

Supplier Briefing

2909/0341 Road Signs & Lighting, Grates, Covers,
Traffic Products, PPE, and Workwear

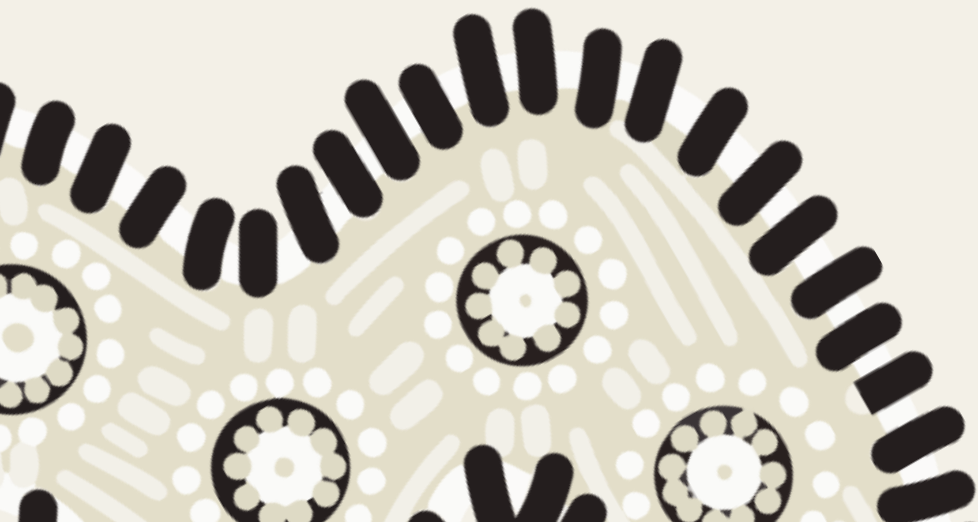
Kim Hanrahan, GM Tendered Solutions

22 April 2026



Acknowledgement of Country

Procurement Australia acknowledges the Traditional Owners of Country throughout Australia and recognises their continuing connection to land, waters, and community. We pay our respects to them and their cultures; and to Elders both past and present.



Agenda & Introductions

- This briefing is being recorded.
- Introductions
 - Kim Hanrahan – Presenter
 - Rebecca Small – Tender Owner
 - Matthew Denner – Tender Manager
- Purpose of the Briefing
 - Tender Objectives
 - Tender Scope, Structure & Rules
 - Evaluation & Contract Award
 - Tender Process & Timelines
- Q&A

Purpose of the Briefing

Tender Objectives

- Establish a panel of high-quality providers across broad category areas to support PA Customers' operational and strategic needs
- Achieve value for money through competitive pricing and efficient service delivery
- Create a flexible panel arrangement that enables PA Customers to engage providers based on expertise, responsiveness, and suitability of product range
- Build long-term, collaborative relationships with Suppliers who understand PA Customers' operating environment and requirements
- The contract will include an initial term with extension options, subject to performance and organisational requirements

Tender Scope

- Category 1 – Road & Traffic Signage Systems (Smart + Static)
- Category 2 – Drain and Access Infrastructure Solutions
- Category 3 – Traffic Management and Safety Devices
- Category 4 – Work Zone and Temporary Traffic Solutions
- Category 5 – Smart & Sustainable Road & Pedestrian Lighting
- Category 6 – Personal Protective Equipment (PPE)
- Category 7 – Workwear & Uniforms

- Suppliers may respond to one, some or all categories
- Suppliers must tender by state but do not need to be able to support all regions within it

Tender Structure – RFT suite

Contract Part	Part Title
Part A	Information for Tenderers
Part B	Conditions of Tendering
Part C	Deed of Standing Offer (Head Agreement between PA and the Supplier)
Part D	Sub Agreement General Conditions of Contract
Part E	Specifications
Part F	Returnable Schedules

These parts form the RFT suite that comes in the TenderLink download.

Tender Structure – Returnable Schedules

Schedule 1 – Tender's Declaration

Schedule 2 – Identification of region and categories

Schedule 3 – Contact Information

Schedule 4 – Schedule of Prices

Schedule 5 – Relevant Experience & Referees

Schedule 6 – Existing Contracts

Schedule 7 – Professional Competence and Capability

Schedule 8 – Customer Focus

Schedule 9 – Corporate & Social Responsibility

Schedule 10 – Insurances

Schedule 11 – Quality Practices

Schedule 12 – Cybersecurity Practices

Schedule 13 – Work Health and Safety

Schedule 14 – Proposed Contract Departures

Schedule 15 – Modern Slavery

Schedule 16 – Collusive Tendering Statutory Declaration

Tender Rules

- Please refer to the tender documents for a full breakdown of the rules.
- Please ensure your response addresses all relevant sections and you complete all required schedules.

Communication after this briefing;

- For any questions not answered in the session, these will be responded to via the chat in the Teams meeting
- All Q&A from this briefing will be loaded to the Tenderlink Q&A Forum
- Any additional questions must be via the Tenderlink Q&A Forum

Evaluation & Contract Award

- Submissions will be evaluated by a PA evaluation panel comprising PA staff and Customers
- Evaluation will be conducted in a fair, transparent, and structured manner against predefined criteria
- Following completion of the evaluation process, PA may award one or more providers across the nominated categories
- Award to the panel will be based on evaluation criteria, included in the tender documents
- Successful respondents must enter into contract terms and conditions
- Finalisation of award may include clarification of scope, pricing, and service arrangements

Tender & Process Timelines

Key events	Date/timeframe
Release of Tender	Wednesday, 15 April 2026
Closing Date for Questions	Wednesday, 6 May 2026
Tender Submission Deadline	3:00pm Wednesday, 13 May 2026
Evaluation Period	May/June 2026
Notification of Outcome	July 2026
Contract Commencement	Thursday, 1 October 2026

The RFT is available for download NOW at: www.tenderlink.com/procurementaustralia
 You will be required to register on the TenderLink website prior to downloading the RFT.

Key contact details:

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Q & A