

Tender Briefing – WAPOL11823

Enhanced Technology Safety Camera Trailer Procurement



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Acknowledgement of Country

The Government of Western Australia acknowledges the Whadjuk People of the Noongar Nation, the traditional custodians on the land on which we gather today and we pay our respects to their elders past and present.

Image: extract of Travelling through Country (Boodja)
The artwork is the result of Cultural Awareness Training workshops delivered by Sister Kate's

Overview

- Welcome – session will be recorded, to assist in capturing questions
- Introductions
- Background & Context
- Project Objectives
- Requirement Overview
- Locations & Deployments
- Pricing Workbook
- Tender & Evaluation Process
- Indicative Timelines
- Question Information
- Contacts
- Questions



Introductions

- Rebecca Hamilton – Director, Innovation & Technology, RSC
- Matthew Prindiville – Principal Project Manager, RSC
- Amanda Smith – Project Manager, Procurement, RSC
- Mike Sweeny – Senior Contract Manager, RSC
- Jaclyn Lim – Senior Procurement Manager, Dept Of Finance
- Poppi Legg – Procurement Officer, WA Police Force
- Richard John – Chief Advisor, WA Treasury Corporation
- Bruce Donald – Probity Advisor, 2020 Global
- Julie Faulkner – Evaluation Facilitator, AoT Consulting

Background & Context

- Road trauma rate in Western Australia is too high
- Results from the Safety Camera Trial
- WA Road Safety *Driving Change* targets
- Integrated approach to improving road safety
- Future rollout and growth



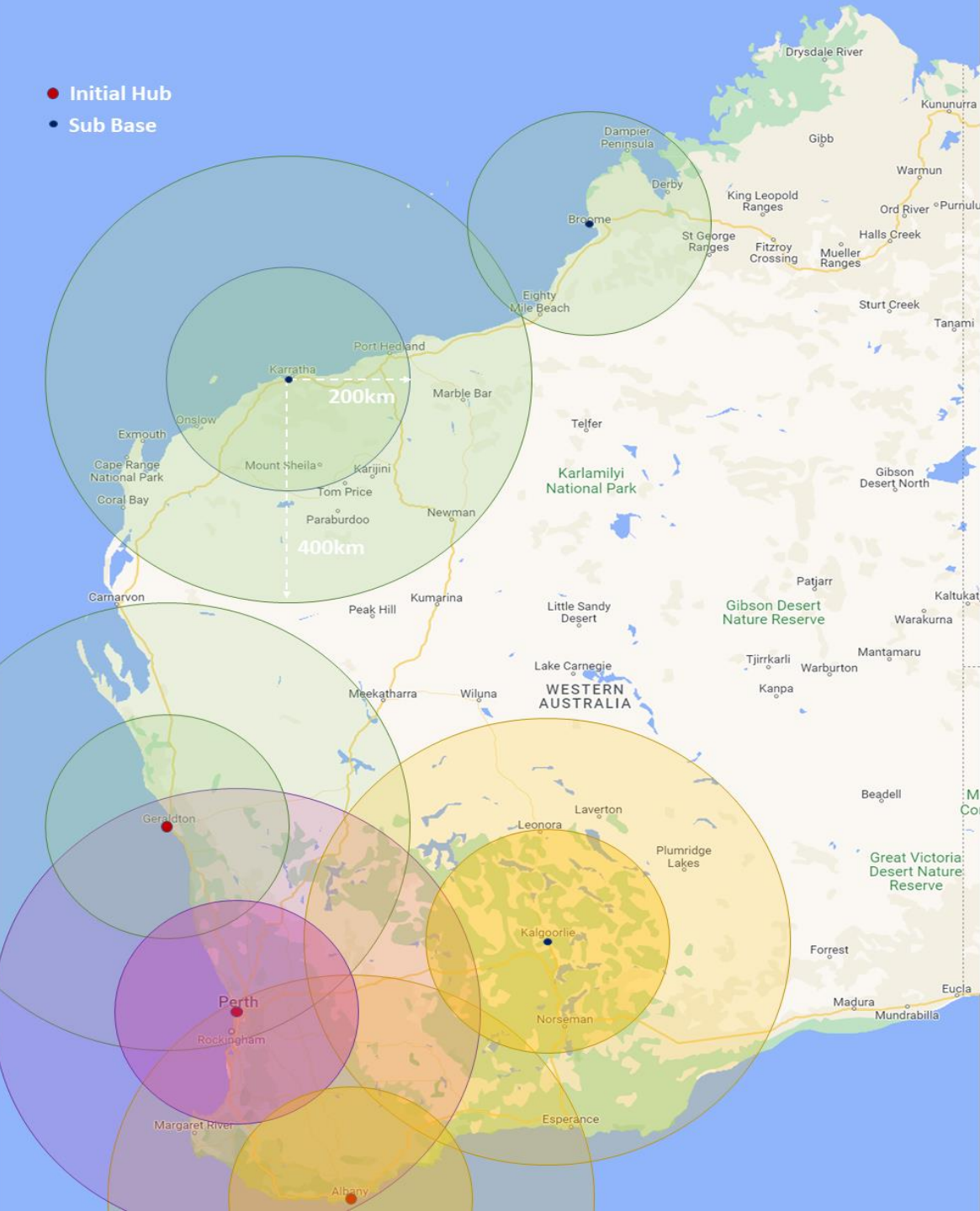
Project Objectives

- Ability to affect general deterrence for a range of road traffic offence types
- Improved road safety outcomes across the state
- Ability to target road safety issues anywhere in the state
- Use technology to maximise road safety improvements

Requirement Overview



- Supply of an initial six mobile Safety Camera Trailers to detect the following road traffic offences:
 - non/incorrect wearing of seatbelts,
 - mobile phone use,
 - speeding (including instantaneous, average, towed and heavy vehicles),
 - unlicensed vehicles
- ‘As a Service’ contract to supply, deploy, operate, maintain and provide reliable incident packages to the State to process for enforcement purposes
- Connectivity into the States Infringement Processing System & other potential landing sites
- Provide data and reporting, site assessments/distance surveys, AI technology, manual review, auditing and data verification services
- Cameras to be operational 24/7
- 3-year term, plus two extension options of one year
- Ability to operate and be monitored anywhere in WA
- Looking for a mature experienced company that can stand up quickly



Locations & Deployments

Regions have been identified as per the map (Perth, Geraldton, Albany, Kalgoorlie, Karratha and Broome)

- Three base sites – Perth, Geraldton, Albany –
- Three sub-bases – Karratha, Broome, Kalgoorlie (*may be subject to change in the future*)
- Respondents are responsible for all storage of trailers
- RSC will determine the deployment locations
- Sites will be provided by RSC a minimum of four weeks in advance
- Trailers can be deployed in pairs or singularly and moved to any region as required
- All traffic management costs are to be paid by the Contractor

Pricing Workbook



Non-recurring costs: Service Establishment fees (project management, system integration, training)

Recurring costs: (fixed): Monthly operating fees including asset fee & operating fee (deployments, maintenance, court attendance, manual review, storage, traffic management etc)

Recurring costs: (variable):

- Site assessment & licensed surveyor fees
- Regional loading fee if deployed within - Kalgoorlie, Karratha & Broome
- Deployment fee - charged if greater than 6 deployments per trailer per month
- Deployment distance fee – if deployed beyond 200km from base/sub-base
- Region to Region Transport fee – for SCT to be transported from Region to Region and exceeds 200km

Ancillary costs:

- Expert witness fee (providing technical features and data security measures for court)

Tender and Evaluation Process



Respondents to Note:

- The standard WA government General Conditions of Contract do not apply to this procurement. A bespoke Agreement in Attachment 1 Schedule 1 will apply.
- Partial bids, e.g. supply of the cameras and/or trailers only, will not be considered. If your organisation is not able to deliver on the full scope of requirements, you are encouraged to explore opportunities to establish consortia/sub-contracting arrangements.
- The proposed relationships, roles and lines of responsibility of any such arrangement must be clearly identified at time of tender submission.
 - *Disclosure requirements* - declare all Participants connected with the supply of the services.
 - *Qualitative requirements (Organisational Capacity 20% weighting)* - Explain any existing/proposed sub-contracting arrangements, with a focus on ensuring how the Customer will receive seamless service delivery.

Tender and Evaluation Process



Lodgement of Offer & Tenders WA

- Method of Lodgement: Electronically through Tenders WA. Other lodgement methods are not accepted.
- Respondents are strongly encouraged to register their organisation on Tenders WA as soon as possible. You **must** be registered with Tenders WA to submit an Offer electronically.
- Ensure you allow sufficient time to submit your Offer.
 - Slow connection
 - Multi-factor authentication
 - Submission must be uploaded in full before closing deadline as electronic tender box closes at exactly 2:30pm WST. Upload process will stop and submission will be unsuccessful.
- Consider submitting your Offer a few days in advance of the closing date and time, if possible.

Tender and Evaluation Process



Lodgement of Offer & Tenders WA

- Tenders WA can facilitate the uploading of files to a maximum 100MB limit per upload request. However, you can undertake as many uploads as required to submit your Offer.
- Please take note of approved file formats in Section 1.2.3 of the Request. If non-compliant, file(s) can be excluded from consideration.
- Please ensure you complete and return at a minimum Part B of the Request, Attachment 3 and Attachment 4, regardless of whether a part of the Request requirements are proposed to be delivered by a consortia partner or sub-contractor. Failure to do so may result in your Offer being deemed incomplete and set aside.
- When preparing your Offer, do not assume the person reading your submission has any knowledge of your organisation/solution/services.
- Do not use hyperlinks as these will not be considered in accordance with the Request Conditions. Attach supplementary information to your submission if required.

Indicative Timelines



Milestone	Target dates
Request for Tender Closing Date	16th April 2024
Evaluation <ul style="list-style-type: none">Shortlisted Respondents may be requested to participate in a product demonstration and/or presentation meeting	Mid April 2024 – July 2024
Preferred Respondent Notification	July 2024
Contract Negotiation & Due Diligence	September 2024
Contract Award	October 2024

Question Information



In this Q&A session:

- Please state your name and company.
- Queries in relation to the Agreement will be taken on notice.

All other post-briefing questions:

- Email as soon as possible so that they can be responded to in a timely manner.
- Ensure all questions submitted prior to 5:00pm Monday 8th April 2024.
- The Customer may or may not accept any questions submitted after this date. This is to ensure the Customer with time to respond to any final questions raised and provide sufficient time for prospective Respondents to consider that information and incorporate it into your Offer.
- If the Q&A results in the provision of new or additional information, this information will be provided to everyone via an addendum. Any and all addenda will be made available to download from the Tenders WA website.

Contacts

All Enquiries (except for Tenders WA):

Name: Jaclyn Lim

Title: Senior Procurement Manager, Department of Finance

Email: jaclyn.lim@finance.wa.gov.au

Advice on Using Tenders WA:

Procurement Systems Support

(08) 6551 2020

Probity:

Name: Bruce Donald

Title: Director, 2020 Global

Phone: 0439 993 218

Email: bruce.donald@2020global.com.au



Questions?

Please state your name and company

A decorative graphic in the top-left corner of the slide, consisting of two parallel diagonal lines representing road lanes. The upper lane is dark grey with white dashed lines, and the lower lane is bright blue with white dashed lines.

Thank you



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