

Supporting local industry participation

INFORMATION SHEET

About Inland Rail

Inland Rail is a fast freight backbone spanning more than 1,700km that's transforming how goods are moved around Australia by providing transit times of less than 24 hours between Melbourne and Brisbane.

It will better link businesses, manufacturers and producers to national and global markets and generate new opportunities for industries and regions.

Comprising 13 individual projects, Inland Rail is the largest freight rail infrastructure project in Australia and will enable safer, less congested highways, fewer carbon emissions, cheaper freight costs and new economic opportunities for our regions.

Inland Rail is a shot in the arm for Australia's economy, generating \$16B in economic benefits and over 21,500 direct and indirect jobs. The Australian Government selected the Australian Rail Track Corporation (ARTC) to deliver Inland Rail, in partnership with the private sector.

Supply chain opportunities

ARTC Inland Rail's contracting and delivery model involves direct engagement with major contractors, who, in turn, engage with local suppliers, subcontractors and equipment providers to deliver a variety of products, services and works – completing the supply chain for delivery of Inland Rail.

Many of the products, services and equipment required to deliver Inland Rail can be supplied by local and Indigenous businesses using local workers, service providers and locally manufactured products.

All major contractors that contract with ARTC must meet commitments to local and Indigenous industry and workforce participation.

Supplying to Inland Rail

If your business has been selected as a subcontractor or supplier by a contractor to ARTC Inland Rail to deliver goods, services, or equipment, you may need to demonstrate your ability to deliver on certain commitments.

For example, contractors will be required to deliver on local and Indigenous industry and workforce participation and sustainability commitments. They may need you to:

- ▶ integrate monitoring and reporting requirements into your business
- ▶ ensure your invoicing and inventory systems can supply required information
- ▶ supply information on procurement activity with local and Indigenous businesses and employment and training of local and Indigenous workers
- ▶ participate in events to showcase the capability and achievements of the workforce delivering products and services to Inland Rail.



Local and Indigenous employment opportunities are available

How to get involved with Inland Rail

1. Prepare a business capability statement that communicates who you are and what your business can offer to prospective buyers – focus on your innovative products and services.
2. Register your company's capability with ICN Gateway (gateway.icn.org.au), an online site connecting contractors with suppliers and service providers looking for contract opportunities. Indicate areas of interest when you set up your company's profile to ensure that you are notified about relevant project opportunities.
3. Ensure you understand the project's compliance requirements (e.g. Code for the Tendering and Performance of Building Work 2016 and Workplace Health and Safety Accreditation Scheme) and prepare your business accordingly.
4. Make connections with businesses that have supply contracts with Inland Rail. The details of many businesses that have been awarded contracts are available at inlandrail.artc.com.au/awarded-contracts
5. Understand the products, services and equipment needed to deliver Inland Rail, establish how you can meet those needs, and reach out to your supply chain.
6. Register your interest in work packages published on ICN Gateway so your business information is communicated to contractors to consider within their supply chain.
7. As Inland Rail tenders may be advertised through many different channels, monitor ICN Gateway, the Inland Rail website and other tender websites e.g. TenderLink for projects or work packages of interest to your business.
8. Attend industry events and briefings around upcoming projects. These forums provide beneficial face-to-face (or virtual) opportunities to interact with others in the industry.
9. Engage with key industry associations and professional bodies, and local Chambers of Commerce to expand your contact base and take advantage of assistance and advocacy offered by these organisations.
10. If you're looking to grow, build capability or increase your competitiveness, consider connecting with your state government's industry development department:
 - ▶ New South Wales – Business Connect – business.nsw.gov.au
 - ▶ Queensland – Business Queensland – business.qld.gov.au
 - ▶ Victoria – Business Victoria – business.vic.gov.au

Further information

If you have questions about any aspect of a project you are interested in tendering for, please visit inlandrail.artc.com.au/suppliers to:

- ▶ learn more about becoming an Inland Rail supplier
- ▶ access information on ARTC's supply principles and commitments
- ▶ find out when future business capability workshops are scheduled in your region.

Want to know more?

ARTC is committed to working with landowners, communities, state and local governments as a vital part of our planning and consultation work, and we value your input. If you have any questions or comments, please let us know.

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