



2023 Supplier Briefing

moretonbay.qld.gov.au





Acknowledgement

We acknowledge the Kabi Kabi, Jinibara and Turrbal Peoples as the Traditional Custodians of the lands and waterways of the Moreton Bay Region, and pay our respects to their Elders, past, present and emerging. We recognise that the Moreton Bay Region has always been a place of cultural, spiritual, social and economic significance to First Nations people.

We are committed to working in partnership with Traditional Custodians and other First Nations communities to shape a shared future that celebrates First Nations history and culture as an irreplaceable foundation of our region's collective identity.



Anne Lawrence

Acting Chief Economic
Development Officer



Cr Jodie Shipway

Deputy Mayor

What to expect

Procurement Processes

What you need to know about supplying goods and services to Council, presented by Taniqua Smith (Manager of Procurement)

Upcoming Opportunities

Opportunities to work with Council in future, presented by Jon Dare Williams, Manager of Integrated Transport Planning, followed by Joel Chapman, Manager of Project Management

Q&A Session

Moderated by Paul Martins, Acting CEO of City of Moreton Bay, panelists including Taniqua Smith, Jon Dare-Williams and Joel Chapman. Access [slido.com](https://www.slido.com) and use the code **1303593** or **scan the QR codes** to ask live questions of the panel

Networking & Information Booths

Stick around after presentations to network with industry representatives, other businesses and visit the industry information booths for information to equip you as a supplier to Council

A photograph of three people standing in a large warehouse aisle. On the left, a man in a dark blue shirt and black trousers stands with his back to the camera, looking towards the center. In the middle, a woman in a bright orange blazer and black trousers stands with her back to the camera, looking towards the center. On the right, a man in a dark suit stands with his back to the camera, looking towards the center. They are standing in a wide aisle between tall blue metal shelving units filled with various goods. The floor is polished concrete, and the ceiling is high with industrial lighting. A large open bay door is visible in the background, letting in bright light.

Supplying Goods and Services to Council

What you need to know

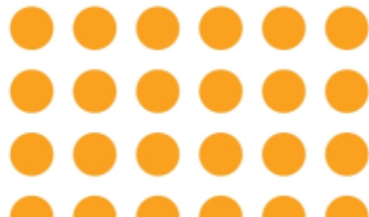
Taniqua Smith – Manager, Procurement

Spend Thresholds

When not entering into a contract or exception, our spend thresholds apply:

Small sized contractual arrangement	Contracts with expected contract value of up to \$15,000 (ex GST). Invited to local businesses in the first instance	
	Up to \$7,500	One written quote obtained
	More than \$7,500 but less than \$15,000	Two written quotes invited
Medium sized contractual arrangement	Contracts with expected contract value of more than \$15,000 but less than \$200,000 (ex GST). Invited to local businesses in the first instance.	
	More than \$15,000 but less than \$200,000	Three written quotes invited
Large sized contractual arrangement	Contracts with expected contract value of more than \$200,000 (ex GST)	
	More than \$200,000	Written tenders

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Sound Contracting Principles



Council must have regard to:

Value for money

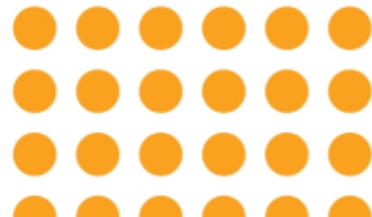
Open and
effective
competition

The development
of competitive
local business
and industry

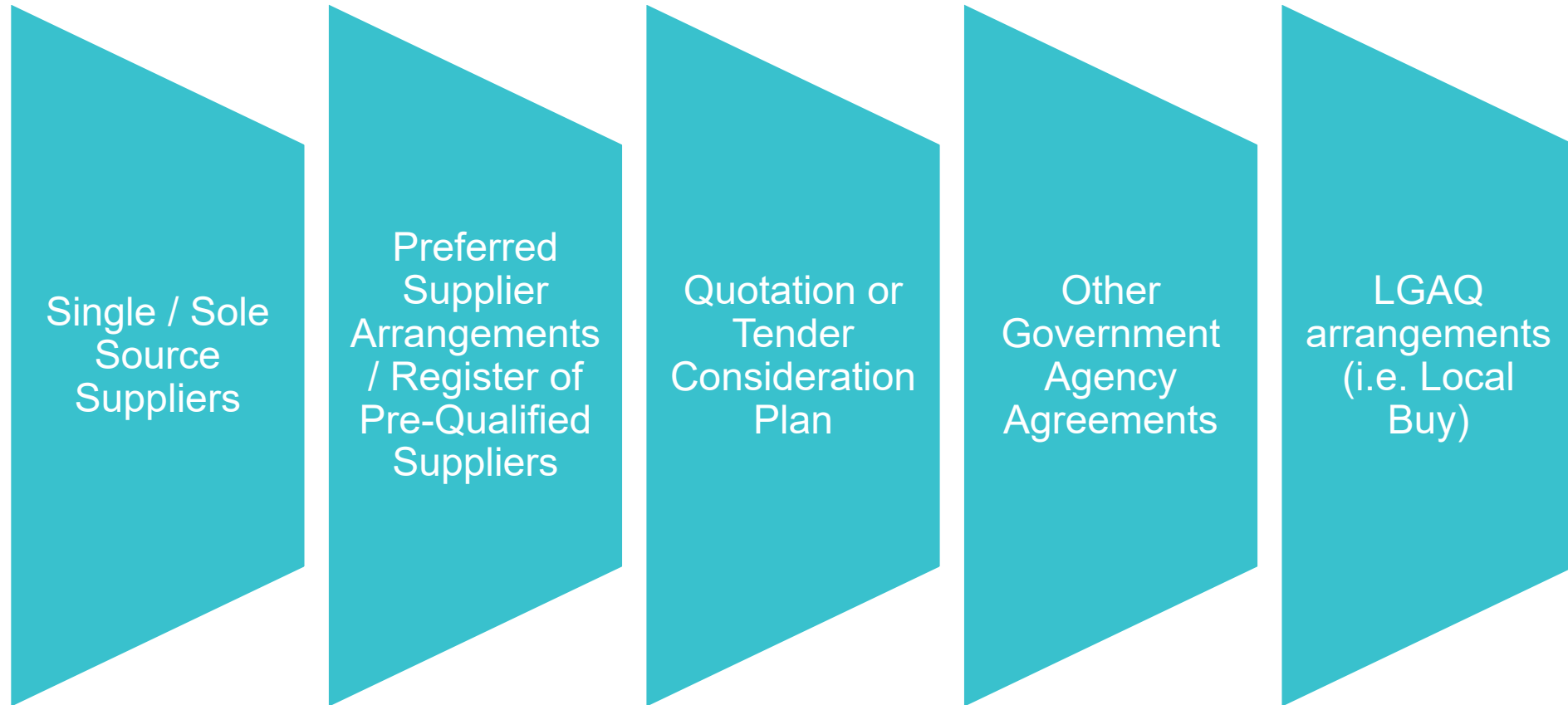
Environmental
protection

Ethical behaviour
and fair dealing

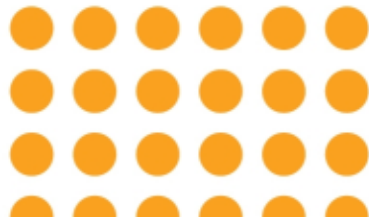
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Exceptions



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Thinking Local, Buying Local



Local Preference

For contracts <\$50,000

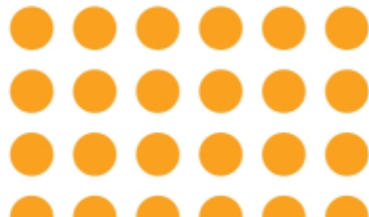
- Council will award contracts worth <\$50,000 to local businesses in the first instance. If local businesses cannot supply; do not have the capability; or do not provide value for money; then contracts may be awarded to non-local businesses

Local Weighting

For contracts >\$50,000

- A local preference weighting of 15% may be added to the tender evaluation score for any business who uses local resources. This means a business could get up to 15 additional points added to the tender evaluation score
- Tenders must be cost competitive

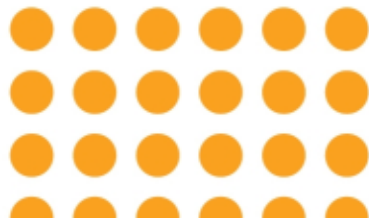
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Safety



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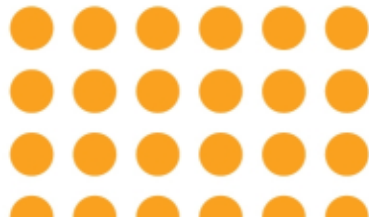


Tender Opportunities



- Civil Construction
- Road surfacing services
- Landscape Construction
- Concrete pathways and kerb and channel
- Trades Services
- Landscaping and herbicide spraying services
- Premix Concrete
- Hire of heavy plant and equipment
- Linemarking services
- Traffic Control Services

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Tender Opportunities

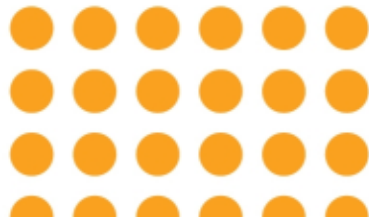


48 Local Buy Open Arrangements (category level)

- Corporate and Equipment & Services
- Corporate Services
- Engineering, Roads and Infrastructure
- Fleet and Field Equipment
- Industrial Commodities and Services
- Planning Asset and Project Management



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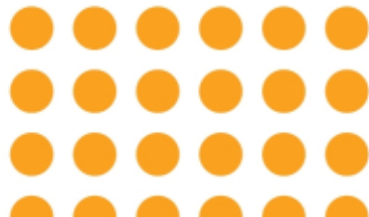


Best Value and Conforming Responses




- Read and understand the quote/tender documents to understand the needs of Council
- Take the time to understand the contractual obligations (specification and contract conditions)
- Structure your quote/tender document clearly
- Take the time to understand the evaluation criteria. Then:
 - Demonstrate clearly and as directly as possible how you meet the criteria
 - Provide evidence
 - What is your value proposition?
 - Don't assume the Evaluation Committee knows your business
 - If anything in the tender documents is unclear, seek clarification through the online forum
- Choose the right referees
- Submit your tender prior to the closing date and time
- Seek feedback on your response (debrief)

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Awarded Contracts

Details of contracts awarded in accordance with Local Government Regulation

[Sign in](#)

[Home](#) / [Services and information](#) / [Business and investment](#) / [Working with Council](#) / [Latest tenders](#) / [Awarded tenders](#)

Awarded tenders

Details of contracts awarded by Moreton Bay Regional Council, in accordance with Section 237 of the *Local Government Regulation 2012*.

[Current contracts](#) [Completed contracts](#)

Awarded contracts that are classified as being current by the Principal.

[Awarded Contracts Link](#)

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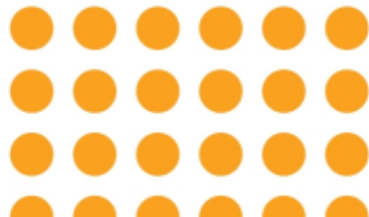
Strategic Procurement Framework



CORPORATE PLAN KEY INITIATIVE:

Deliver a new framework to support strategic procurement practices which enable cost savings and better outcomes for our local suppliers and capital program delivery

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Interested in doing business with us?

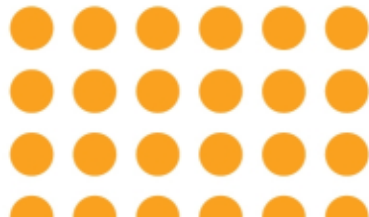


[VendorPanel Marketplace](#) - Quotation opportunities



[eProcure](#) - Tender and Expressions of Interest opportunities

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Integrated Transport Planning & Design

What you need to know

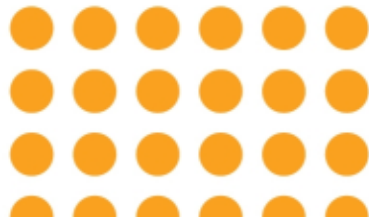
*Jon Dare-Williams – Manager,
Integrated Transport Planning
Joel Chapman – Manager, Project
Management*

Integrated Transport Planning and Design



Operational Program	Capital Program
<p>Annual planning program</p> <ul style="list-style-type: none">• Around \$2M across multiple programs	<p>10 Years</p> <ul style="list-style-type: none">• Major Intersections in the vicinity of \$250M• Road Safety Projects in the vicinity of \$20M• Active Transport \$100M <p>10 Years+</p> <ul style="list-style-type: none">• Major Road projects of values between \$50M and \$250M each• Several Major corridors with a combined value in excess of \$0.5B
<p>Looking for Planning support:</p> <ul style="list-style-type: none">• Transport Modelling• Multi-modal Area Transport Planning• Corridor Planning• Options Analysis• Active Transport Planning• Green Infrastructure Network Planning• Bespoke policy positions (e-mobility)	<p>Looking for a range of Design Partners to:</p> <ul style="list-style-type: none">• Provide project design services• Project delivery certification <p>Major Construction projects with significant spend in financial years</p> <ul style="list-style-type: none">• Corridors and Major intersections• High amount of projects• Big spend• A lot of work available

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Our Major Transport Corridors

Risk:

- Scale of projects requires a different approach to project management, planning, design and delivery.
- Size of projects presents and increased financial risk to Council.

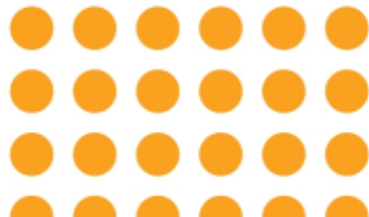
Opportunity:

- Raise the profile of the long-term planning and significant investment in the region's transport networks.
- Coordinated engagement and communications strategy.
- 12D synergy

Transport corridor planning and design

- \$100m+
 - Old Gympie Road
 - Buchanan Road
 - Young Crossing Road (further stages)

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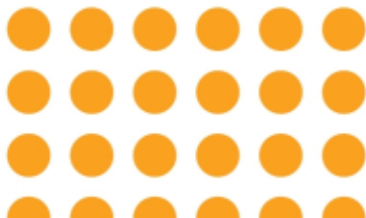
MBRC arterial corridors and activity centres



Winning work with Project Management

- Increase supplier engagement by building closer relationships between all parties; Get to know us.
- Pre-tender investigation:
 - Does your business have the capacity and capability?
 - Can your business offer value for money for the community (cheapest isn't always best)
 - Can your business delivery certainty in project delivery (instil confidence in “getting the job done”)
- Tender submissions:
 - Advocacy of right people for the right job at the right time (capacity/capability)
- Understanding of contractual obligations including specifications, conditions and reporting requirements for sound delivery outcomes for our local suppliers and capital program delivery.
- Increased focus on meeting legislative requirements according for Work Health & Safety legislation including environment; prevention is better than cure.

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\$90M

Road and transport networks



\$24.5M

Parks and the environment



\$54.5M

Waste management
(inc. waste collection)



\$46.3M

Towards 222 road rehabilitation and resurfacing projects



\$31.3M

Waterways and coastal areas



\$53M

Libraries, arts, history, community facilities and cultural activations



\$22.4M

Sport and recreation



99

Footpath projects - construction planned or underway



\$51M

Mowing and public green space maintenance



\$4.9M

Wildlife initiatives and green infrastructure projects



52

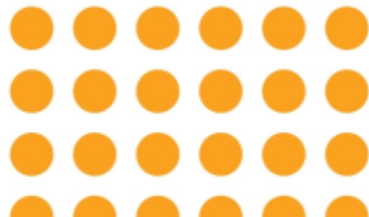
Festivals and events - including 47 FREE community events



\$33M

Maintaining existing roads, footpaths and bridges

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2023-24 Budget highlights

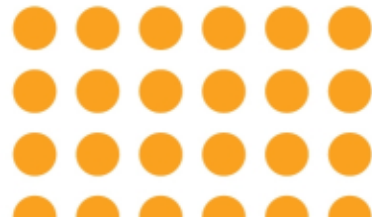
Council's \$861 million budget will deliver a record \$264 million capital works program with a focus on the five pillars highlighted in our Corporate Plan.

Services commonly used (Internal vs External)



SERVICE TYPE	SERVICE AVAILABILITY
Survey	Mixed internal and external servicing
Geotechnical	All external, no internal capacity
Civil Design	Mixed internal and external servicing
Landscape Design	Mixed internal and external servicing
Environmental Survey & Audits	All external, no internal capacity
Structural Design	All external, no internal capacity
Lighting & Traffic Signal Design	All external, no internal capacity
Civil Construction	Mixed internal and external servicing
Landscape Construction	Mixed internal and external servicing
Lighting & Traffic Signals Work	All external, no internal capacity

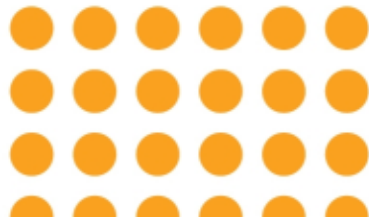
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Annual Minor Construction Programs

Project Name	Estimated Annual Budget
Missing Link Pathway Program	\$4.2M
Bus Shelter and Stop Program	\$500K
Minor Road Safety Improvement Program	\$100K

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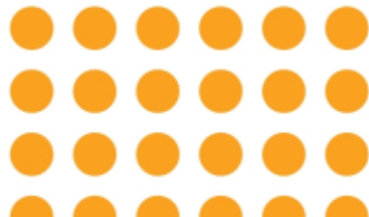


FY23/24 Planning Program

(*subject to 24/25 approval)

Project Name	Budget	Date To Market
South Pine Road upgrade – Pimelea Street to Timms Road	\$150,000	July – 3 firms invited
Burpengary East Transport Area Study	\$150,000	July – 3 firms invited
Rail crossing prioritisation study	\$170,000	Sept/Oct 2023
Buchanan Road – Corridor Planning	\$150,000	Sept/Oct 2023
Bruce Highway Western Alternative - Interface Study	\$100,000	Oct 2023
Woodford to Kilcoy Rail Trail - Planning Study & Concept Design	\$150,000	Sept 2023
Joyner Emerging Community Transport Area Planning	\$225,000*	Sept 2023 + 24/25 funding*
Caboolture East Active Transport Precinct Planning	\$100,000	Nov 2023 for 2024 calendar year start/end
Infrastructure Australia - MBRC Advisory Support	\$150,000	Oct 2023
Bellmere Road corridor - Public Transport Study	\$350,000	Oct 2023 + 24/25 funding*

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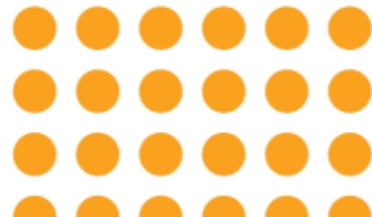


FY23/24 Design Program



Project	Budget	Date To Market
Old Gympie Road Master Designer	TBD	March/June 2024
Youngs Crossing Road Corridor - Detailed Design	TBD	June 2024
Youngs Crossing Road Corridor - Support Investigations	TBD	Dec 2023
Pumicestone/Beerburum Roads - Active Transport Corridor	\$100,000	Dec 2023
Leitchs Road and Leitchs Crossing - On Road Shared Paths Construction	\$120,000	March/June 2024
Young and Oakey Flat Roads - Intersection Upgrade	\$500,000	March 2024
Woodford-Wamuran Rail Trail	TBD	March 2024

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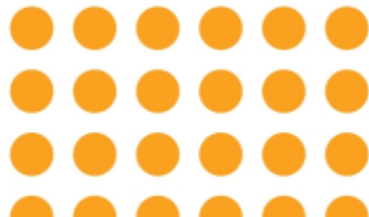
Longer Term Pipeline

(*subject to approval)



Program	Budget*	No. of Projects*
LGIP Active Transport Improvements	\$60M	60
Active Transport Network	\$9M	20
Rural and Leisure Active Transport Links	\$21M	13
LGIP Road Capacity Improvements	\$532M	60
Intersection Capacity Improvements	\$26M	12
Urban Road Safety	\$27M	19
Rural Road Safety	\$15M	16

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Q&A Session

Moderator – Paul Martins, Acting CEO, City of Moreton Bay

Panellists

Taniqua Smith, Manager – Procurement, City of Moreton Bay

Jon Dare-Williams, Manager – Infrastructure Planning, City of Moreton Bay

Joel Chapman, Manager – Project Management, City of Moreton Bay

slido

Join at
slido.com
#1303 593



Key Messages

What you can take away from today's Supplier Briefing

Tendering for Council

There are resources available to help you with applying to work with Council, and key principles to remember when applying.

Also, safety is key!

Upcoming Opportunities

Council has a range of upcoming work in the pipeline, not just in construction but packages that fall across a range of industries.

Visit

<https://www.moretonbay.qld.gov.au/Services/Business-Investment/Working-with-Council> and subscribe to Moreton Business Connect



Thank you