

EXPRESSION OF INTEREST

DELIVERY AND MANAGEMENT OF SHEEP CONNECT TASMANIA 2019-22

APRIL 2019

PURPOSE

Australian Wool Innovation Limited (AWI) is issuing this Expression of Interest (EOI) for the purposes of obtaining responses from respondents in connection with the procurement of services for the development and management of Sheep Connect Tasmania (SCTAS) 2019-22. This EOI contains summary information about AWI, the process it undertook to obtain the strategic vision for this project, the procurement process, and criteria. Subject to the terms of this EOI, AWI proposes to request a full AWI Project Proposal Form from the successful tenderer.

BACKGROUND

AWI is a not for profit company that invests in research, development and marketing along the global supply chain for Australian wool to enhance the profitability, international competitiveness and sustainability of the Australian wool industry. Part of its remit is to increase on-farm profitability and sustainability. To further this aim, AWI has a network of six, state-based extension and adoption programs to assist woolgrowers in accessing information they can use on-farm to increase their skills and implement innovations appropriate to their businesses.

The AWI extension and adoption project in Tasmania is SCTAS (<https://sheepconnecttas.com.au/>), which has been running for 15 years under both the SCTAS and the former 8x5 Wool Profit Project brands. The current contract for SCTAS delivery and management concludes in June 2019.

As a mature project, SCTAS has close to full saturation, and credibility amongst sheep producers in Tasmania. These characteristics are highly valued by AWI.

PRODUCER CONSULTATION AND STRATEGIC PROJECT OBJECTIVES

As SCTAS is coming to the end of its current funding term, AWI has recently undertaken consultation with Tasmanian sheep producers to understand their needs as business, extension and communication conditions are changing rapidly.

SCTAS PROJECT MISSION AND OBJECTIVES

Mission

To deliver value and facilitate ongoing change towards more profitable and sustainable sheep and wool businesses in Tasmania.

Objectives

- Continue to be recognised as Tasmania's key conduit for valuable, relevant and timely farming systems information; enabling sheep and wool producers to improve their businesses
- Proactively identify Tasmanian sheep and wool industry priorities
- Maintain flexibility to manage arising opportunities and challenges
- Support producers in acquiring the skills to effectively integrate sheep and wool production into an evolving farming system
- Actively promote opportunities for younger people in the sheep and wool industry

There were nine technical areas of sheep and business management identified by producers as their priority areas for targeting the projects extension services. These issues were animal health and welfare; staff management and training; genetics; pasture and feed budgeting; farm business management; new technology; integrating sheep and cropping; fertility and lambing; and labour efficiency.

Subsequently, the producer members of the SCTAS Producer Advisory Panel (PAP) reviewed the producer priorities. They agreed that it was essential to continue supporting technical training and technology uptake with ongoing communication, especially for young family members and staff. However, with the increasing complexity and changing enterprise

structures in Tasmania, the PAP sees it important that this project also aim to challenge established producers in their views and practices as business managers whilst developing their ability to adapt and effectively manage integrated sheep and wool enterprises.

THE TASK

AWI is seeking an experienced and practical extension and adoption specialist or organisation to provide an innovative plan to efficiently and effectively assist Tasmanian woolgrowers to access information to lift their profitability and sustainability, with due regard to:

- the strategic objectives defined by producers above;
- changing producer needs expressed in the recent AWI consultation;
- suggestions for further funding and delivery co-operation;
- efficiency of the delivery process to reach as many producers as possible; and
- AWI funds available.

DELIVERABLES

A detailed plan is required from the applicant which outlines the proposed structure of the new project including methods of efficiently and effectively engaging all producer sectors and regions of the Tasmanian sheep industry which realistically matches the funds available.

Thought needs to be given to communicating modes and how to engage further collaboration, both financial and in-kind, from other industry players.

PROJECT BUDGET

The indicative three year budget for SCTAS 2019-22 is AUD\$160,000 per year, but this may vary up or down on further negotiation with AWI. AWI specifies that at least 50% of the budget is spent on delivery activities such as events and communication. It is envisaged that further contributions may be forthcoming from other organisation/s, which will be the responsibility of the successful tenderer.

EOI RESPONSE GUIDELINES

In your response to this EOI please provide details of how you will achieve the above-mentioned strategic objectives.

Please include details of your experience in the delivery of similar services, a description of your overall structure including details of your company/consortium/group structures and any aspects of the services which you intend to subcontract to third parties.

We ask that you also include brief details of any implementation requirements as well as details of your cost model and other pricing arrangements, and how you would help AWI achieve continuous service improvement in relation to the cost and delivery of the service requirements.

Please number every page sequentially in the main body of your response. Any additional material which you may wish to expand upon in your response should be included as succinct appendices. Your response should consist of no more than 10 pages, including appendices. The successful tenderer will be invited to submit a full AWI Project Proposal Form which will provide a detailed operational plan so this EOI should concentrate mostly on the strategic and tactical aspects.

AWI expects this project to commence on 1 August, 2019.

CONSULTANT REQUIREMENTS

The tenderer is expected to provide:

- an appreciation of the consultancy brief;
- names/s of the consultant/s who will undertake the task;
- evidence that they have the necessary skills and experience to undertake this project (including relevant examples of similar work);

- an outline of how they would approach the assignment, with specific reference to the producer-defined strategic objectives outlined above;
- an outline of their plan to attract external funding to this project; and
- commitment that the assignment will be undertaken as per the EOI.

DECLARATIONS

Please include the following declarations in your response to this EOI:

- I declare that the information provided in my response to this EOI are true and correct and disclose all required and relevant details
- I authorise Australian Wool Innovation Limited to view any additional information it may require to process this EOI
- I confirm that no party to this response has been declared insolvent or bankrupt or is subjected to a deed of arrangement with creditors
- I confirm that I am authorised to lodge this EOI on behalf of the respondent

KEY TIMEFRAMES AND SUBMISSION DETAILS

ITEM	DEADLINE
EOI process opens	April 18 th 2019
EOI submissions due	May 22 nd 2019
Outcome of EOI review advised	June 7 th 2019
Full AWI Project Proposal due	June 28 th 2019
SCTAS 2020-22 commences	August 1 st 2019

Completed EOIs should be submitted to Henry Ridge via email henry.ridge@wool.com no later than **COB Wednesday, 22 May 2019**.

AWI reserves the right to make changes to the above timeline at any time and shall notify respondents as soon as possible of any changes. Further, AWI reserves the right to withdraw



this EOI at any time, or to re-invite responses on the same or any alternative basis as well as the right to choose not to award any contract as a result of the EOI process.

CRITERIA FOR EVALUATION

The responses will be evaluated on the below criteria in order to determine which respondents will be requested to submit an AWI Project Proposal:

1. Ability to deliver the services required as set out in the section titled 'The Task'.
2. Availability of a network of sheep and wool industry contacts, their relationship to you, their ability to assist in delivering aspects of/partnering with this project and your industry knowledge.
3. Demonstrated experience in extension.
4. Qualification of key personnel.
5. Cost model and pricing arrangements.
6. Proposed contract terms between AWI and the tenderer.
7. Achievement of continuous service improvement in relation to the cost and delivery of the project.

CONTRACT AWARD

Contract award is subject to the formal project approval and contracting process of AWI. Until all necessary approvals are obtained, no contract will be entered into. Once AWI has reached a decision in respect of contract award, it will notify all respondents of that decision. AWI will not be obliged to discuss the reasons for declining any response.

COSTS AND EXPENSES

AWI will not in any circumstances be liable for any costs, expenditure, work or effort incurred by a respondent in carrying out enquiries in relation to, proceeding with, or participating in this EOI process, including if the EOI process is terminated or amended by AWI.



INTELLECTUAL PROPERTY

All intellectual property rights in this EOI and all materials provided by AWI in connection with this EOI are, and shall remain, the property of AWI.

ENQUIRIES

Any enquiries or requests for clarification of any matters arising from this EOI should be sought from Henry Ridge no later than 20 May 2019.

Henry Ridge

Project Coordinator, Woolgrower Services

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