



Industry Briefing – 2011/2016 Future Works & Procurement

PowerWater

Agenda

Opening
(8.30am)

Kevin Peters
General Manager
Industry Capability Network NT

PWC Future Works / Procurement
(2011-2016)
(8.40 – 9.10am)

Satvik Gangavarapu
A/Group Manager Organisational Services
Power and Water Corporation

Role of the Industry Capability
Network (ICN)
(9.10 – 9.25am)

Kevin Peters
General Manager
Industry Capability Network NT

Introduction to **icn**gateway
(9.25 – 9.30am)

Elena Tsangari
Industry Capability Network NT

Questions
(9.30 – 9.45am)

Morning Tea
(9.45am)

Purpose of This Morning's Briefing

1. Introduce Power and Water Corporation
2. To give our industry partners, especially suppliers, some insight into planned future works that PWC will be putting out to tender.
3. To provide an insight into the procurement and contracting at PWC
4. To give an oversight into the capabilities of the Industry Capability Network (ICN).
5. To give an overview of the collaboration between PWC and ICN including the use of the **icn**gateway to promote upcoming works.

Power and Water Future Works

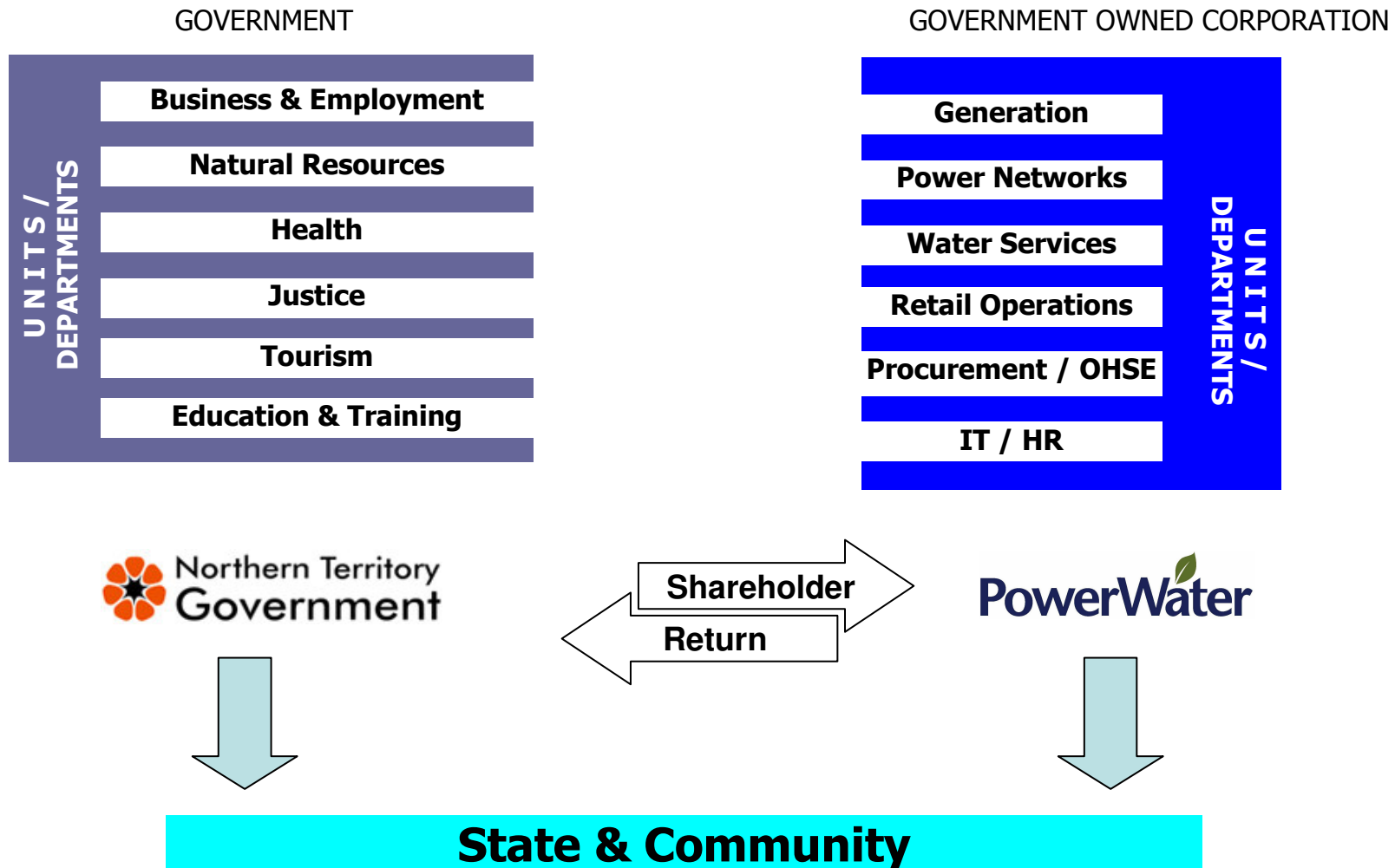
(2011/2016)

Presentation by

Satvik Gangavarapu

A/Group Manager Organisational Services, Power and Water Corporation

Exploring NT Govt / PWC Relationship



Objectives

Provide Essential Services to NT

Provide shareholder return as a GOC

Major Stakeholders

NT Community

NT Government

Industry Partners

Corporate Strategy

Financially Sustainable

Environmentally Responsible

In Good Operational and Asset Health

Trusted by Government and Community

Preferred Employer

Preferred Utility

Taking on New Challenges

Planning for the Future – Capital Upgrade

- Projected works program of \$1.275b over next five years.
- Largest investment in essential services in Territory history.
- Ensuring capacity for growth, renewal of assets and improved service reliability.
- We are a multi-utility and this investment is across all our services: Power Generation, Power Transmission and Distribution, Water Supply, Sewerage Infrastructure and our corporate requirements (such as facilities at our main depots)

Repairs and Maintenance Investment

- Increased repairs and maintenance program.
- \$461m over the next five years.
- FY 11/12 \$84m
- FY 12/13 \$86m
- FY 13/14 \$95m
- FY 14/15 \$95m
- FY 15/16 \$97m

Future Major Works Snapshot 2011/2016

FY 2011 - 2016	Regions		PWC Business Units			
	Darwin, Katherine	Alice Springs, Tennant Creek, Yulara	Power Generation	Power Networks	Water & Sewerage	Corporate Support
FY 2011/12	\$170 M	\$26 M	\$72 M	\$55 M	\$48 M	\$22 M
FY 2012/13	\$190 M	\$40 M	\$62 M	\$90 M	\$70 M	\$8 M
FY 2013/16	\$430 M	\$135 M	\$164 M	\$120 M	\$249 M	\$32 M

Future Minor Works Snapshot 2011/2016

FY 2011 - 2016	PWC Business Units			
	Power Generation	Power Networks	Water & Sewerage	Corporate Support
FY 2012/13	\$4 M	\$25 M	\$12 M	\$7 M
FY 2013/16	\$13 M	\$73 M	\$35 M	\$20 M

Generation Major Works 2011/2016

- Weddell Power Station, Channel Island Power Station, Berrimah Power Station – New Sets, Upgrades, Life Extensions
- Owen Springs Power Station, Ron Goodwin Power Station – New Sets, Upgrades
- Katherine Power Station – New Sets, Upgrades, Life Extensions
- Tennant Creek Power Station – Upgrades
- Yulara Power Station – Upgrades

Power Networks Major Works 2011/2016

- Switchyards and Substations (All Zones) - Construction and Upgrades
- Transmission Lines, Feeders, switchgear - Replacements and upgrades
- Anzac Hill Zone Substation - Construction
- Norris Bell Zone Substation – Construction and Upgrades
- Pine Creek Zone Substation – Replacements and Upgrades

Waste Water Major Works 2011/2016

- Larrakeyah Outfall – Augmentation, Rising Main and East Point extension
- Sewer relining, augmentation, desludging and upgrades
- Pump station and pond upgrades
- Katherine – Borroloola Stage 1 construction of new treatment pond
- Palmerston sewer replacement

Water Major Works 2011/2016

- Pump station upgrades and replacements
- Augmentation of Borefields
- Augmentation and upgrades of Water Mains
- Katherine Plant upgrades
- Production bores and elevated tank at Palmerston
- Darwin River Dam pump station
- Water treatment plant upgrades

Corporate Support Works Major Works 2011/2016

- Ben Hammond Complex Re-development (Darwin)
- Sadadeen Valley Complex Re-development (Alice Springs)
- Vic Highway Complex Re-development (Katherine)
- Stanley St Complex Re-development (Tennant Creek)
- Asset Management Capability Project
- Security System upgrades
- Fire System upgrades

Goods and Services Categories

PWC have categorised goods and services into a number of Utility recognised categories

- Cables & Accessories
- Pumps, Accessories & Spares etc.....

This categorisation will assist PWC to enhance the capabilities of industry. For more information please email the PWC Procurement Help Line.

Tendering Assessment Criteria

- Price
- Whole of Life Costs
- Local Development and Value Adding
- Past Performance
- Capacity
- Innovation
- Occupational Health and Safety
- Scope Specific

Common misconceptions in tendering

- Price is based on CPI
- Lowest bidder wins tender
- Relationships win tenders
- Don't ask don't get
- Vary the scope after the tender
- Vary the price after the tender
- Being local, guarantees a bid

How to win tenders

- Align your offer to the individual criteria
- Assess and mitigate risk for yourself and for your client
- On-time delivery schedule
- Realistic pricing with realistic margins
- Reduce the total cost of ownership for the client
- Adherence to OHSE requirements

Building Relationships with Power and Water

procurementhelpline.pwc@powerwater.com.au

Partnership with ICN

- Power and Water Corporation is partnering with ICN to conduct supplier consultations
- Supplier Consultations are assisting Power and Water Corporation in defining and implementing strategies while taking into account the market's strengths and weaknesses
- Example:
 - Supply of Electrical Parts and Consumables
 - Total Maintenance Services Contract
 - Managing Contractor Services for Water and Sewerage Infrastructure