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
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 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
Supplying Goods and Services to Council

What you need to know

Taniqua Smith – Manager, Procurement
When not entering into a contract or exception, our spend thresholds apply:

<table>
<thead>
<tr>
<th>Small sized contractual arrangement</th>
<th>Contracts with expected contract value of up to $15,000 (ex GST). Invited to local businesses in the first instance.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to $7,500</td>
<td>One written quote obtained</td>
</tr>
<tr>
<td>More than $7,500 but less than $15,000</td>
<td>Two written quotes invited</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Medium sized contractual arrangement</th>
<th>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.</th>
</tr>
</thead>
<tbody>
<tr>
<td>More than $15,000 but less than $200,000</td>
<td>Three written quotes invited</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Large sized contractual arrangement</th>
<th>Contracts with expected contract value of more than $200,000 (ex GST)</th>
</tr>
</thead>
<tbody>
<tr>
<td>More than $200,000</td>
<td>Written tenders</td>
</tr>
</tbody>
</table>
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
Exceptions

Single / Sole Source Suppliers

Preferred Supplier Arrangements / Register of Pre-Qualified Suppliers

Quotation or Tender Consideration Plan

Other Government Agency Agreements

LGAQ arrangements (i.e. Local Buy)
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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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
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)
Awarded Contracts

Details of contracts awarded in accordance with Local Government Regulation

Awarded Contracts Link
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
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

- **Annual planning program**
  - Around $2M across multiple programs

### Capital Program

- **10 Years**
  - Major Intersections in the vicinity of $250M
  - Road Safety Projects in the vicinity of $20M
  - Active Transport $100M
- **10 Years+**
  - Major Road projects of values between $50M and $250M each
  - Several Major corridors with a combined value in excess of $0.5B

### Planning support:

- Transport Modelling
- Multi-modal Area Transport Planning
- Corridor Planning
- Options Analysis
- Active Transport Planning
- Green Infrastructure Network Planning
- Bespoke policy positions (e-mobility)

### Design Partners

- Provide project design services
- Project delivery certification

**Major Construction** projects with significant spend in financial years

- 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)
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.
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)

<table>
<thead>
<tr>
<th>SERVICE TYPE</th>
<th>SERVICE AVAILABILITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Survey</td>
<td>Mixed internal and external servicing</td>
</tr>
<tr>
<td>Geotechnical</td>
<td>All external, no internal capacity</td>
</tr>
<tr>
<td>Civil Design</td>
<td>Mixed internal and external servicing</td>
</tr>
<tr>
<td>Landscape Design</td>
<td>Mixed internal and external servicing</td>
</tr>
<tr>
<td>Environmental Survey &amp; Audits</td>
<td>All external, no internal capacity</td>
</tr>
<tr>
<td>Structural Design</td>
<td>All external, no internal capacity</td>
</tr>
<tr>
<td>Lighting &amp; Traffic Signal Design</td>
<td>All external, no internal capacity</td>
</tr>
<tr>
<td>Civil Construction</td>
<td>Mixed internal and external servicing</td>
</tr>
<tr>
<td>Landscape Construction</td>
<td>Mixed internal and external servicing</td>
</tr>
<tr>
<td>Lighting &amp; Traffic Signals Work</td>
<td>All external, no internal capacity</td>
</tr>
</tbody>
</table>
# Annual Minor Construction Programs

<table>
<thead>
<tr>
<th>Project Name</th>
<th>Estimated Annual Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Missing Link Pathway Program</td>
<td>$4.2M</td>
</tr>
<tr>
<td>Bus Shelter and Stop Program</td>
<td>$500K</td>
</tr>
<tr>
<td>Minor Road Safety Improvement Program</td>
<td>$100K</td>
</tr>
</tbody>
</table>
## FY23/24 Planning Program
(*subject to 24/25 approval)

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

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## FY23/24 Design Program

<table>
<thead>
<tr>
<th>Project</th>
<th>Budget</th>
<th>Date To Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>Old Gympie Road Master Designer</td>
<td>TBD</td>
<td>March/June 2024</td>
</tr>
<tr>
<td>Youngs Crossing Road Corridor - Detailed Design</td>
<td>TBD</td>
<td>June 2024</td>
</tr>
<tr>
<td>Youngs Crossing Road Corridor - Support Investigations</td>
<td>TBD</td>
<td>Dec 2023</td>
</tr>
<tr>
<td>Pumicestone/Beerburrum Roads - Active Transport Corridor</td>
<td>$100,000</td>
<td>Dec 2023</td>
</tr>
<tr>
<td>Leitchs Road and Leitchs Crossing - On Road Shared Paths Construction</td>
<td>$120,000</td>
<td>March/June 2024</td>
</tr>
<tr>
<td>Young and Oakey Flat Roads - Intersection Upgrade</td>
<td>$500,000</td>
<td>March 2024</td>
</tr>
<tr>
<td>Woodford-Wamuran Rail Trail</td>
<td>TBD</td>
<td>March 2024</td>
</tr>
</tbody>
</table>
Longer Term Pipeline
(*subject to approval)

<table>
<thead>
<tr>
<th>Program</th>
<th>Budget*</th>
<th>No. of Projects*</th>
</tr>
</thead>
<tbody>
<tr>
<td>LGIP Active Transport Improvements</td>
<td>$60M</td>
<td>60</td>
</tr>
<tr>
<td>Active Transport Network</td>
<td>$9M</td>
<td>20</td>
</tr>
<tr>
<td>Rural and Leisure Active Transport Links</td>
<td>$21M</td>
<td>13</td>
</tr>
<tr>
<td>LGIP Road Capacity Improvements</td>
<td>$532M</td>
<td>60</td>
</tr>
<tr>
<td>Intersection Capacity Improvements</td>
<td>$26M</td>
<td>12</td>
</tr>
<tr>
<td>Urban Road Safety</td>
<td>$27M</td>
<td>19</td>
</tr>
<tr>
<td>Rural Road Safety</td>
<td>$15M</td>
<td>16</td>
</tr>
</tbody>
</table>
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
There are resources available to help you with applying to work with Council, and key principles to remember when applying. Also, safety is key!

Tendering for Council

Upcoming Opportunities

Visit

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

Key Messages

What you can take away from today’s Supplier Briefing
Thank you