the walls of an excavation, an angle of repose of 1:1 height shall not be exceeded, unless designed by a competent person and certified in writing. • When persons are required to enter an excavation deeper than 1.5 metres that has not been battered, battered or shored, an engineering assessment must be undertaken to assess the safety of the trench. • Before entering a trench or excavation, the surrounding soil must be checked for falling, water, slumping, cracking or ground movement, and a record of inspection must be documented. • No person is permitted to be an excavator closer than 1.5 metres unless a written approval is obtained. • An emergency response plan is documented for all excavations and trenching works over 1.5 metres, and workers are familiar with the plan. • Ladders or access points must be located so as not to require workers to travel more than 1 metre laterally within the trench. • All excavations must be protected with a physical barrier and secured from unauthorised access. • Equipment, plant, structure and soil to be kept a minimum of 1 metre back from the edge of the excavation. • When appropriate, trench and excavations must be backfilled as soon as possible. <p>WORKING AT HEIGHTS</p> <ul style="list-style-type: none"> • When above 2 metres shall only be performed with full protection or containment. • Scaffolding must be designed, erected and inspected by a competent person. • Mobile scaffold work platforms (MSPs) must be fully lowered before driving/working. • MSPs must be fitted with a secondary protection system. • A specific competent person in the scope of the particular MSP must be in place and the person must be trained and certified in writing with the supplier when MSPs are being used. • Tools and equipment are not permitted from falling. • Industrial ladders rated over 100 kg may be used only where the use of a scissor ladder is not reasonably practicable. • Drop Zones shall be established to protect people from falling objects.
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Supply to Government

▶ **GEM Group** Pty Ltd



About GEM



- Company founded in 1959 by Ian and Janis Sutherland
- Operated extensively in civil & quarrying space in Limestone Coast & western Vic
- Extensive fleet of machines, trucks, asphalt plant, bitumen sealing, crushers
- Construct driveways to highways
- Approx 120 employees
- In-house resourcing with 14 quarries
- Civil project management and retail





Supplying to Government



Government Projects:

- Highway Construction & Maintenance
- Asphalt and Bitumen Spray Sealing
- Wharfs and Boat Ramps
- Quarry Material Supply
- WWTP's and Water Supply



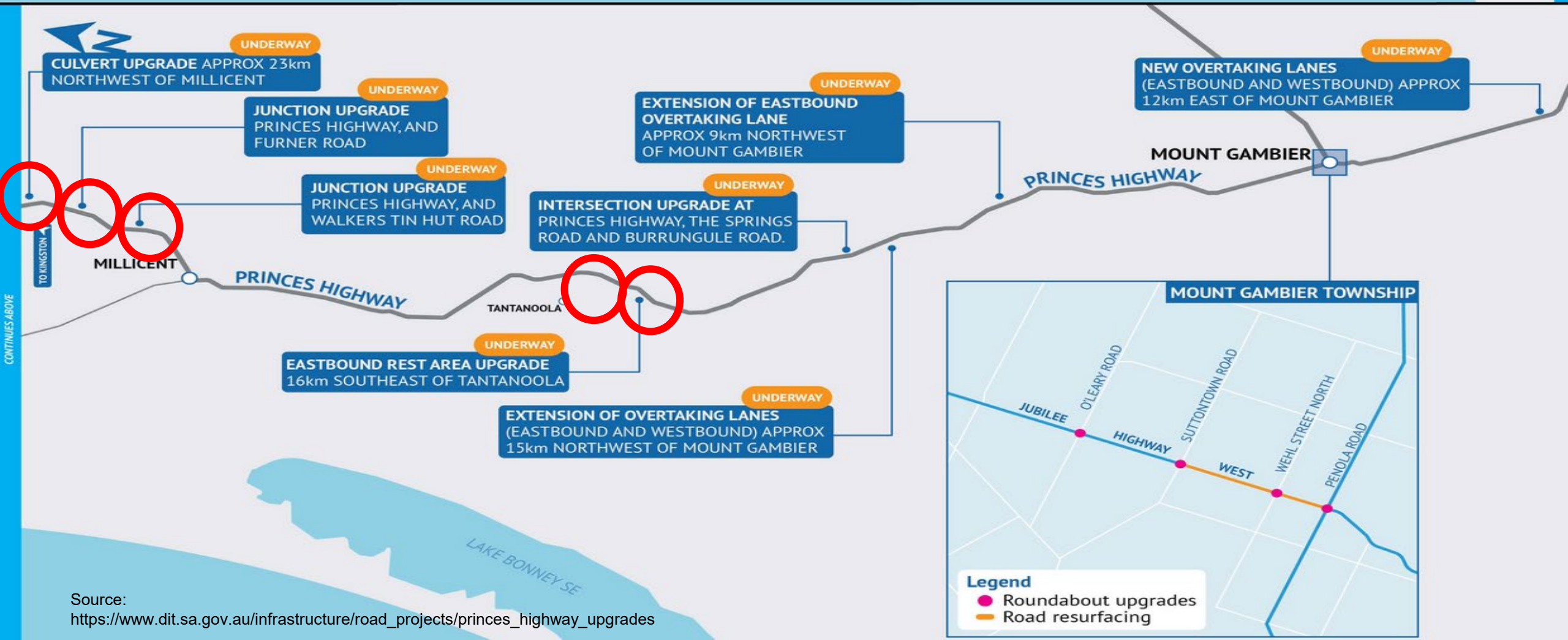
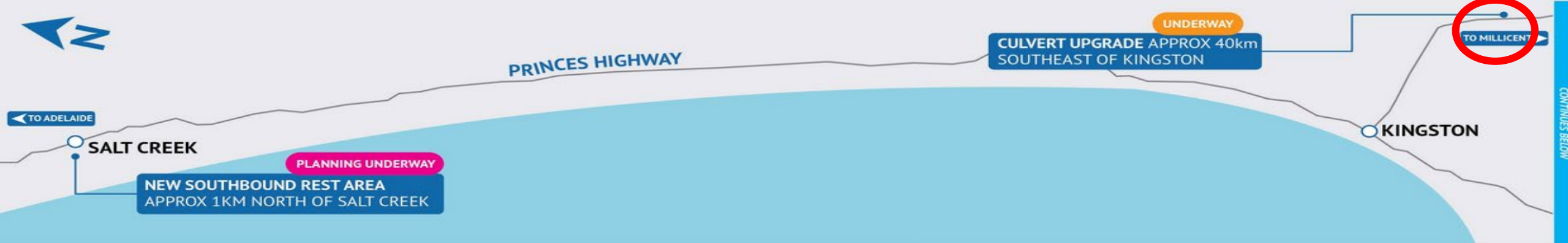
Supplying to Government



Current Government Projects:

- Partnered with Acciona Australia to assist delivery of PCU1 and PCU2
- Finger Point Pipeline cover project (SA Water)





Supplying to Government



Working with Acciona to self-deliver:

- PCU1:
 - Site 3 – Furner Road Intersection
 - Site 4 – Walkers Tin Hut Road Intersection
 - Site 5 – 1.8km Overtaking Lane Extension (Tantanoola)
- PCU2
 - Site 1 – Tantanoola Rest Area
 - Mt Gambier Roundabouts
 - Overtaking Lane Extensions & Intersection Upgrades



Supplying to Government



What to do:

- Prequalifications (DIT, local Councils)
- Panels (SA Water)
- Subscribe to tender websites
(SA Tenders, Tenderlink, EstimateOne)



Supplying to Government



What to do – Maximise Opportunities:

- Support & invest in local communities – sponsorship, sporting clubs, schools, community groups, etc.
- Invest in apprentices
- Support indigenous employees & input
- Sponsor migrants – assist them to become valuable members of the community
- Environmentally conscious – good news stories
- Promote Sustainability
- Invest in new technology



Supplying to Government

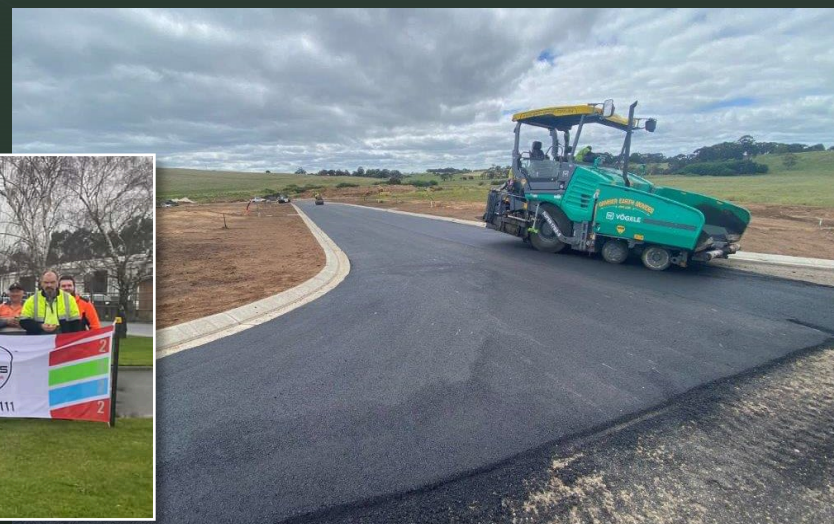


What to do:

- Work Together – Collaboration is the key
- Support Government departments to invest in infrastructure in the region
 - Be a good corporate citizen
 - Provide avenues that promote Government investment



Thank You



MEET THE SPEAKERS



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