

Land Transport Industry

Capability Statement



CONTENTS

	Page No
1.0 Introduction	1.
1.1 ICN Track Record	1.
1.2 ICN Scope	1.
1.3 ICN Method of Operation	1.
2.0 ICN's Commitment to the Land Transport Industry	2.
3.0 ICN Land Transport Project Successes	2.
4.0 ICN Land Transport Industry Clients	2.
5.0 Levels of ICN Support	3.
5.1 Australian Industry Participation Plan (AIPP) and Implementation	3.
5.2 Supplier Access to Major Projects (SAMP) Scheme	3.
5.3 Sourcing Major Equipment	4.
5.4 Regional Capability Enquiries	4.
5.5 Tariff Concession Searches	4.
6.0 Benefits from ICN Services	4.
7.0 Table of ICN Services	5.

1.0 Introduction

ICN is a national network of independent industry consultancies, which are managed by industry and sponsored by state governments, to achieve beneficial outcomes for local industry (Australian and New Zealand) and the local economy.

ICN has assisted major project owners and managers to save time and money in delivering their projects for over 20 years.

1.1 ICN Track Record

Since being established in 1985 ICN has assisted its clients to identify competitive local suppliers, who as a consequence of ICN's involvement, have won contracts totalling over \$6 billion.

1.2 ICN Scope

ICN has assisted clients throughout Australian and across all industry sectors to identify competitive companies to satisfy requirements from turn key project management and major equipment suppliers, through to raw materials, components, and packaging.

1.3 ICN Network Method of Operation

ICN consultants liaise with clients to gain a thorough understanding of their requirements.

Using the national ICN data base, Industry Capability Showcase (ICS), industry and commercial references, industry contacts, and the combined knowledge of over 80 technical consultants Australia wide, ICN assists its clients to seek out credible and competitive supply solutions.

ICN's services are generally **free of charge**. Some specialist consulting services attract a competitive fee; however, ICN's core sourcing service is free. (State and Territory Governments provide financial support for ICN core services as part of their industry development programs).

ICN's services are **confidential**. Many major project proponents (and tenderers for major contracts) require that project details be kept confidential. ICN has a history of successful participation in highly sensitive projects, which include major Defence and transport projects.

2.0 ICN's Commitment to the Land Transport Industry

ICN recognises that the land transport industry in Australia is undergoing a substantial transformation that will have immediate impact on human resources and the local economy. ICN is able to provide supply chain support to land transport projects throughout Australia, from the national network of offices listed on the back cover. Contact your nearest ICN office for assistance in developing your local supply chain and enlisting the support of the local economic community.

3.0 ICN Land Transport Project Successes

ICN has nominated local companies to competitively supply equipment and services to the following land transport projects:

- Land 121 (Upgrading of the Australian Army's total land transport needs)
- NSW Rail Carriage Contact (Supply Chain assistance provided for all major bidders)
- Victorian Train Rolling Stock Upgrade
- Toyota Camry development
- Adelaide to Darwin Railway
- Melbourne Trams – new rolling stock
- Brisbane – Cairns Tilt-Train Project

4.0 ICN Land Transport Industry Clients

- Alstom
- Siemens Australia
- Downer EDI Limited
- United Goninan
- Bombardier Transportation Australia
- Toyota Australia
- Australian Army
- Australian Rail Track Corporation
- National Express
- Yarra Trams
- Connex
- Queensland Rail
- NSW RailCorp
- Daimler Chrysler Australia
- GM Defence
- Tenix
- ADI
- Stewart & Stevenson

- Mack Trucks
- Volvo
- Terex Lifting Australia
- British Aerospace

5.0 Levels of ICN Support

Project proponents and developers can gain benefits from ICN services on various levels.

5.1 Australian Industry Participation Plan (AIPP) Development and Implementation

AIPPs have been developed for many projects which have benefited by:

- Optimising local supply solutions that minimise cost, minimise lead-times, and maximise through life support.
- Accessing opportunities for duty elimination on items that are not manufactured in Australia.
- Enlisting the support of local industry and the local community as key stakeholders.
- Reductions in procurement management costs.

ICN can develop project specific AIPPs for its clients that meet the individual requirements of a project. AIPP development services are provided as a chargeable item. A fixed price quotation is provided to prospective clients.

ICN can assist with implementation of AIPPs as part of its free of charge core services. Benefits from these services are maximised by involving ICN early in a project's development, during initial scope of work and design stages. These services are also available to tenderers for prime contracts and subcontractors associated with major projects.

5.2 Supplier Access to Major Projects (SAMP) Scheme

Under the Commonwealth Government's SAMP scheme, major project proponents/managers can secure the full time exclusive services of a qualified ICN consultant to work within their project teams for project delivery.

Commonwealth funding may be available to support the employment of an ICN consultant in a sourcing role for major projects under SAMP. This funding is usually provided on the basis that the beneficiary of the consultant's service, the project proponent/manager, pays half of the cost and the Commonwealth, through ICN, pays the other half.

5.3 Sourcing Major Equipment and Services Packages

ICN assists project proponents/managers to identify and pre-qualify companies for specific work packages and services for any requirement.

These services are provided free of charge.

5.4 Regional Capability Enquiries

ICN has regional offices throughout Australia. ICN regional consultants assist project proponents/managers to identify the best solutions from the immediate local region of the project, including construction trades and maintenance personnel. ICN's Regional Capability services are free of charge.

5.5 Tariff Concession Searches

ICN can perform searches for Australian manufacturers of substitutable goods for clients who are applying for duty exemptions via the Tariff Concession Scheme. Tariff Concession searches are chargeable items. ICN provides fixed quotations for such services.

6.0 Benefits from ICN Services

ICN offers the following benefits to land transport related project proponents/managers:

- A comprehensive listing of competitive companies to optimise the project supply chain.
- Maximisation of competition for project contracts, ensuring best possible supply solutions.
- Maximisation of through-life support via introduction of capable, credible, and competitive local service providers.
- Identification of best suppliers in regional areas at no cost to the project proponent/manager.
- Minimisation of lead times and supply bottle necks.
- Introduction to new innovation and technologies.
- Minimisation of exposure to import duties.

7.0 TABLE OF ICN SERVICES

ICN SERVICE	COST
Sourcing major equipment and services packages. Supply chain development.	Free of Charge
Regional Capability Enquiries	Free of Charge
AIPP <ul style="list-style-type: none"> ▪ Development ▪ Implementation 	<ul style="list-style-type: none"> ▪ Fixed quotation provided ▪ Free of charge
Provision of an ICN consultant to the client's procurement team for project delivery under SAMP	Costs to be shared between ICN and client
Tariff Concession Searches	Fixed price quotation provided