

Cover image: E-Class Tram Procurement The Victorian Government is committed to building our new trams right here in Melbourne. Eighty new E-Class trams are being designed, constructed and maintained by Dandenong-based company Bombardier, creating 500 local jobs. Projects like this are building capacity in Victoria's public transport network, ensuring our local manufacturers have a solid pipeline of investment, and supporting thousands of local jobs in Victoria's train and tram building industries.

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Minister's Foreword



With our record levels of investment in infrastructure, the Victorian Government is getting on with generating local jobs and boosting economic activity.

The Government's Local Jobs First – Victorian Industry Participation Policy (VIPP) is ensuring that when we build the infrastructure that makes great communities, we're creating jobs and opportunities for Victorian businesses, suppliers and workers.

Our multibillion dollar pipeline of VIPP Strategic Projects continues to grow, creating thousands more local jobs and opportunities for apprentices, and ensuring Victorian businesses get their share of the work.

In 2016-17, the government approved 31 VIPP Strategic Projects, with a total value over \$19 billion, that continue to provide Victorian workers and businesses with real jobs and opportunities.

For each VIPP Strategic Project, the government sets a minimum local content requirement that projects must meet, ensuring local spending means local jobs.

These include major transport projects such as building the Metro Tunnel, widening the Tullamarine Freeway and removing 50 of our most congested and dangerous level crossings – but also our valuable community infrastructure, including the newest health facility for Melbourne's booming west, the Joan Kirner Women's and Children's Hospital.

Stage 2 of the Melbourne Park redevelopment, refurbishing our iconic Rod Laver Arena, has a minimum local content requirement of 82 per cent. This has already opened up opportunities for homegrown businesses including A.G. Coombs Group, Century Glass, Fitzgerald Constructions and Barden-Steeldeck Industries to supply local steel, glass and other materials.

Regional cities are also reaping the benefits of *Local Jobs First*, with companies like Hofmann Engineering in Bendigo securing a contract to build bogie frames for the largest order of new trains in Victoria's history as part of the High Capacity Metro Trains Project.

We're building on the action we took in 2015, and we've introduced further reforms to strengthen *Local Jobs*First and support local industry.

Now, all government departments and agencies must consider local businesses for contracts valued at \$1 million or more in regional Victoria, or \$3 million or more in metropolitan Melbourne or for statewide activities.

This is the first time a formal weighting of local content has been required in the tender assessment process.

Other measures included cutting red tape, increasing industry engagement and education and a stronger compliance focus to make sure local competitive companies are given full and fair opportunities to supply into government contracts.

The Local Jobs First – VIPP Annual Report 2016-17 provides an overview of the strong benefits generated by this great initiative over the financial year, showing how – more than ever – our major projects are using local firms, materials, expertise and skills.

There has never been a better time for local businesses to contribute to our record infrastructure build and I strongly encourage all businesses to express their interest in supplying our pipeline of VIPP Strategic Projects by registering with the Industry Capability Network at www.icnvic.org.au/vipp/.

The Hon Ben Carroll MP

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Minister for Industry and Employment

Achievements

The Victorian Government is committed to providing a full and fair opportunity for local business to compete for government contracts.

The Local Jobs First – Victorian Industry Participation Policy (VIPP) is implemented by Victorian Government agencies to encourage participation by local small and medium enterprises (SMEs) in public sector purchasing.

The 2016-17 Local Jobs First Annual Report reflects the application of the policy by departments and agencies across government on procurements, projects and grants that either commenced or were completed during the financial year.

The government's commitment to building Victoria's infrastructure is being actioned, providing certainty for businesses and the community and real jobs for today's workers.

VIPP Strategic Projects

Local content requirements were set for 31 VIPP Strategic Projects in 2016-17 valued at over \$19 billion. These projects present opportunities to continue to leverage local industry benefits, and support thousands of jobs across the steel, engineering, construction and service delivery sectors. Together, these projects are expected to deliver an average of 86 per cent local content.

In 2016-17, Victoria had 54 active VIPP Strategic Projects with minimum local content requirements set by government. These projects represent investment of approximately \$33.4 billion across a range of projects including road and rail infrastructure, new school and hospital buildings and rolling stock. These VIPP Strategic Projects are expected to deliver an average of 86.4 per cent local content and support tens of thousands of local jobs over the coming years.

Between November 2014 and 30 June 2017, the government declared 56 projects to be VIPP Strategic Projects compared to only eight projects in the previous four years.

Three VIPP Strategic Projects were completed during 2016-17, with a total value of \$1.2 billion. Overall, they achieved a 96.3 per cent local content outcome, exceeding the 94.5 per cent minimum requirement, and supporting 741 local jobs, including 43 apprentices and trainees.

VIPP Standard Projects

Local Jobs First – Standard Projects are projects that meet the thresholds of \$1 million or more for projects based in regional Victoria and \$3 million or more in metropolitan Melbourne or statewide. These projects require tenderers to complete VIPP plans that outline the expected local content to be achieved.



Grants and design projects

Local Jobs First is also applied to applicable grants and design projects to ensure that procurement activities consider local suppliers.

During 2016-17, a total of 53 grants or design procurements were registered with 72 per cent of the projects presenting opportunities for local content.

Compliance

There was improvement in compliance with *Local Jobs First* in 2016-17. Activities to raise awareness continued throughout the year, resulting in 26 non-compliant projects, compared to 28 projects in 2015-16, and 126 projects in 2014-15.

Reforms

This report reflects the second year since the introduction of policy reforms, effective from 1 July 2015, which halved the VIPP Strategic Project threshold to \$50 million.

Building on the significant reform activity of the previous year, the key reform measures implemented during 2016-17 to strengthen the policy included:

 the introduction of a formal
 10 per cent local content weighting as part of project tender evaluation

- strengthening the compliance framework, including random industry audits
- reducing red tape and paperwork by streamlining government processes on VIPP Plans and Local Industry Development Plans (LIDPs)
- the application of a range of engagement and awareness activities
- introduction of a new trading brand, Local Jobs First, to increase market awareness of what the policy aims to achieve

In addition, a Forward Plan of VIPP Strategic Projects has been regularly released to enable SMEs to better plan for future opportunities, which has been well received by industry. The Forward Plan is hosted on the department's website, and promoted through State Government communications channels. This Forward Plan allows businesses to register their early interest in supplying into these projects.

Measures have been introduced to maximise the use of steel products made from locally milled steel. This reform recognises the important contribution the local steel industry and workers provide to Victorian Government projects.

1. What is *Local Jobs First* – Victorian Industry Participation Policy?

The Victorian Industry Participation Policy, Local Jobs First, is delivering the Victorian Government's commitment to improve opportunities for local suppliers, creating more new jobs and growing the economy.

The Local Jobs First – Victorian Industry Participation Policy (VIPP) ensures that SMEs are given a full and fair opportunity to compete for government contracts, such as construction of hospitals, schools and road projects, while still achieving value for money for government.

The Victorian Government is the largest procurer of goods, services, and construction works in the State. The government is committed to using its substantial procurement power to develop local industries, create jobs and boost economic activity across Victoria.

Local Jobs First applies to the full range of government goods, services and construction procurement activities that satisfy the thresholds including:

- using a panel of suppliers to deliver goods or services
- grant recipients (funding to private, non-government and local government organisations for investment support, business development and community infrastructure)
- design contracts (planning and designing capital works or other large infrastructure projects)
- Public Private Partnerships.

How does Local Jobs First work?

Local Jobs First requires government departments and agencies to consider competitive local SMEs, when awarding contracts valued at:

- \$1 million or more in regional Victoria, or
- \$3 million or more in metropolitan Melbourne, or for statewide activities

Local Jobs First automatically grants Strategic Project status to all projects valued at \$50 million or more. VIPP Strategic Projects have minimum local content requirements and other conditions that link to local industry benefits, determined by government on a case-by-case basis.

The government releases a Forward Plan of VIPP Strategic Projects to provide industry with information on current and future government procurement activities.

Which government agencies are involved?

Local Jobs First is implemented by all Victorian Government agencies to encourage participation by local SMEs in public sector purchasing. The Industry Capability Network (Victoria) Ltd (ICN) supports the Department of Economic Development, Jobs, Transport and Resources (the department) with implementation of Local Jobs First, and assists both Victorian public sector bodies and bidders to comply with its conditions.

The 2016-17 Annual Report reflects the data received from departments and agencies across government on procurements, projects and grants that were either commenced or completed throughout the financial year.



3. Local Jobs First framework

General requirements

Under Local Jobs First, local SMEs are provided with a full and fair opportunity to supply into projects that meet set monetary thresholds or as otherwise agreed by government.

For projects that meet the applicable thresholds, Victorian public sector bodies are required to obtain a contestability assessment from ICN to determine the potential for local content in the project, and therefore whether a VIPP Plan or LIDP is required as part of a bidders' tender documentation.

Under Local Jobs First, 'contestable products' are goods and services capable of being supplied competitively by local and international suppliers and that meet the specifications of the tender documentation. Where contestable products are identified, all shortlisted bidders are required to submit a detailed VIPP Plan for a VIPP Standard Project or a LIDP for a VIPP Strategic Project.

Non-contestable products are goods and services that may be either wholly locally sourced, or wholly internationally sourced. Projects identified as having no contestability are not required to submit a VIPP Plan.

VIPP Strategic Projects

VIPP Strategic Projects are projects valued at \$50 million or more or as otherwise agreed. These projects have minimum local content requirements set by government on a case-by-case basis to drive economic activity. Other conditions that may be applied to VIPP Strategic Projects could be in relation to other industry outcomes, such as the use of products made from locally milled steel on projects.

VIPP Strategic Projects support local industry through:

- contributing to the productive capability of Victoria and making a strategic economic contribution to the State
- potentially generating significant local industry participation, employment or skills and training/technology transfer
- creating opportunities to build ongoing industry capability, skills and employment benefits.

Shortlisted bidders must complete a LIDP that details the local content commitment, along with any other requirements, and demonstrates how these commitments will be met.

VIPP Standard Projects

VIPP Standard Projects are all other projects that meet the minimum value thresholds – \$1 million or more for projects based in regional Victoria, and \$3 million or more in metropolitan Melbourne or with statewide significance.

These projects require tenderers to complete VIPP Plans that outline the expected local content to be achieved, and are not as stringent as the requirements for LIDPs.

Design tenders and grants

Government grants and design tenders that meet monetary thresholds also fall under *Local Jobs First*, with a shorter registration process than for Standard Projects. Recipients and successful design contractors must engage with ICN to discuss opportunities for local SME inclusion on the project. An Interaction Reference Number confirming engagement is issued by the ICN and must be submitted by the grant recipient or design contractor to the funding government department or agency to demonstrate that local content was considered.

Industry Capability Network (Victoria) – supporting implementation of *Local Jobs First*

The ICN is a not-for-profit organisation that supports the government in its implementation of *Local Jobs First*.

It plays a key role in liaising with government agencies and bidders on *Local Jobs First* applicable projects, providing support to industry to complete the required VIPP Plan or LIDP, and provides the link between principal contractors and local suppliers.

The ICN engages with local SMEs in a number of ways, including face-to-face engagements and by providing an online portal for the registration of projects by government agencies and online platform for suppliers to register their interest in supplying into Local Jobs First projects.

With the significant increase in the number and type of VIPP applicable projects, ICN reported a significant increase in engagement activities with local SMEs, departments and agencies on the implementation of *Local Jobs First* including project contestability assessments and VIPP plan certifications.

4. Making a difference to Victorian industry

Benefits to Victoria's supply chain and workers

The government is committed to *Local Jobs First* and its purpose of stimulating economic activity, increasing supply opportunities for local SMEs, and boosting local jobs.

An analysis of the lead contractors and their immediate suppliers delivering VIPP Strategic Projects that are at a more advanced stage of delivery has found that opportunities are being provided for many metropolitan and regional businesses across Victoria.

More businesses are likely to be benefiting from this infrastructure construction activity, either directly as suppliers to these businesses or indirectly through the flow-on effect to local economies.

Opportunities arising from VIPP Strategic Projects involve a range of business products and services, including:

- civil, mechanical, electrical, drainage, crane, traffic management, security and fencing services
- professional services, including engineering, architectural, urban planning, geotechnical, property inspection, surveying, occupational health and safety
- manufactured goods including steel, concrete and timber products and materials.

Supporting the local steel industry

As part of this policy to support local industry and grow local jobs, additional minimum content requirements have been set to support the use of local steel.

In July 2015, the government introduced the requirement that, for 46 of the 50 level crossings to be removed as part of the Level Crossing Removal Project, all steel products used must be local and made from locally milled steel.

This requirement has now been applied to other VIPP Strategic Projects. During 2016-17, including level crossing removal projects, 19 VIPP Strategic Projects have had a requirement to maximise the use of local steel products made from locally milled steel, bringing the total number of projects with minimum local steel content requirements to 25.

These measures further enable a high level of local SME participation in the delivery of government building and infrastructure projects.

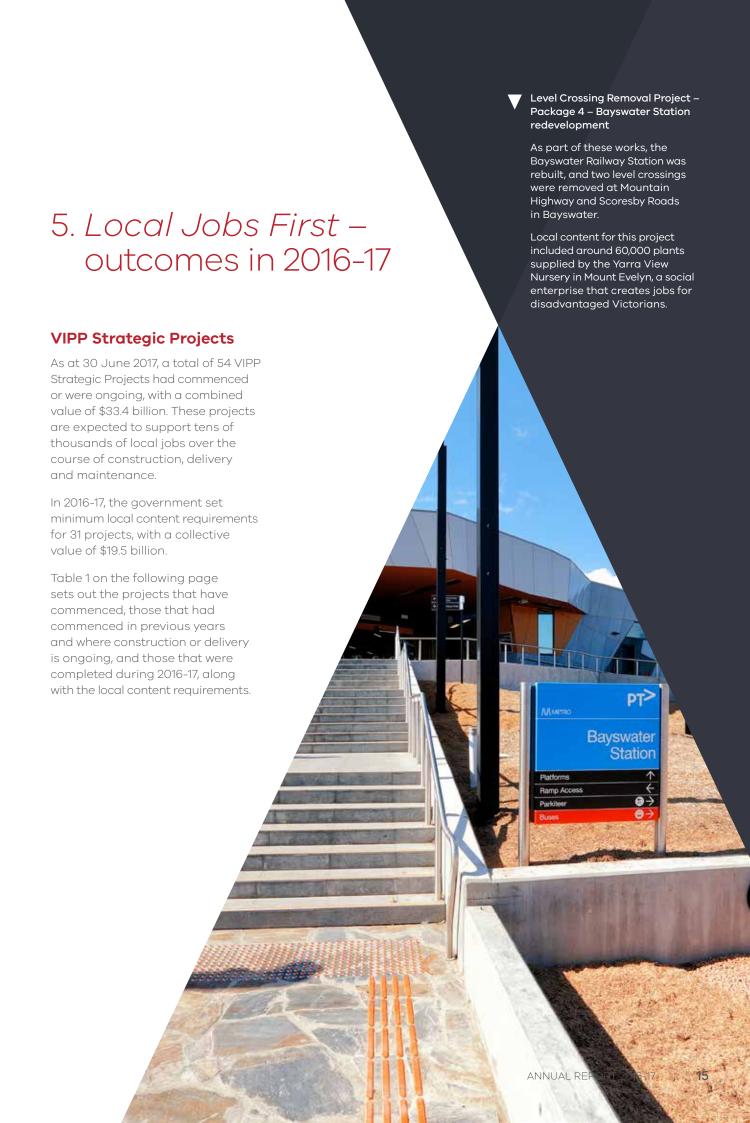


Table 1: Local Jobs First – VIPP Strategic Projects – status at 30 June 2017

Project	Minimum local content requirement %	Local steel commitment [°]
COMMENCED IN 2016-17		
Ballarat Line Upgrade		Maximise
Construction Signalling	92 65	
Casey Hospital Expansion	85	
Chandler Highway Upgrade	92	
Craigieburn Sewerage Transfer Hub	80	
Epping Main Sewer	91	Maximise
Goulburn Valley Health Redevelopment – Shepparton	85	Maximise
Level Crossing Removal Project – Melton Highway	93	100
Level Crossing Removal Project – North Eastern Alliance	89	100
Level Crossing Removal Project – North Western Program Alliance	89	100
Level Crossing Removal Project – Western Program Alliance	93	100
Macalister Irrigation District Phase 1B – Southern Tinamba Modernisation Project		Maximise
Pipe manufacture Installation	70 97	
Melbourne Metro Rail Project – Core Package (Tunnels and Stations)	88	93
Melbourne Metro Rail Project Rail Systems Alliance – Control Systems & Signalling	65	
Melbourne Underground Rail Loop – Fire and Life Safety Upgrade Stage 2	70	Maximise
Mernda Rail Extension Project	92	Maximise
Murray River Crossing Echuca-Moama Bridge Project		Maximise
Murray Valley Hwy/Warren Street Roundabout	94	
Warren St upgrade Main Bridge Crossing (Design & Construction)	92 93	
O'Herns Road-Hume Freeway Interchange	96	 Maximise
Orygen Youth Health Redevelopment	90	Maximise
Personal Alert Victoria Project	85	
Princes Highway East Duplication - Stage 3*	91	
Princes Highway West Duplication Section 3 – Warncoort to Colac	96	Maximise
Safer System Road Infrastructure Project		
Wire rope safety and guardrails Installation and preparatory road works	95 97	

Project	Minimum local content requirement %	Local steel commitment
South-West Loddon Rural Pipeline Project		Maximise
Building infrastructure	88	
Main trunk systems Distribution lateral pipelines	87 86	
State Library of Victoria redevelopment, construction works	80	
Streamlining Hoddle Street	93	Maximise
Thompsons Road Duplication Project – Stage 2	91	
Victoria Police Centre	82	
Western Highway Duplication – Section 2B – Buangor to Ararat	95	
Western Suburbs Road Package – Outer Suburban Arterial Road Program		Maximise
Construction Maintenance	92 93	
Western Treatment Plant (Stage 2 Augmentation Project)	80	
Yan Yean Road Upgrade Project	95	Maximise
ONGOING IN 2016-17		
Calder Highway (Ravenswood) Interchange	96	
CityLink-Tulla Widening – Bulla Road to Airport		
Design and Construction Intelligent Transport Systems	95 80	
Flinders Street Station Redevelopment – Heritage Works	87	
High Capacity Metro Trains - Fleet		
Fleet construction Maintenance	60 82	
High Capacity Metro Trains – Train Maintenance Depot	87	
Joan Kirner Women's and Children's Hospital	85	
Latrobe Regional Hospital	85	
Level Crossing Removal Project – Package 5 – Thompsons Road Duplication and Grade Separation Stage 1	92	100
Level Crossing Removal Project – Package 3 – Caulfield to Dandenong		100
Construction Signalling	92 50	
M80 Ring Road Upgrade – Sunshine Avenue to Calder Freeway	95	

Project	Minimum local content requirement %	Local steel commitment [°]
Melbourne Convention and Exhibition Centre Expansion	60	
Melbourne Metro Rail Project, Early Works	88	
Melbourne Park Redevelopment Stage 2 – Rod Laver Arena Refurbishment	82	
Melbourne Trams Procurement	25	
Monash Freeway (M1) Upgrade Project LUMS	95 91	
New Schools Public Private Partnership	90	
Princes Highway East Duplication - Stages 1 and 2*	95	
Princes Highway West Duplication Section 1 – Winchelsea to Armytage	95	
Princes Highway West Duplication Section 2 – Armytage to Warncoort	95	
Shepparton Law Courts Redevelopment	85	
Ticketing Services Retender	70	
Werribee Mercy Hospital Stage 1C	85	
West Gate Distributor – Northern Section Stage 1	93	
Western Distributor Project Project LUMS	89 82	Maximise

[^] Steel products made from locally milled steel

^{*} This is a single VIPP Strategic Project, with multiple stages

Project	Local content commitment %	Local content actual %	actual			
COMPLETED IN 2016-17						
Level Crossing Removal Project – Package 1	93.9	95.8	100			
Level Crossing Removal Project – Package 2	94.7	95.7	100			
Level Crossing Removal Project – Package 4	94.8	97.3	100			

Completed Projects

Three VIPP Strategic Projects were completed in 2016-17, with a collective value of \$1.2 billion. These projects delivered an average of 96.3 per cent local content, including 100 per cent local steel, exceeding the 94.5 per cent minimum local content requirement. These projects supported 741 jobs including 43 apprentices and trainees.

These projects were:

- Level Crossing Removal Project Package 1: This package involved the removal of four level crossings and the rebuilding of four stations. The first project, the rebuilding of Gardiner Station and the removal of the Burke Road level crossing in Glen Iris, was completed in 2015–16. During 2016–17, the level crossings were removed and remaining three new stations were rebuilt at North Road, Ormond; McKinnon Road, McKinnon; and Centre Road, Bentleigh.
- Level Crossing Removal Project Package 2: This package involved the rebuilding of Ginifer and St Albans Stations and the removal of level crossings at Main Road, St Albans; Furlong Road, St Albans; Blackburn Road, Blackburn; and Heatherdale Road, Mitcham.
- Level Crossing Removal Project Package 4: This package removed two level crossings at Mountain Highway and Scoresby Roads in Bayswater and rebuilt Bayswater Station.

Contestability

Contestable projects include products and services that are capable of being supplied competitively by local and international suppliers. Contestable contracts require VIPP Plans or LIDPs that outline the local goods and services that will be engaged, providing opportunities for local industry.

In 2016-17, 521 contracts underwent a contestability assessment by ICN. Of these, 312 contracts, with a total value of \$27.5 billion, were found to be contestable.

A total of 1105 VIPP Plans and 127 LIDPs were prepared by businesses in bidding for these contracts. SMEs prepared 260 of these VIPP Plans, and 49 of the LIDPs.

The successful bidders for contracts that commenced in 2016-17 have committed in their VIPP Plans or LIDPs to using an average of 86 per cent local content.

The remaining contracts were found to have nil or limited contestability, with 86 per cent found to be local by nature. This means the products or services being tendered were only available in the local market, with low competition from international suppliers.

The other 14 per cent were found to be international by nature, meaning the products or services were not available in the local market. Products and services not available in the local market included certain items of computer software, ICT equipment, medical equipment, medical consumables and specialised vehicles and hardware.

Contracts commenced

There were 586 contracts in total with a combined value of over \$30 billion reported by ICN as having commenced during 2016-17.

New contracts in 2016-17 cover a range of activities, including infrastructure works, public transport investment, information technology services and the development of new rolling stock.

Contracts completed

During 2016-17, agencies reported that 147 contracts were completed, with a total combined value of just over \$1.4 billion. These contracts achieved an average of 87.6 per cent local content, which was higher than originally committed.

Grant and design procurements

Agencies reported that 53 design procurements and grants were registered with ICN, obtaining assistance in increasing opportunities for local SMEs. Nine registrations related to grants and 44 to design contracts.

Of these 53 grants or design procurements, 72 per cent presented opportunities to utilise local content.



6. Local Jobs First – compliance

Compliance and awareness

The Victorian Government recognises the value of improving compliance with Local Jobs First to deliver a strong industry participation policy and is working to achieve improved outcomes. The government is delivering on its commitment to strengthen Local Jobs First by emphasising the importance of the policy across government departments and agencies.

Throughout 2016-17, the department continued to deliver activities to increase awareness of *Local Jobs First*. Education sessions were provided to procurement teams and committees across government departments and agencies, as well as to supplier forums so as to also increase local SME awareness.

Compliance reporting

Agencies reported an improved level of compliance with *Local Jobs First* in 2016-17.

Reported compliance rose from 2015-16, where 28 design contracts and grants were not registered with ICN. All reported Standard Projects were registered in 2015-16.

In 2016-17, 26 contracts were not registered with ICN, of which 21 were Standard Projects and five were design procurements and grants.

Of the 31 Strategic Projects commenced in 2016-17, agencies provided detailed updates against 17 projects. Suppliers submitted 53 LIDPs for these 17 projects, of which 13 LIDPs were from SMEs.

The remaining projects will be reported on in future years as they go out to market, LIDPs are submitted, and more data is collected.



Disclaimer

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