Value for Territory Assessment Framework Segmentation Guide

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Acronyms	Full form
NT	Northern Territory
NTG	Northern Territory Government
VFT	Value for Territory
VFTAF	Value for Territory Assessment Framework

Prelude

This guide is intended to provide business with an understanding of the Value for Territory Assessment Framework (the framework), and how the NT Government applies the framework through its procurement activities.

The framework is currently in use for the Local Content assessment criterion. The aim of the framework is to increase transparency and consistency in public procurement and to make the tender assessment process clear, simple, fair and objective to help more Territory businesses win work and participate in the supply chain.

How to use this guide

This guide should be read in the context of the Value for Territory Assessment Framework. It provides guidance on the segmentation process a procurement activity goes through, in order to determine the sub-elements of Local Content that will be assessed, as well as the benchmarks.

The guide should be read in conjunction with the supporting Value for Territory Assessment Framework Guide which provides guidance on the meaning of terms used within the broader framework.

If you have any questions about the framework, contact Procurement NT via email at VFT@nt.gov.au or via phone at 8999 6621.

Contents

1. What is the segmentation process?

To generate tender documents, NT Government staff use a template generator called "Template Documents Online" (TDO). Users input the details of their procurement activity into TDO, and tender document templates are generated with the appropriate Conditions of Contract, Annexure items, and Assessment Criteria included. These templates are then used by NT Government staff as a basis for developing the Request for Tender documents that are issued to the market.

The Segmentation Tool is an "options selection tool", which has been built into TDO that allows users to apply specific project characteristics to a tender process, through targeted questions.

Users select the characteristics for the procurement activity during the planning phase, and the tool recommends standard questions, scoring scales, and for the local content criterion sub-element weightings.

The tool requires users to define the following characteristics for the procurement activity.

- Category of Work
- Value and Risk/Complexity
- Market Approach
- Opportunity for Local Content
- Local Market Capability
- Target Groups
- Commitment to Advancing the Territory Focus Areas

2. When is the segmentation process completed?

The segmentation process is completed during the procurement planning phase, before a tender has been issued to market.

Suppliers are not required to interact with or complete any component of the segmentation process. However, suppliers may be contacted during the market research phase in order to gain a better understanding of the capabilities of the market. This information could then be used by the NT Government, when completing the segmentation process.

3. What happens when each characteristic is selected?

The characteristics determine the questions that will be recommended to include in the Response Schedule, for suppliers to complete.

For example, selecting characteristics that focus on Aboriginal Territorians will result in questions specific for aboriginal employment opportunities.

belowAttachment C contains a range of examples, demonstrating the output based on the selections.

4. What happens after the segmentation process?

After completing the segmentation tool, the User will review the output and determine the suitability for the specific procurement activity. Some outputs can be adjusted if required, including:

- Questions
- Context statements
- Sub-criteria weightings
- Benchmarks/scores

The questions and context statements can be adjusted to ensure they are suitable for the specific activity.

5. Characteristics

5.1. Category of Work

This is the type of activity being undertaken.

- Consultancy
- Services
- Goods
- Works

Where multiple categories could apply, the User should select the "primary category"; i.e. the component that has the greater value and risk.

Sub Category is only used for Goods, and are defined as:

- Specialist: if the goods are of a technical nature and cannot be reasonably manufactured within the NT (i.e. not easily interchanged with alternate makes and models, a specific brand is required due to technical limitations/compatibility reasons/legislative requirements etc.)
  - o Some examples include: medical/laboratory equipment and accessories or machinery spare parts that must be compatible with the existing asset fleet.

    If a Phillips brand defibrillator is in use, and can only be used with Phillips pads, those pads are classed as specialist goods as they cannot be interchanged or manufactured within the NT.

    If a Phillips brand defibrillator can be used with other branded pads, the pads are then classed as Commodity.

- Locally manufacturable: goods that can either be manufactured or finished within the NT
  - o Some examples include: pre-fab metals, and screen printed garments.
- Commodity: readily available goods of a standardised or interchangeable nature that cannot be reasonably manufactured within the NT
  - o Some examples include: general laboratory/medical equipment such as beakers, test tubes, and face masks.

5.2. Value and Risk/Complexity

Value: estimated contract value (including all extension options).

Risk and Complexity: estimated risk profile of the work being undertaken, as well as the risks to the agency during the procurement process (if any).

A sample procurement risk matrix is provided at Attachment A, and is used where a project-specific risk matrix has not been developed. This risk matrix is also linked in TDO, and is referred to when the segmentation process is being completed.

5.2.1. Assessment Criteria Type

The Value and Risk/Complexity of a procurement activity determines the Assessment Criteria Type the activity falls within. There are three types;

- Simplified
- Balanced
- Extensive

These determine the administrative effort required by suppliers to respond to a tender, and for NTG to assess tenders, including type and number of questions that are generated in the Response Schedule.

The assessment criteria type also influences the benchmarks, along with other factors. This is discussed further in the Terminology Guide.

Value / Risk	Low risk	Medium risk	High risk
Tier 1 and 2 value	Simplified	Simplified	Balanced
Tier 3 value	Simplified	Balanced	Extensive
Tier 4 and 5 value	Balanced	Extensive	Extensive

5.3. Market Approach

The market approach is either;

- Public (open and competitive)
- Select (select to one or multiple suppliers).

The market approach is different to the procurement method used. For example, if a Direct Contracting method is used, the market approach would be considered select.

5.4. Opportunity for Local Content

This characteristic estimates the opportunity for local benefits to be realised <u>during the contract delivery period</u>. These benefits may include things such as:

- local employment, including apprenticeships or traineeships
- local training and upskilling opportunities
- local purchasing, supply or subcontracting arrangements
- opportunity for establishment or expansion of local presence

Period contracts may provide better opportunities for significant benefits to be realised during the contract delivery period. The key thing NTG considers is *opportunity*; does this contract give suppliers the opportunity to further establish themselves in the local industry, community and economy?

One-off contracts that are completed with minimal touchpoints in the NT (such as supply and delivery of a single piece of equipment) are likely to have limited opportunity for local benefits to be realised. These benefits can include the use of services such as hospitality and local transport (taxi, car hire), or upskilling opportunities to increase local knowledge (including upskilling NTG staff in the use of equipment).

There are three opportunity levels used:

- Limited: services are delivered wholly interstate, very limited opportunity to benefit the NT. The limited benefits may include some minor upskilling/knowledge share/limited travel.
    - An example is a specialist consultancy, where the skillset does not exist in the NT and must come from interstate. There will be use of taxis and hotels, and limited knowledge transfer.
- Some: services are mostly delivered locally (including through local subcontractors), with quantifiable benefit to the NT economy, however some components must still be delivered interstate.
    - An example of this is the installation of a piece of equipment, where the equipment is made interstate but installed, commissioned and maintained by a local contractor.
- Significant (services are delivered entirely locally, no or very limited requirement to source any aspect of the services outside of the NT)
    - An example of this is a cleaning contract, where the services are entirely delivered locally. Some cleaning products may be purchased interstate, but the significant majority of the services are delivered locally.

5.5. Local Market Capability

This characteristic identifies if the capability to deliver the contract requirements currently exists within the local market.

There are two options:

- Capability (business/es are currently established in the NT, and can provide the required services)
- No capability (no businesses are currently established in the NT that can provide the required services)

The assessment of capability in this regard does not focus on the capabilities of the individual suppliers (as that is part of the tender assessment). At this stage, NTG is assessing the *market capability* and determining if there are any potential local suppliers currently established to provide the services.

The NTG considers the following when determining the local market capability:

- the number and size of suppliers in the market
- the current demand for services
- how specialised the requirement is

If the market is complex or there are limited suppliers that can meet the full scope, NTG can consider if the requirement can be delivered in an alternative way, such as bundling the requirement into packages of work to suit the market capability. This can provide greater opportunities for local businesses to participate, and allow more competition.

During this, NTG staff consider information that is readily available or easy to obtain such as through market analysis, enquiring with prospective suppliers about their capabilities or conducting online

searches. When conducting online searches it is important to ensure the information obtained is through a reputable source. For example, a business website can offer useful information about the products/services they offer, but social media posts or online reviews are not an adequate resource for market research.

Some resources that NTG staff use include:

- Industry Capability Network of the Northern Territory (ICNNT)
- Contractor Accreditation Limited (CAL)
- NT Indigenous Business Network (NTIBN)
- Supply Nation
- Office of the Registrar of Indigenous Corporations (ORIC)

The Aboriginal Procurement Policy Guidelines[1] outlines some specific procurement processes that could be used to identify and engage with Aboriginal Business Enterprises. The purpose of the Policy is to maximise opportunities for Aboriginal Business Enterprises and Aboriginal Territorians to participate in and benefit from NT Government procurement activities, as well as generate individual, organisational, community and Territory-wide economic, social, cultural and environmental value through NT Government procurement activities.

5.6. Target Groups

The target groups identify which groups or locations of people the local benefits are aimed towards. The target groups are separated into Focus Group and Focus Area.

5.6.1. Focus Group

The focus group defines the people the benefits are aimed towards. There are two groups:

- Territorians
- Aboriginal Territorians.

This identifies if Aboriginal participation is a targeted outcome of the procurement activity. For example, work conducted within a remote location should focus on Aboriginal Territorians, as there is an increased opportunity for Aboriginal participation in work conducted within a remote location.

Where works are conducted that benefit Aboriginal Territorians but do not create opportunities for Aboriginal Territorians through the contract delivery, the focus group should be Territorians. An example of this is the commissioning of a report on the success of an Aboriginal-focused policy. The policy is focused towards Aboriginal Territorians, however in completing the works there may not be significant opportunity for Aboriginal Territorians to participate.

5.6.2. Focus Area

The focus area defines the place the benefits are aimed towards. There are three areas:

- Northern Territory
- Regional
- Remote

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[1] https://nt.gov.au/__data/assets/pdf_file/0004/1109308/aboriginal-procurement-policy-guidelines.pdf

This identifies if there is a preference for regional or remote participation, as a targeted outcome for the procurement activity. This generally applies to procurement activities that have a delivery component within a regional or remote location, or directly benefits a regional or remote location, such as construction works (new or repairs) for a dwelling located in a remote community.

This means that if the NTG user select "remote" as the focus area, the questions and weightings will be targeted for the remote location. For example, tenderers may be asked to provide their employee numbers based within the remote location, the time they have been established there, and other location-specific questions. This ensures the suppliers offering the most benefit to the remote location receive the highest scores for the Local Content criterion.

If the benefits are targeted towards either an urban area or the NT as a whole, the focus area will be "Northern Territory".

5.7. Commitment to Advancing the Territory Focus Areas

The element "Commitment to Advancing the Territory" (also referred to as Territory Benefit) gives Tenderers the opportunity to discuss the various ways their business currently, or will in the future, contributes to the Territory, in addition to the direct contribution they bring to their specific industry. Tenderers may be asked to focus their response towards two of the specific areas listed below, or it may be up to the Tenderers to determine their focus areas.

- Increased Aboriginal participation in employment and business
- Regional development
- Development of territory culture
- Support for disadvantaged people or groups
- Environmental protection
- Gender equality
- Research and innovation.

In the Simplified assessment criteria type, agencies aren't required to nominate focus areas. In Balanced and Extensive, agencies need to select up to two areas for Tenderers to focus on. Tenderers can also choose to respond to an alternate focus area that they consider demonstrates commitment to advancing the Northern Territory.

Attachment B has a description for each Territory Benefit focus area.

6. Attachment A – Risk Matrix

Note: The highest risk against any Risk Factor determines the overall risk rating. For example, if one Risk Factor is assessed as High, the overall rating is High.

Risk Factor	Low	Medium	High
How critical is the supply to the operation of the agency	Delays or failure of this procurement may disrupt in the internal operation of the departments but will have limited or no impact on the departments core functions or external service delivery.	Delays or failure of this Procurement may significantly disrupt the internal functions of the Department or may cause minor temporary disruption to the department's core functions or external service delivery.	Delays or failure of this procurement may compromise the department's ability to perform its core functions or external service delivery.
Complexity of goods or service	The scope of the procurement is straight forward with limited interdependencies. Most or all of the requirements are easily understood without the involvement of technical or subject matter experts.	The scope of the procurement involves some interdependencies that are well understood and can be reasonably controlled by the Department. Some involvement of technical or subject matter experts is required to fully understand the requirement.	The scope of the procurement is complex in nature with multiple interdependencies where the Department has limited insight into or control over the contributing factors. Technical or subject matter expertise is critical to the success of the procurement activity.
Level of knowledge of existing market capability	The Department is regularly involved in this market and has a detailed understanding of the current market capability as well as emerging trends at the national and international level. This understanding is shared by a number of people/divisions across the Department. The department would consider this requirement as 'everyday business'.	The Department has some involvement in this market with some understanding of the current market capability as well emerging trends at the national level. This understanding is shared by a small number of people/divisions across the Department. The department would consider this requirement as 'occasional business'.	The Department has limited or no involvement in this market and limited or no understanding of the current market capability. The Department has limited number of resources that understands the market. The department would consider this requirement as 'once off business'.

Risk Factor	Low	Medium	High
Supply chain risk	The supply chain is predominantly local with redundancy in sources of supply. Primary inputs are not consider strategic resources.	The supply chain includes elements that cannot be sourced from within Australia. Critical components include some redundancy in the supply chain. Primary inputs are not consider strategic resources but may be subject to short term manipulation disruption.	The supply chain includes elements that cannot be sourced from within Australia. Critical components have limited or no redundancy in the supply chain. Primary inputs may consider strategic resources or are regularly subject to short term manipulation disruption.
Level of risk to health and safety	Delays or failure of this procurement is unlikely to result in any risk to health and safety. And: The scope does not include any elements that requires specific consideration of health and safety risks.	Delays or failure of this procurement may result in limited risk to health and safety. Or; The scope does include elements that requires specific consideration of health and safety risks.	Delays or failure of this procurement is likely to result in significant risk to health and safety. Or; The scope includes elements that requires detailed consideration of health and safety risks.

7. Attachment B – Territory Benefit Focus Areas

The Northern Territory Government recognises and supports Respondents that are committed to the economic, social, environmental and cultural development of the Northern Territory. There are a number of ways that Respondents can demonstrate this commitment. This includes advancing the Northern Territory through focusing on:

- Increased Aboriginal Participation in employment and business
- Regional development
- Development of territory culture
- Support for disadvantaged people or groups
- Environmental protection
- Gender equality
- Research and innovation.

Each of these focus areas are recognised as providing benefit to the Territory.

7.1. Increased Aboriginal Participation in employment and business

For the purposes of this focus area Aboriginal Territorians includes both Aboriginal and Torres Strait Islander people who reside in the Northern Territory on an ongoing permanent basis.

Respondents can contribute to Aboriginal participation in many ways such as:

- Employing Aboriginal people as part of your permanent workforce
- Supporting high levels of Aboriginal Business Enterprise utilisation in your supply chain
- Mentoring or coaching Aboriginal people in and out of the immediate workforce and business enterprises
- Establishing and supporting targeted recruitment programs aimed at increasing Aboriginal employment in specific professions or trades (including trainees and apprentices)
- Establishing and actioning a reconciliation action plan.

7.2. Regional development

Regional development activities that contribute to maintaining a strong and competitive industry environment across the Territory, and contribute significantly to community employment and business opportunities for Territorians residing in regional and remote locations.

Respondents contribute to regional development in many ways such as:

- Investing in permanent infrastructure that builds or establishes regional industry capability
- Mentoring and coaching other industry members in regional location
- Undertaking research and development activities which provide benefits to regional areas
- Joint venturing or partnering with regional business
- Supporting regional community and social outcomes.

7.3. Territory culture

Territory culture refers to activity that supports the social environment in the Northern Territory.

Respondents contribute to territory culture in many ways such as:

- Sponsoring or supporting Northern Territory:
    - sporting teams, associations or events
    - arts and cultural events or programs
- Improving the liveability of the Northern Territory through support for public infrastructure or events.

7.4. Support for disadvantaged people or groups

Respondents contribute to the support for disadvantaged people or groups in many ways such as:

- Supporting Australian Disability Enterprise's
- Employing people with disabilities
- Establishing or supporting programs aimed at benefiting disadvantaged people or minority and culturally and linguistically diverse (CALD) groups.

7.5. Environmental protection

Respondents contribute to Environmental protection in many ways such as:

- Implementing sustainable business practices beyond industry standard
- Research and development of new processes, practices or techniques that reduce the environmental impact of business activities
- Undertaking or supporting environmental rehabilitation activities (does not include activities that you are either contractually or legally obliged to undertake)
- Establishing or supporting community programs aimed at increasing awareness of and addressing environmental issues.

7.6. Gender equality

Respondents contribute to Gender equality in many ways such as:

- ensuring fair representation of genders on boards and committees (including board of directors where relevant)
- implementing internal policies aimed at increasing gender equality and diversity through focusing on key areas such as pay, leadership, hiring and inclusion.

7.7. Research and innovation

Respondents contribute to Research and innovation in many ways such as:

- Undertaking significant research and development activity within the Northern Territory
- Developing, implementing or commercialising innovative practices, products and services.

8. Attachment C – Segmentation Output Examples

For each example provided below, a different set of characteristics were selected. These examples demonstrate the output from the Segmentation Tool before any agency modification. Modification can include changing the questions to make the procurement fit for purpose, as described in Section 4.

8.1. Example 1

8.1.1. Selections:

Characteristic	Selection
Category of Work	Services
Value and Risk/Complexity	Tier 4, medium risk – "Extensive"
Market Approach	Public
Opportunity for Local Content	Significant
Local Market Capability	Capability
Target Groups	Remote, Aboriginal Territorians
Commitment to Advancing the Territory Focus Areas	Territory Culture

8.1.2. Sub-elements and weightings:

Elements	Sub-Weighting	No. of Questions
Local Presence	8%	2
Employment	4%	2
Upskilling	3%	2
Local Industry Participation	4%	2
Local Industry Development	2%	1
Aboriginal Participation	6%	2
Commitment to advancing the Territory	3%	1

8.1.3. Questions:

Local Presence:

1. Provide details of your business locations within the Northern Territory and all business locations that will be used in delivery of this contract (including outside the Northern Territory)
2. How many full-time equivalent (FTE) employees are currently employed by your organisation?

Employment

1. Provide details of where the administrative and support related to the delivery of this project will be provided from.
2. Provide the number of proposed resources that will have a direct involvement in project delivery.

Upskilling

1. Provide details of NT Graduates, Undergraduates, Apprentices and Trainees that will be directly involved in contract delivery.

2. Provide details of NT Graduates, Undergraduates, Apprentices or Trainees that will be involved in the supply chain under this contract.

Local Industry Participation

1. Provide details of the Head Contractor components to be utilised in contract delivery/.

2. Provide details of all Subcontractors to be utilised in contract delivery (add space if necessary).

Local Industry Development

1. Describe how your Organisation will contribute to development Aboriginal Business Enterprise capability and capacity in the Northern Territory throughout the period of contract delivery.

Aboriginal Participation

1. Provide details of Aboriginal Territorians that will have direct involvement in contract delivery

2. Provide details of support mechanisms that will be implemented to maximise employment and retention of Aboriginal Territorians throughout delivery of this contract.

Commitment to advancing the Territory

1. Provide a response detailing your Organisations commitment to advancing the Northern Territory addressing up to three focus areas.

8.1.4. Benchmarks:

Local Presence – Current operation		
Benchmark	**Score**	**Weighting**
Operating in the NT		3%
Yes, in the community	3.00	
Yes, in the region	2.10	
Yes, in the NT	0.90	
Benchmark not met.	0.00	
Permanent Presence		2%
More than 12 months in the community	2.00	
More than 12 months in the region	1.50	
More than 12 months in the NT	1.00	
Benchmark not met.	0.00	
Employing Territorians		3%
50% or 10+ local employees	3.00	
20% or 5+ local employees	2.10	
Some local employment	0.90	
Benchmark not met.	0.00	

Employment – Current operation		
Benchmark	**Score**	**Weighting**
Administration / Support centre in NT		2%
More than 80% admin/support within NT, including more than 50% within the region	2.00	
More than 60% admin/support within NT, including more than 30% within the region	1.50	
More than 40% admin/support within NT, including more than 10% within the region	1.00	
More than 20% admin/support within NT	0.50	
Benchmark not met.	0.00	

Employment – Contract commitments		
Benchmark	**Score**	**Weighting**
Work performed by NT residents		2%
100% performed by NT residents, including more than 50% residing in the region, and more than 20% residing in the community	2.00	
More than 85% performed by NT residents, including more than 30% residing in the region, and more than 10% residing in the community	1.50	
More than 70% performed by NT residents, including more than 10% residing in the region	1.00	
More than 50% performed by NT residents	0.50	
Benchmark not met.	0.00	

Upskilling – Contract commitments		
Benchmark	**Score**	**Weighting**
Graduates, Apprentices and Trainees project involvement		2%
More than 10% NT Graduates, Apprentices or trainees involved in contract delivery	2.00	
More than 5% NT Graduates, Apprentices or trainees involved in contract delivery	1.00	
NT Graduates, Apprentices or trainees involved in contract delivery	0.50	
Benchmark not met.	0.00	
Aboriginal Graduate, Apprentices and Trainees involvement		1%
NT Aboriginal Graduates, Apprentices or trainees involved in contract delivery	1.00	
Benchmark not met.	0.00	

Local Industry Participation – Contract commitments		
Benchmark	**Score**	**Weighting**
Work (by value) undertaken by Territory Enterprises		2%
More than 95% Territory Enterprises, including more than 50% in the region, and more than 20% in the community	2.00	
More than 85% Territory Enterprises, including more than 30% in the region, and more than 10% in the community	1.50	
More than 70% Territory Enterprises, including more than 10% in the region	1.00	
More than 50% Territory Enterprises	0.50	
Benchmark not met.	0.00	
Aboriginal Business Enterprise involvement		2%
More than 40% Aboriginal Business Enterprise involvement	2.00	
More than 30% Aboriginal Business Enterprise involvement	1.50	
More than 20% Aboriginal Business Enterprise involvement	1.00	
More than 10% Aboriginal Business Enterprise involvement	0.50	
Benchmark not met.	0.00	

Local Industry Development – Contract commitments		
Benchmark	**Score**	**Weighting**
Contribution to NT Aboriginal enterprise capability		2%
Significant contribution towards the development ABE's in the community	2.00	
Significant contribution towards the development ABE's in the region	1.00	
Significant contribution towards the development ABE's in the NT	0.50	
Benchmark not met.	0.00	

Aboriginal Participation - Contract commitments		
Benchmark	**Score**	**Weighting**
Aboriginal employment support mechanisms		2%
Strong support mechanisms likely to significantly improve recruitment and retention in the community	2.00	
Strong support mechanisms likely to significantly improve recruitment and retention in the region	1.00	
Strong support mechanisms likely to significantly improve recruitment and retention	0.50	
Benchmark not met.	0.00	
Project Aboriginal employment in managerial and technical roles		2%
Aboriginal employment in both managerial and technical roles	2.00	

Aboriginal Participation - Contract commitments		
Aboriginal employment in managerial or technical roles	1.00	
Aboriginal employees involved in project delivery	0.50	
Benchmark not met.	0.00	
Work performed by Aboriginal Territorians		2%
More than 40% performed by Aboriginal Territorians	2.00	
More than 30% performed by Aboriginal Territorians	1.50	
More than 20% performed by Aboriginal Territorians	1.00	
Benchmark not met.	0.00	

Commitment to advancing the Territory - Current operation		
Benchmark	**Score**	**Weighting**
Contribute to advancing the NT		3%
Significant contribution in 3 areas	3.00	
Significant contribution in 2 areas	2.10	
Significant contribution in 1 area	0.90	
Benchmark not met.	0.00	

8.2. Example 2

8.2.1. Selections:

Characteristic	Selection
Category of Work	Works
Value and Risk/Complexity	Tier 4, Low – "Balanced"
Market Approach	Public
Opportunity for Local Content	Significant
Local Market Capability	Capability
Target Groups	Territorians, Regional
Commitment to Advancing the Territory Focus Areas	Regional development

8.2.2. Sub-elements and weightings:

Elements	Weighting	No. of Questions
Local Presence	8%	2
Employment	7%	2
Upskilling	5%	1
Local Industry Participation	5%	4
Aboriginal Participation	2%	1
Commitment to advancing the Territory	3%	1

8.2.3. Questions:

Local Presence

1. Provide details of your business locations within the Northern Territory and all business locations that will be used in delivery of this contract (including outside the Northern Territory)

2. How many full-time equivalent (FTE) employees are currently employed by your organisation?

Employment

1. Provide details of where the administrative and support related to the delivery of this project will be provided from.

2. Provide the number of proposed resources that will have a direct involvement in project delivery.

Upskilling

1. Provide details of NT Apprentices or Trainees that will be directly involved in contract delivery.

Local Industry Participation

1. Provide details of the Head Contractor components of work that will be utilised in Contract delivery

2. Provide details of all subcontractors that will be utilised in contract delivery

3. Provide details of suppliers in relation to project delivery (E.g. steel supply, steel fabrication, steel coating and/or galvanising)

4. Where any supplier listed above is based outside the NT provide details of an alternative NT supplier, including the alternative price details.

Aboriginal Participation

1. Provide details of Aboriginal Territorians that will have direct involvement in contract delivery

Commitment to advancing the Territory

1. Provide a response detailing your Organisations commitment to advancing the Northern Territory addressing up to three focus areas.

8.2.4. Benchmarks:

Local Presence – Current operation		
Benchmark	**Score**	**Weighting**
Operating in the NT		3%
Yes, in the region	3.00	
Yes, in the NT	0.90	
Benchmark not met.	0.00	
Permanent Presence		2%
More than 12 months in the region	2.00	
More than 12 months in the NT	1.00	
Benchmark not met.	0.00	
Employing Territorians		3%
50% or 10+ local employees	3.00	
20% or 5+ local employees	2.10	
Some local employment	0.90	
Benchmark not met.	0.00	

Employment – Current operation		
Benchmark	**Score**	**Weighting**
Administration / Support centre in NT		2%
More than 80% admin/support within NT, including more than 50% within the region	2.00	
More than 60% admin/support within NT, including more than 30% within the region	1.50	
More than 40% admin/support within NT, including more than 10% within the region	1.00	
More than 20% admin/support within NT	0.50	
Benchmark not met.	0.00	

Employment – Contract commitments		
Benchmark	**Score**	**Weighting**
Work performed by NT residents		5%
100% performed by NT residents, including more than 50% residing in the region	5.00	

	Score	Weighting
More than 85% performed by NT residents, including more than 30% residing in the region	3.75	
More than 70% performed by NT residents, including more than 10% residing in the region	2.50	
More than 50% performed by NT residents	1.25	
Benchmark not met.	0.00	

Upskilling – Contract commitments		
Benchmark	**Score**	**Weighting**
Apprentices and Trainees project involvement		3%
More than 10% NT Apprentices or trainees involved in contract delivery	3.00	
More than 5% NT Apprentices or trainees involved in contract delivery	2.10	
NT Apprentices or trainees involved in contract delivery	0.90	
Benchmark not met.	0.00	
Aboriginal Apprentices and Trainees project involvement		2%
NT Aboriginal Apprentices or trainees involved in contract delivery	2.00	
Benchmark not met.	0.00	

Local Industry Participation – Contract commitments		
Benchmark	**Score**	**Weighting**
Work (by value) undertaken by Territory Enterprises		5%
More than 95% Territory Enterprises, including more than 50% in the region	5.00	
More than 85% Territory Enterprises, including more than 30% in the region	3.75	
More than 70% Territory Enterprises, including more than 10% in the region	2.50	
More than 50% Territory Enterprises	1.25	
Benchmark not met.	0.00	

Aboriginal Participation – Contract commitments		
Benchmark	**Score**	**Weighting**
Project Aboriginal employment in managerial and technical roles		2%
Aboriginal employment in both managerial and technical roles	2.00	
Aboriginal employment in managerial or technical roles	1.00	

Aboriginal employees involved in project delivery	0.50	
Benchmark not met.	0.00	

Commitment to advancing the Territory – Current operation		
Benchmark	**Score**	**Weighting**
Contribute to advancing the NT		3%
Significant contribution in 3 areas	3.00	
Significant contribution in 2 areas	2.10	
Significant contribution in 1 area	0.90	
Benchmark not met.	0.00	

8.3. Example 3

8.3.1. Selections:

Characteristic	Selection
Category of Work	Services
Value and Risk/Complexity	Tier 2, Low risk – "Simplified"
Market Approach	Select
Opportunity for Local Content	Some
Local Market Capability	Capability
Target Groups	NT, Territorians
Commitment to Advancing the Territory Focus Areas	*not selected for tier 2

8.3.2. Sub-elements and weightings:

Elements	Weighting	No. of Questions
Local Presence	8%	2
Employment	11%	2
Local Industry Participation	5%	2
Aboriginal Participation	3%	1
Commitment to advancing the Territory	3%	1

8.3.3. Questions:

Local Presence

1. Provide details of your business locations within the Northern Territory and all business locations that will be used in delivery of this contract (including outside the Northern Territory)
2. How many full-time equivalent (FTE) employees are currently employed by your organisation?

Employment

1. Provide details of where the administrative and support related to the delivery of this project will be provided from.
2. Provide the number of proposed resources that will have a direct involvement in project delivery.

Local Industry Participation

1. Provide details of the Head Contractor components to be utilised in contract delivery/.
2. Provide details of all Subcontractors to be utilised in contract delivery (add space if necessary).

Aboriginal Participation

1. How many Aboriginal Territorians are currently employed by your organisation?

Commitment to advancing the Territory

1. Provide a response detailing your Organisations commitment to advancing the Northern Territory addressing <u>one</u> focus area.

8.3.4. Benchmarks:

Local Presence – Current operation		
Benchmark	**Score**	**Weighting**
Operating in the NT		3%
Yes, in the NT	3.00	
Benchmark not met.	0.00	
Permanent Presence		2%
More than 12 months in the NT	2.00	
Less than 12 months in the NT	1.00	
Benchmark not met.	0.00	
Employing Territorians		3%
50% or 10+ local employees	3.00	
20% or 5+ local employees	2.10	
Some local employment	0.90	
Benchmark not met.	0.00	

Employment – Current operation		
Benchmark	**Score**	**Weighting**
Administration / Support centre in NT		6%
More than 80% admin/support within NT	6.00	
More than 60% admin/support within NT	4.50	
More than 40% admin/support within NT	3.00	
More than 20% admin/support within NT	1.50	
Benchmark not met.	0.00	
Employment – Contract commitments		
Benchmark	**Score**	**Weighting**
Work performed by NT residents		5%
100% performed by NT residents	5.00	
More than 85% performed by NT residents	3.75	
More than 70% performed by NT residents	2.50	
More than 50% performed by NT residents	1.25	
Benchmark not met.	0.00	

Local Industry Participation – Contract commitments		
Benchmark	**Score**	**Weighting**
Work (by value) undertaken by Territory Enterprises		5%
More than 95% Territory Enterprises	5.00	
More than 85% Territory Enterprises	3.75	
More than 70% Territory Enterprises	2.50	
More than 50% Territory Enterprises	1.25	
Benchmark not met.	0.00	

Aboriginal Participation – Current operation		
Benchmark	**Score**	**Weighting**
Ongoing Aboriginal employment in managerial and technical roles		3%
Aboriginal employment in managerial roles	3.00	
Aboriginal employment in technical roles	2.25	
Aboriginal employment	1.50	
Benchmark not met.	0.00	

Commitment to advancing the Territory – Current operation		
Benchmark	**Score**	**Weighting**
Contribute to advancing the NT		3%
Significant contribution in 1 area	3.00	
Minor contribution in 1 area	0.90	
Benchmark not met.	0.00	