

29 FEBRUARY 2024

Northern Water

Business Briefing



**NORTHERN
WATER**



**Government of
South Australia**



Acknowledgement of Country

We acknowledge the Barngarla people as the traditional custodians of the ancestral lands that we meet on today.

We acknowledge the Barngarla People as the Traditional Owners of the land spanning from the northern region of Spencer Gulf through to the south of Port Lincoln.

We also pay respects to the cultural authority of Aboriginal people visiting or attending from other areas of South Australia, including Nations in the north of our state and acknowledge their contribution to our projects.



Government of
South Australia



NORTHERN WATER

Mike Morgan, Project Director



**NORTHERN
WATER**



**Government of
South Australia**

Presentation Video Links



[Northern Water Business Briefing recording](#)

[Northern Water project flythrough video](#)



**NORTHERN
WATER**



**Government of
South Australia**

www.northernwater.sa.gov.au/



Project Context

Northern Water will be the:

- **third largest seawater desalination plant** in Australia (at capacity)
- **longest fresh water supply pipeline** in Australia, with over **600 km** of system pipeline.
- Stage 1 - ~\$ 5 billion capital





Enabling Opportunity

The **economic viability of the project** has been demonstrated through a business case **endorsed** by the South Australian Government

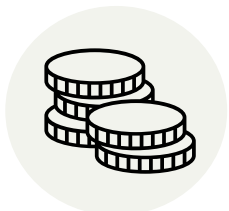


Cost benefit analysis - benefit-cost ratio of ~1.4



The project has the potential to:

- Unlock industries generating \$5 billion in economic benefits annually for South Australia
- Create an additional 4,200 full-time-equivalent jobs annually
- Enable a tripling of copper mining volumes, generating ~ \$9 billion in additional royalties



Project Benefits



- **Jobs growth in the region**
- **Accelerating renewable energy and hydrogen**
- **Existing sectors can grow**
- **Reduced reliance on precious water resources**
- **Support for clean hydrogen and green steel**
- **Support for the renewable sector worldwide**
- **Career options for young people**
- **Improved liveability**



Project journey and engagement

Josephine Telfer





Project timeline

WE ARE HERE



2022 – 2023
Business Case

2024 - 2026
Planning and assessment

2026 – 2028
Design & Construct

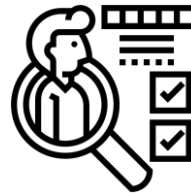
Q4 28
**First
Water**

2029 onwards
Operation & Maintenance

Ongoing engagement with stakeholders and the community



RFP





Business Case



- Fully costed reference design
- Site selection
- Early project costings and economic analysis
- Significant stakeholder and community engagement



Engagement to date





Planning and Assessment - 2024 – 2025

- Formal tender process for project delivery (construction and ongoing)
- Environmental, social and economic impact assessment
- Cultural Heritage Survey and Native Title negotiations
- Land access negotiations
- Engagement with stakeholders and the community





Looking forward

- Meet the expert session with core project team members
- Pop ups
- Roadshow
- Regional site offices
- School programs
- Regional and metro Adelaide





GET IN CONTACT

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 yoursay.sa.gov.au/northern-water



YourSAy



Website

Or use the contact QR code on your seat

Opportunities and Procurement

Mark Griscti



Major project contract model (DBOM)



Procurement Process



Design, Build, Operate, Maintain (DBOM) model based on successful Sydney / Adelaide desalination plant procurement model.

Market soundings

Multiple rounds of market sounding.

ROI and EOI

- Registration of Interest (ROI) phase complete
- Expression of Interest (EOI) phase **currently open**.

RFP Tender

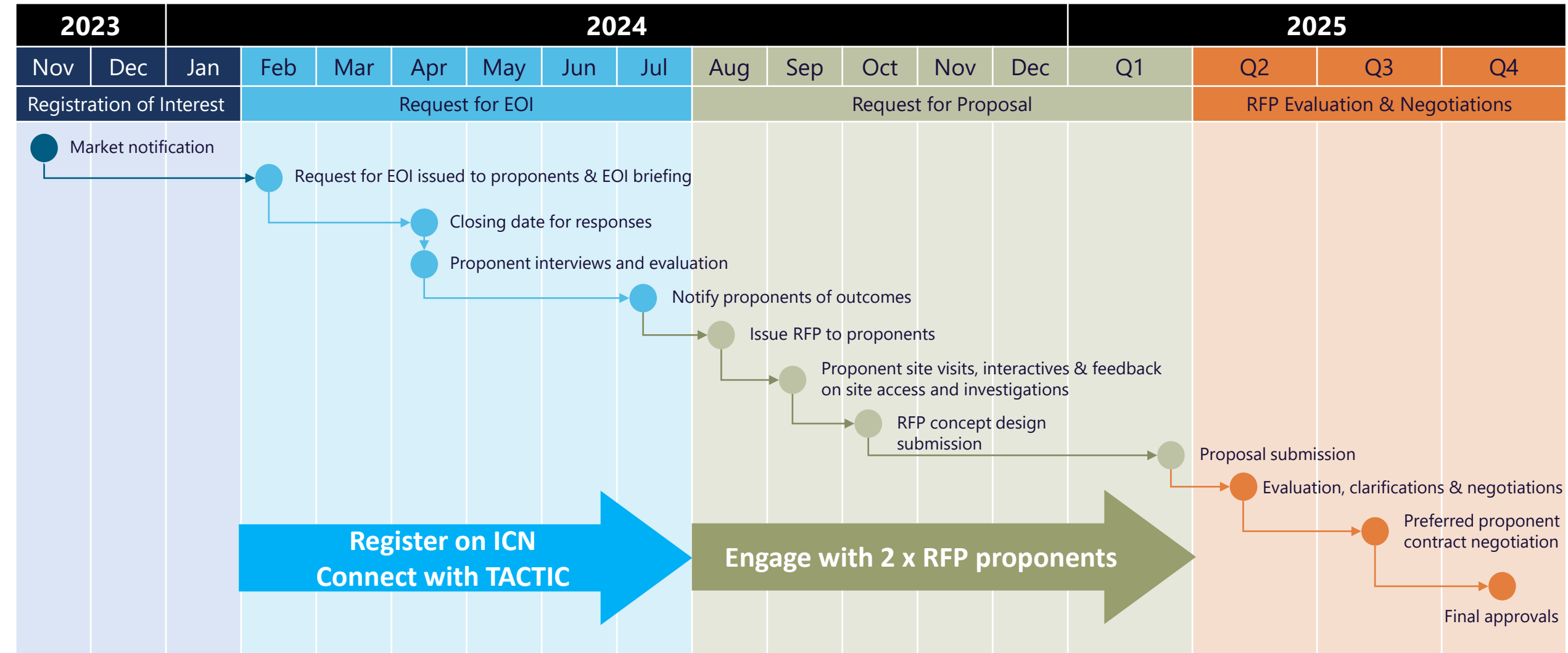
RFP Tender phase to commence Q3 2024.
(Key phase for supplier engagement (ICN, TACTIC, Consortiums))

Final Investment Decision

A Final Investment Decision is planned for late 2025.



Procurement Program (indicative)



Project Components

DBOM Major Procurement



Seawater desalination plant

Seawater intake, concentrate outfall infrastructure, reverse osmosis processing equipment

- civil works,
- pipeline construction,
- traffic management
- accommodation



Main trunk pipeline

Pipeline, pumping and storage infrastructure.

- wet & dry equipment hire
- mechanical repair
- Logistics and security
- environmental survey



Ancillary construction works

Temporary camps, offices, laydown areas, access tracks, fencing.

- fencing
- steel fabrication,
- cleaning and catering services,
- electrical services & car hire



Operations & Maintenance

All facilities for 20 years
(plus 5 plus 5)

- monitoring
- inspections
- cleaning
- security
- pump repair
- pump maintenance
- electrical servicing
- mechanical trades
- easement management
- Weed management

Additional Project Contracts

Supporting and Enabling Works



Electricity Infrastructure

Power supply and service connections to the desalination plant and pumping infrastructure



Power Supply

Transmission and electricity infrastructure and power services.



Enabling works and services

- Design investigations,
- Geotechnical investigations
- Environmental services
- Accommodation, cleaning, catering
 - Fleet vehicles, car hire
- Events, catering and photography

South Australian Industry Participation Policy

Role of the Industry Advocate

- Independent Statutory Office est. 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



Industry Participation Plan



SA Water desalination plant, Lonsdale

- Office of the Industry Advocate \$50M+Project Targets & Election Commitments apply
- Consortiums will need to respond to a mandatory **Tailored IPP** (TIPP).
 - **Local** supply and workforce targets form part of the TIPP
 - **TIPP has 20% weighting** within evaluation process
- Industry **participation compliance** will be managed through **flow down provisions** in contracts.

Supporting Industry Participation

Dan Mollison

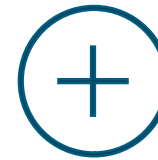
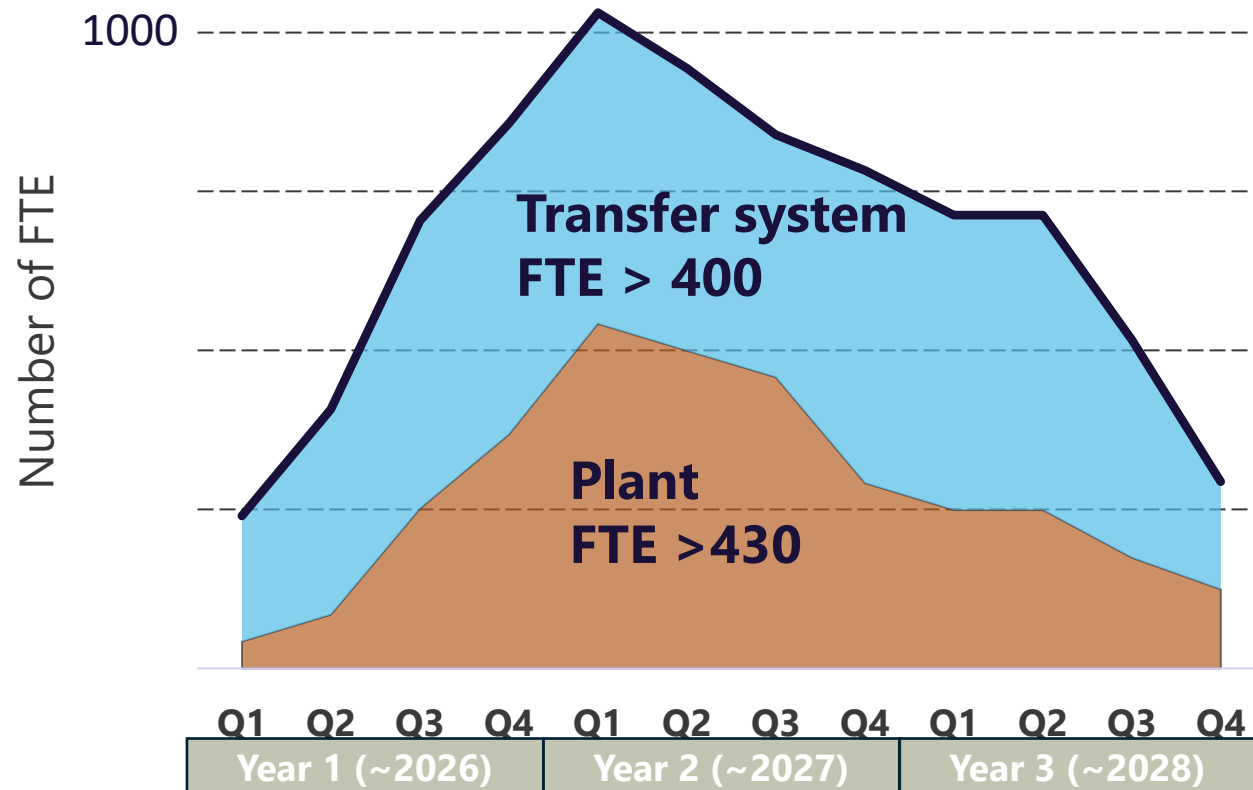


Workforce impact

(indicative on-ground – based on reference design)



Construction phase employment
800 – 1000 on-ground direct jobs



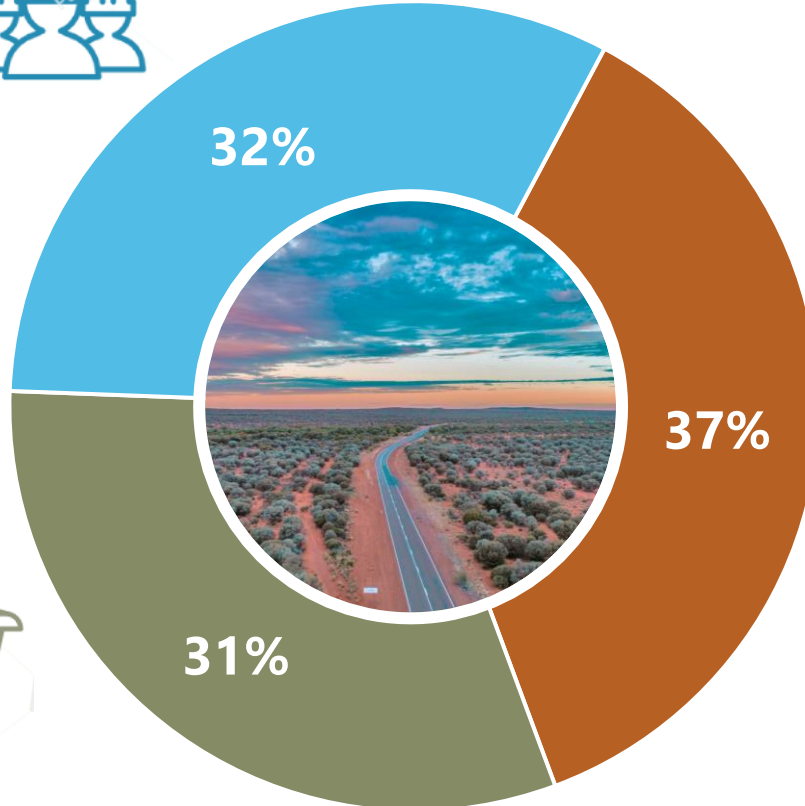
Enabling generation
of 4,200 new FTE
positions in SA
beyond construction

Construction workforce

(indicative on-ground – based on reference design)



Labourers
> 300 FTE

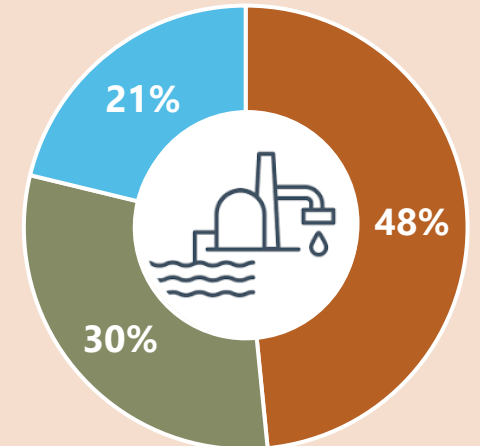


Trades & technicians
> 400 FTE

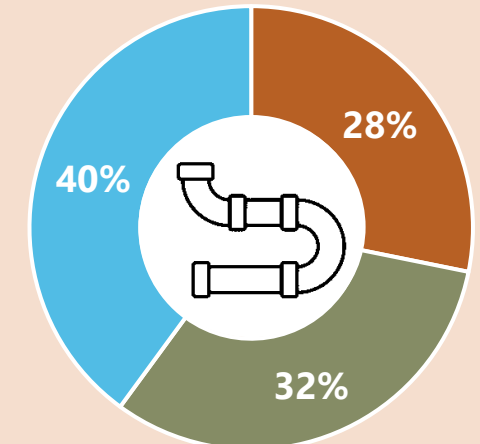
Machinery operators
> 300 FTE



Desalination plant

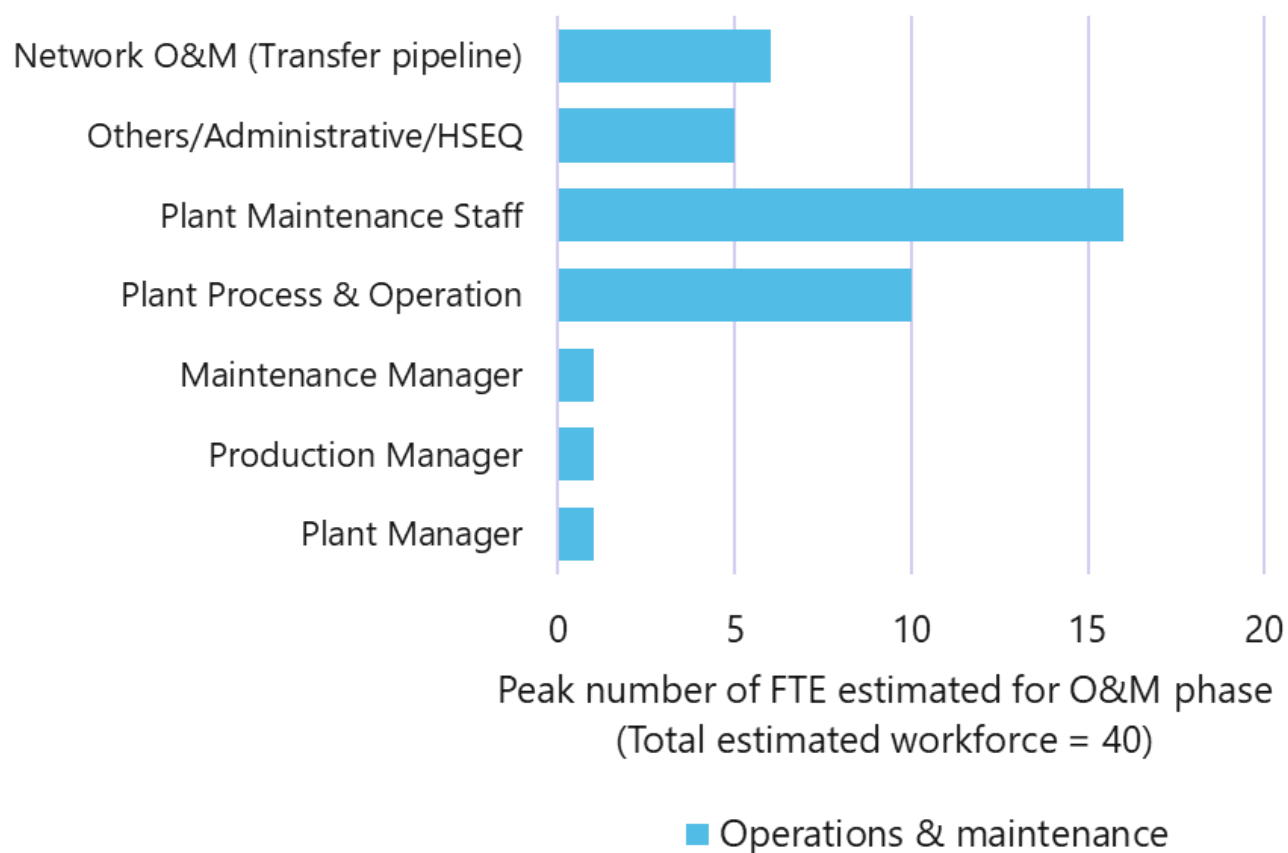
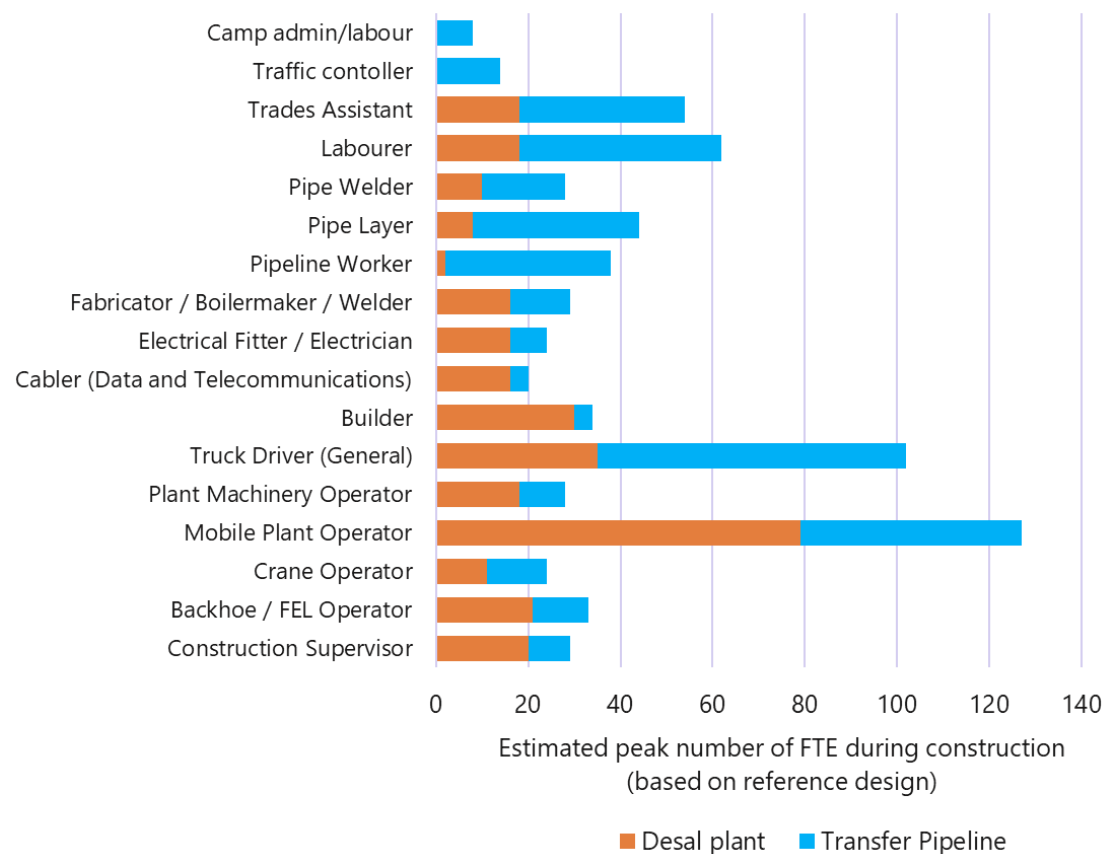


Transfer system



Workforce impact

(indicative on-ground – based on reference design)



Commitment to SA local workforce & supply chain



Workforce Skills,
Training & Schools
Engagement

Aboriginal
Economic
Participation

Business Support
Program

Industry
Participation
Connectivity



TACTIC

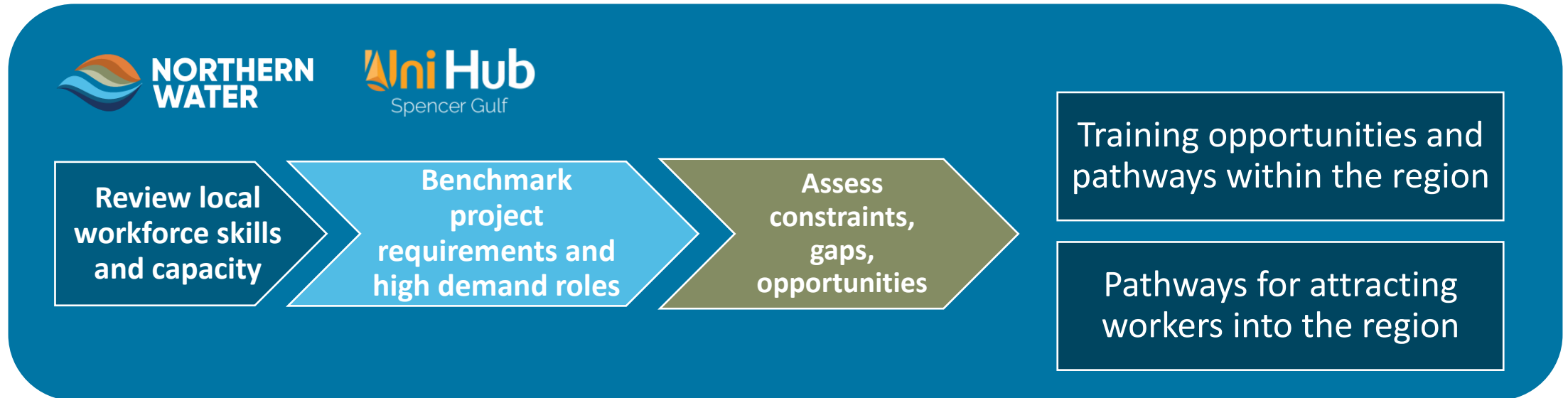


Workforce Skills and Capacity

Northern Water – UniHub Partnership



Maximizing local/regional workforce participation



Schools Pathway Program

Northern Water – UniHub Partnership



Supporting commitments to SA **workforce & skills development**



Cert 11 (~Resources & Infrastructure) –

- Year 10 entry point
- Enables specialisation into other qualifications
- Supports project and regional capacity and capability

Indigenous Skills and Employment Program

- Connecting First Nations People to jobs, career advancement, training and job ready activities



Engagement opportunities:

- NW school research project
- Industry immersion
- Work placements
- Schools based apprenticeships
- Industry challenge
- Indigenous pathway programs

Business support program



Cultural Workshop series

Workshop aim: Supporting sustainable and culturally appropriate employment and working environments.

When: 27 February – Port Pirie ✓
6 March – Port Augusta
19 March – Whyalla
9 April – Port Lincoln



Registration:

Accessed via RDAEP or project NW ICN project portal

Business Capability Workshop series

Workshop aim: Supporting businesses navigate ICN and position for participating in major projects.

- ICN Interactive Workshops
 - Early April (Whyalla and Tumby Bay)
- Small Business Fundamentals Program workshops

Registration:

Further details will be made available via RDAEP & Northern Water ICN project portal.

Connecting with the Project



Register with ICN



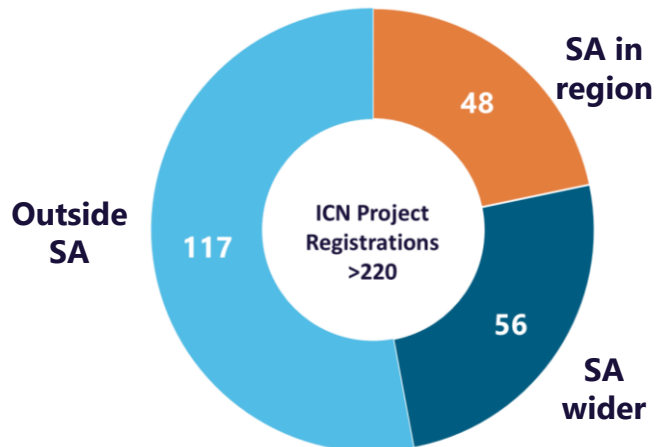
Connect with Schools Program

What to expect next:

Join Business Support Program

What to expect next:

Connect with TACTIC



- **March** – Further program information
- **March/April** – express interest to participate (ICN)
- **May onwards** – industry participation activities
- **Late 2024** ~ training pathway kick off

- **March – April** - Cultural Workshop series
- **Early April** - ICN Interactive workshops (Tumby Bay and Whyalla)
- **March /April** - Small Business Fundamentals Program (Details to come)
- **Register:** NW ICN or RDAEP



CONNECTING REGIONAL INDUSTRY

Scott McKay



CONNECTING REGIONAL INDUSTRY

Experts in Connectivity.

What we do.

Experts in Connectivity

Connectivity is the fundamental service underpinning the organisation. The linking of major project proponents to regional suppliers. Twenty years industry experience has made us the experts.

Fast-Track Linking

All major projects and their continued operation are time critical. Through our close industry contacts at all levels of business we can fast-track the linking of the right projects with the right people.

A Trusted Source of Regional Intelligence

Early access to the right project information is critically important to business. Current, on-ground and trusted information is vital to all stakeholders from local suppliers, major project proponents and all levels of Government.

Tactic's Role in the Northern Water Project

- Supporting local industry connections
- Connect members & local suppliers to the project
- Facilitate an understanding of regional capability
- Share information
- Facilitate events
- Support community engagement





CONNECTING REGIONAL INDUSTRY

Thank you.

Q&A



OFFICIAL



Northern Water Business Briefing

Bettina Venner | 29 February 2024

What is ICN?

- ICN is a national network of Industry Specialists who **introduce businesses large and small to projects** across Australia and New Zealand



ICN Gateway



\$80K+

Supplier database and a strong network of industry specialists



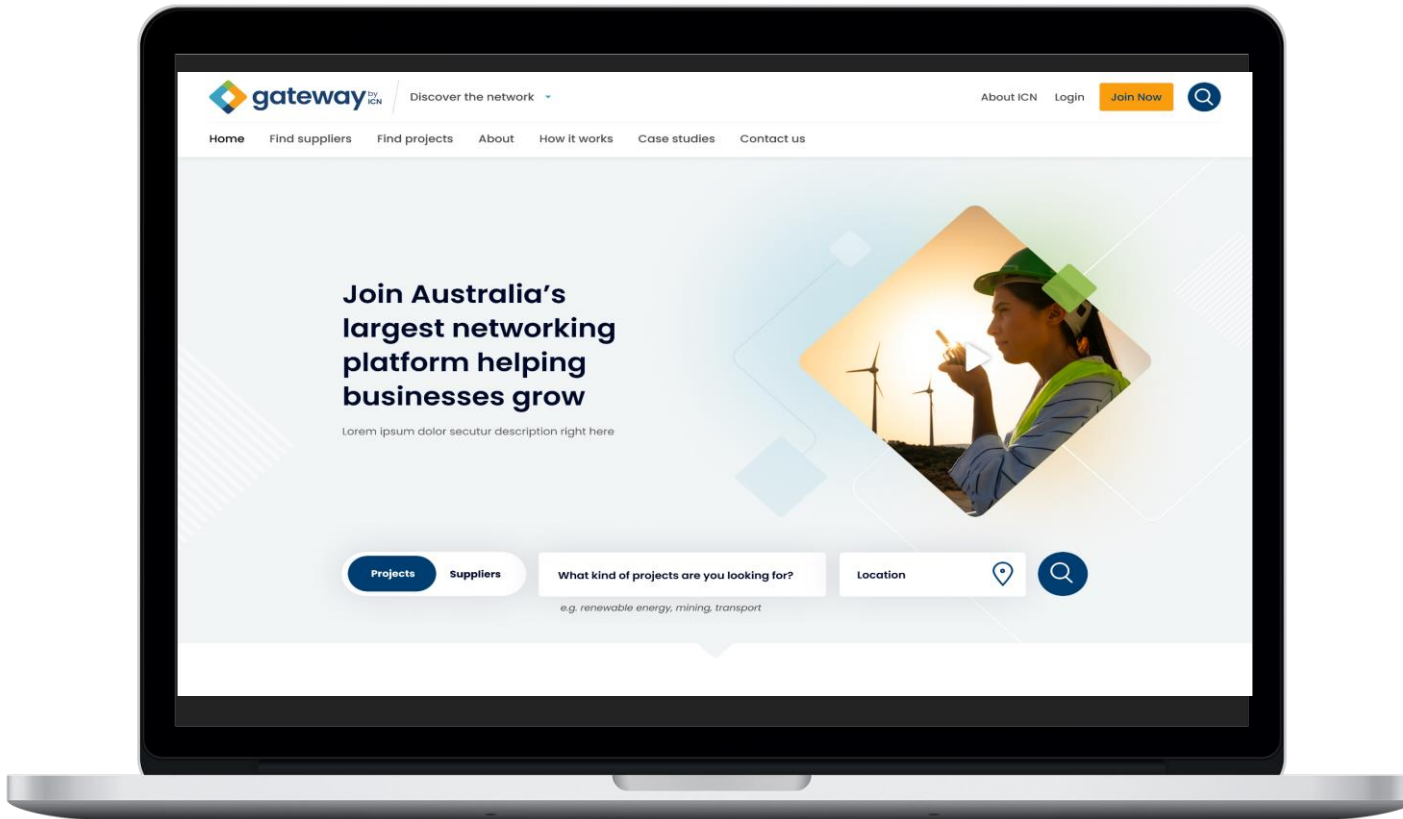
45k

Supplier and project searches are performed per month on our platform



\$2.75B+

Value of projects awarded in 2021/22



How ICN Connects Suppliers to Opportunities



Work Packages

Submit an EOI



Client Enquiries

We interrogate the ICN database to find the most suitable suppliers



Buyer Searches

On ICN Gateway and other databases



Industry Briefings

Submit EOI for 'general updates' to be included in the mailing list.

ICN complements your other Business Development Activities

ICN South Australia Projects

- **Women's & Children's Hospital**
NewWCH.icn.org.au
- **Nuclear Powered Submarine Program**
NPSPProgram.icn.org.au
- **Torrens to Darlington**
T2D.icn.org.au
- **L3Harris Maritime Communications Projects**
L3harris.icn.org.au
- **BAE Hunter Class Frigate Program**
BAESystemsSEA5000.icn.org.au
- **ASC – Supplier, Capability and Innovation Portal**
ASC.icn.org.au
- **BAE Systems Australia Supplier Portal**
baesystems.icn.org.au
- **Osborne Naval Shipyard**
ONS.icn.org.au
- **Northern Water**
northernwater.icn.org.au
- **Hydrogen Jobs Plan**
HydrogenJobsPlan.icn.org.au
- **Vast Solar**
vsl.icn.org.au
- **NeuRizer Urea Project**
NeuRizerUreaProject.icn.org.au
- **BHP Oak Dam**
BHPOakDam.icn.org.au
- **Defence Base Services Transformation Program**
Serco-DefenceBaseServicesTransformation.icn.org.au
- **BHP Prominent Hill & Carrapateena Operations**
BHPprominenthillcarrapateena.icn.org.au
- **Eyre Peninsula Desal Plant**
EyreDesal.icn.org.au
- **Woomera Redevelopment Project**
WoomeraRedevelopment.icn.org.au

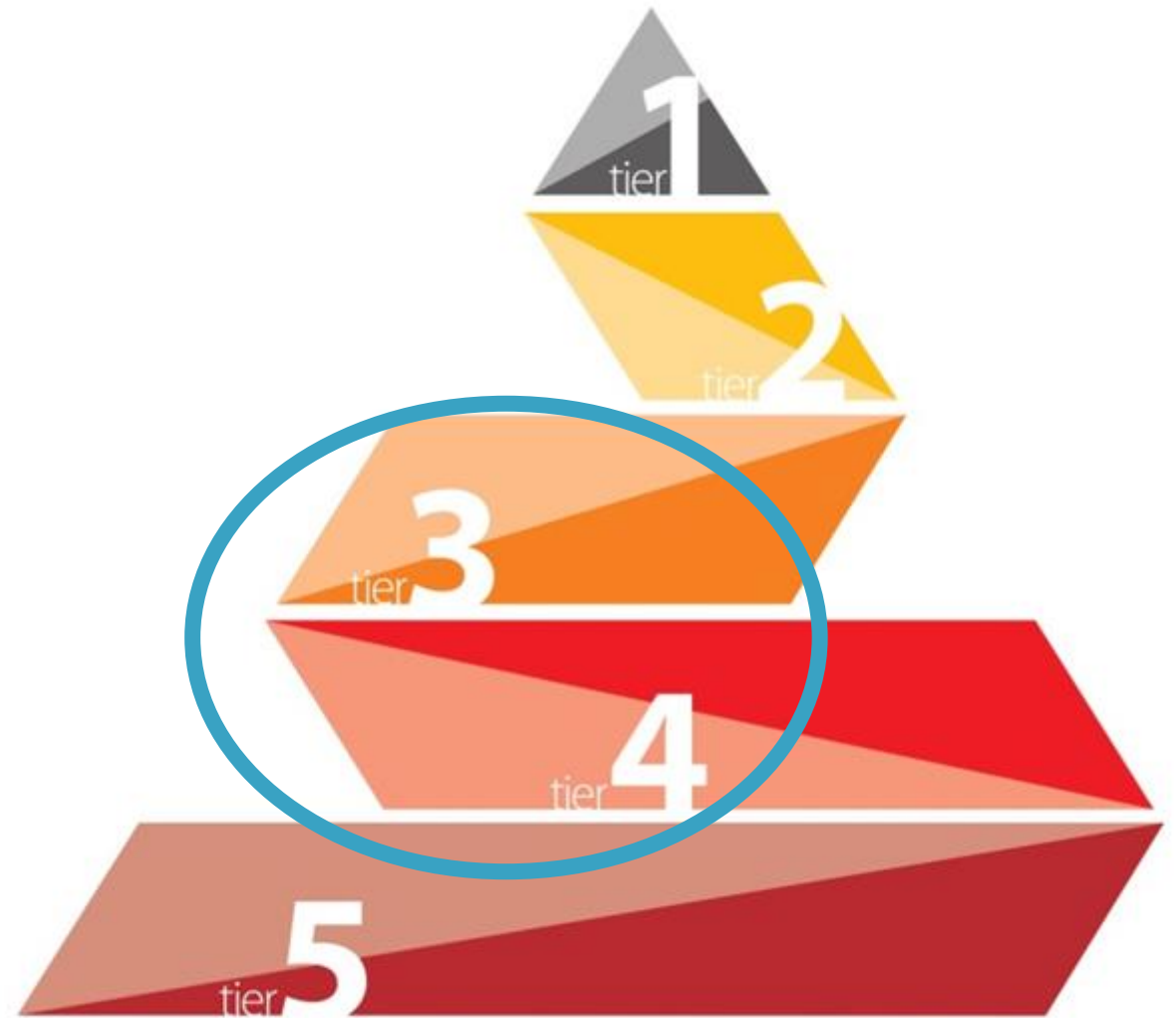
Submitting an Expression of Interest



Who is your Customer?

Tiers in the Supply Chain

- Where does your business fit?



ICN Capability Statement

- ❖ Company Details
- ❖ Contacts
- ❖ Summary
- ❖ Description
- ❖ Industry sectors
- ❖ Products & Services
- ❖ Facilities & Equipment
- ❖ Project History



Quad Charts



- ❖ **Stand out from the crowd** with our new automated Quad Chart
- ❖ Completely **customisable** to help you win projects
- ❖ **Generated with Artificial Intelligence**
- ❖ Quadrants: **Capabilities, Discriminators, Key Partners, Certifications and Accreditations**
- ❖ Overview – unique value proposition, Contact details

The image shows a digital template for a Quad Chart, titled "icngateway" at the top. The main headline reads "Save time, money and effort with our automated quad charts". Below this is an orange button that says "Find out More". At the bottom, there are four overlapping mockups of the Quad Chart for a company named "Poppins Semibold 22pt". Each mockup shows a different quadrant: "Company Overview", "Capabilities", "Discriminators", and "Key Partners". The charts are designed with a clean, professional layout, using a color palette of blue, orange, and white. The "Capabilities" quadrant features a central circular diagram with four segments. The "Discriminators" quadrant includes a list of bullet points. The "Key Partners" quadrant shows a list of logos. The "Company Overview" quadrant provides a general introduction to the company.

Submitting an Expression of Interest

- 1 Evaluate work package scope (Go / No-Go)
- 2 Include your value proposition (discriminator)
 - Track record
 - Gain creators
 - Pain relievers
- 3 Tailor your company profile (if needed)

**A tender is a competition with only one winner –
invest the time to create a compelling submission**

ICN STRATEGIC PARTNERS

Additional Support

ICN's strategic partners can help you win more work

- BidWrite – Tender and proposal management service – bidwrite.com.au
- 25eight – business pitch and marketing to win more customers – 25eight.co
- Waterfield Consulting – Strategic planning – waterfield.com.au
- Regional partner – TACTIC – tactic.org.au

Northern Water project



Dashboard

EOIs

Business Profile

Documents

Account



 Search

Back to search results

Northern Water Project



Project Overview

Work Packages

Work Package

Documents

Full Scope EOI

Partial Scope EOI

Status

Express Interest as a Supplier and Keep Me Updated

→ Create EOI

Closes: 15 Dec 2026 (ACDT)

●

Open

Express interest as an supplier and keep me updated for any opportunities that may arise for this project.

Note: The closing date/s for expressions of interest are subject to change.

What region is your business located in? include regional offices. *

☐ Eyre and Western

☐ Yorke and Mid North

☐ Barossa, Light and Lower North

☐ Fleurieu and Kangaroo Island

☐ Interstate

☐ Far North

☐ Murray and Mallee

☐ Metro - Adelaide

☐ Limestone Coast

☐ International

Yes

No

Is your business interested in information and/or support that you feel may be useful in preparing for potential opportunities to participate or engage with the project? (For example, capacity building, guidance on certification requirements, capability material development?) *

4000 characters remaining



Key takeaways for suppliers

- 1 Create a free ICN profile at gateway.icn.org.au
- 2 Search projects and set up notifications
- 3 Submit Expressions of Interest on ICN Gateway
- 4 Log into your ICN profile and update regularly
- 5 Take advantage of support to build your capability
 - ICN Profile Improvement Workshop planned in early April



Bettina Venner
**Manager Supply Chain
Development**



Eddie Ivar
Supply Chain Manager



David Royle
**Supply Chain
Manager**



Ariane Lopes
**Supply Chain Manager,
Defence**



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Vince Migliarese
Project Support



Driving economic growth through our trusted network.

We build powerful procurement and supply chain tools, offer expert advice and support and everything you need to get work and get work done.



icn.org.au

29 FEBRUARY 2024

Networking Session



**NORTHERN
WATER**



**Government of
South Australia**