CAMPBELLTOWN CITY COUNCIL

Confidential Item

For Council meeting to be held on

Tuesday 19 July 2022 at 7.00 pm

Refer Item 11.8

Confidential Item

11.8 Expression of Interest – Newton Transfer Station

General Manager Infrastructure Services, Andrian Wiguna's Report

Purpose of Report

To consider the responses received from the recent EOI (Expression of Interest) process for the future use of the Newton Transfer Station.

Strategic Plan Link

Focus Area 2.1.3 Reduce emissions locally and regionally, including in partnership with Resilient East

Focus Area 4.4.3 Manage infrastructure that balances the needs for all, including through demonstration projects

Focus Area 5.2.4 Drive innovation, enhancement and efficiency through collaboration

Previous Council / Committee Resolution

At its meeting on 23 January 2018, Council resolved:

> 'that Council, following review of the Expression of Interests for the Newton Transfer Station, authorise the Chief Executive Officer to:
>
> 1. explore the opportunity of entering into a long term business relationship with Integrated Waste to establish a Joint Venture with the following objectives, but not limited to:
>
>   - Lease agreement on the Newton Facility
>   - Insulation for increasing EPA levy through increased recycling
>   - Co-investment to provide financial benefits to both parties
>   - Potential reduction of current transport cost by processing MSW (Municipal Solid Waste) at the Newton facility.
>
> 2. prepare a business case for Council's consideration once further investigation has been undertaken.'

Background

Following Council's resolution in 2018, Staff explored the opportunity of entering into a long-term business relationship with IWS (Integrated Waste Services) to achieve the objectives listed in Council's resolution.

Unfortunately, to achieve some of these objectives, particularly in regards to increasing the volumes of MSW processed at the premises, EPA (Environmental Protection Authority) has set conditions which are almost impossible to achieve and/or cost prohibited.

At a CEO Briefing Session, Council was briefed on the progress to date and options to move forward, including another EOI to determine the best option to maximise the benefits for Council, residents and its ratepayers. Furthermore, the current lease of the transfer station is due to expire on 30 September 2022.

EOIs were called for companies to demonstrate how they are capable and committed to increasing the use of the Newton Transfer Station and its service offerings to increase and improve its accessibility to the residents of City of Campbelltown, its surrounding localities, whilst improving Council's operations and reducing its carbon emission.

Expressions of Interest were opened on 1 July 2022 in the presence of Council's Contract and Fleet Coordinator, Records Officer and EDRMS Administrator & Projects Officer.

Due to the EPA licence in place, it is Council's intention to retain ownership of this site.

Discussion

Although there were 30 companies who downloaded the EOI document, only three companies attended the pre-lodgement site meeting on 15 June 2022. The three companies were:

- Whelan Kartaway Pty Ltd – the current lessee
- IWS (Integrated Waste Services) – Council's current waste disposal and green organics contractor
- SB Demolition & Civil.

These three organisations submitted an EOI for this project and also provided a brief presentation (before there submission was lodged) on the key services anticipated to be delivered under this contract.

The EOI were assessed by an Evaluation Panel consisting of General Manager Infrastructure Services, Manager Finance and the Environmental & Sustainability Coordinator, with respect to the following criteria:

1. Certainty of Delivery
2. Alignment with the Council's objective
3. Commercial Terms
4. Customer Service Plan.

Council's legal advisor from Norman Waterhouse also attended the tender evaluation meeting to observe and provide advice on the assessment process including preparing the attached tender evaluation report. All tenders met the specifications that Council required through the tender document, which each submission providing varying opportunities to improve the use of the site.

Attached is the tender evaluation report for Members' information.

The Evaluation Panel believe that the majority of the companies could deliver the project, however the successful company was selected for the following reasons:

- Proven experience in the waste industry
- Past project capacity including their track record in waste management, which is supported by the number of larger waste contract they have as clients
- Understanding of the project, including how they plan to meet Council's short and long term objectives
- Experienced Staff and excellent waste management facilities
- Quality systems in place, including a documented Customer Service Plan
- High regard to WHS
- Financial capability, as this company is now part of larger international organisation.

The Panel believe the preferred contractor has a strong proven track record in waste management. Furthermore, this company also committed to ESG (Environmental, Social and Governance) initiatives, including reducing their and Council's carbon footprint, which aligns with Council's Climate Solution Strategy, including a reduction in Scope 3 emissions. Furthermore, the evaluation panel believe that the preferred contractor could assist Council in achieving the following objectives:

- A consolidated service offering that continues the current service offering, while allowing Council to improve its operations by increasing its efficiencies and reducing its carbon emissions, such as (but not limited to):
  - providing capacity for temporary storage of green organic collection material to enable bulk transport to disposal site, reducing the travel time and fuel cost for green organics collection trucks
  - collection point for Council Depot green organics, illegal dumping, hard rubbish and street sweepings
  - development of a Master Plan, which also takes into consideration the potential for service expansion such as recycling initiatives and offering these services to other Councils and businesses
  - site improvements, such as access improvement, fencing, weighbridge, undercover areas
  - improved customer service experience
  - Appropriate data management systems for reporting purposes for recycling and waste materials through the site.
  - value added offering, such as voucher system for residents or other appropriate pricing structure and initiatives to be discussed with Council.

However, as the preferred contractor offers a joint venture, the Evaluation Panel recommend seeking further clarification on the proposed model to minimise risk to Council and maximising the benefit to ratepayers. The Evaluation Panel also recommend that the preferred contractor provide a detailed transition plan from the current provider to minimise the impact to the Community in accessing this facility.

Therefore, the Evaluation Panel recommend that Council endorse IWS as the preferred contractor and authorise the CEO to negotiate appropriate terms and conditions to enter into an agreement for the lease and development of the Newton Transfer Station, whilst meeting Council's broader waste management and environmental imperatives.

Social Implications

There are no social implications in relation to this report, however the EOI will set a path that Council can use to ensure that the Community can continually use the services that will be available at the transfer station.

Environmental Implications

One of the objectives of the EOI is to reduce travelling time for Council waste trucks, particularly for green waste and hard waste. Should this be achieved, it will reduce the volume of emissions (in particular Scope 3 emissions) and support one of Council's key Climate Solutions objectives.

Asset Management Implications

There are no asset management implications in relation to this report however as a result of exploring the future use of this site there may be some asset management implications, such as capital works, which will depend upon how the site is further developed.

Governance / Risk Management

Staff have involved Norman Waterhouse Lawyers to oversee the assessment process.

Community Engagement

There has been no consultation with the Community at this time, however it is anticipated that dependent upon the future use of the site there may be a requirement to undertake Community Consultation.

Regional Implications

The Transfer Station, in its current form provides a regional facility for households to dispose of unwanted items. It is envisaged that the outcome of the EOI may play a significant role within the Eastern Region.

Economic Development Implications

There are no economic development implications in relation to this report.

Financial Implications

This commercial terms of the proposed arrangement are still to be determined. Negotiation with the preferred contractor will clarify the financial implications of Council.

Recommendation

That Council:

- **notify IWS (Integrated Waste Services) that they have been selected as the preferred Registrant pursuant to the REOI Stage**

- **enter into exclusive, direct negotiations with IWS for a defined period (approximately 90 days) to establish detailed terms and conditions and enter into an agreement for the lease and development of the land comprising the Project consistent with the key terms and conditions identified in the attached Evaluation Report**

  - **if the Council is unable to reach an agreement with IWS to realise a satisfactory development outcome for the Project, the Council terminate negotiations with IWS and enter into direct negotiations with Whelan Kartaway for the development and potential lease of the land consistent with the key terms and conditions identified in the attachment**

- **authorise the Chief Executive Officer to do all things necessary to give effect to the above resolutions of Council.**

CAMPBELLTOWN
CITY COUNCIL

Evaluation Report

(Expression of Interest Stage)

Newton Transfer Station

Request for Expressions of Interest for the Newton Refuse Transfer Station and / or Waste Disposal & Processing Within Council Area

The Corporation of the City of Campbelltown

July 2022

1. **DEFINTIONS**

This Evaluation Report is prepared pursuant to the Evaluation and Probity Plan for the *'Request for Expressions of Interest for the Newton Refuse Transfer Station and / or Waste Disposal & Processing Within Council Area'* (the **Project**). Capitalised terms used in this Evaluation Report have the same meaning given to them in the Evaluation and Probity Plan and in addition, in this report:

1.1 **Council's Contract & Fleet Coordinator** means Andrew King of the Corporation of the City of Campbelltown.

1.2 **Evaluation and Probity Plan** means the document titled 'Evaluation and Probity Plan | (Expressions of Interest Stage) | Request for Expressions of Interest for the Newton Refuse Transfer Station and / or Waste Disposal & Processing Within Council Area'.

1.3 **Evaluation Report** means this Evaluation Report for the REOI Stage of the Project.

1.4 **IWS** means Integrated Waste Services Group of Lot 254 Cnr Hines and Wingfield Roads Wingfield SA 5013

1.5 **SB Demolition & Civil** means SB Demolition & Civil Pty Ltd of 33 Vine Street, Magill SA 5072.

1.6 **Whelan Kartaway** means Whelan Kartaway Group of 1/65 Stephens Avenue, Torrensville, SA 5031.

2. **BACKGROUND**

2.1 The background to the Project is set out in the 'Request for Expressions of Interest for the Newton Refuse Transfer Station and / or Waste Disposal & Processing Within Council Area' (the **REOI**) issued during the REOI Stage.

2.2 Qualified groups, being IWS, SB Demolition & Civil, and Whelan Kartaway submitted an Expressions of Interest to participate in the Project by the Closing Date, being 1 July 2022 at 1:00pm.

3. **THE EVALUATION PROCESS**

3.1 The Council received a positive response from the market in that it received responses from the three Registrants, prior to the Closing Date. None of the responses contained material errors or any omissions that required immediate rectification.

3.2 Prior to the first meeting of the Evaluation Panel following the receipt of Expressions of Interest, all Evaluation Panel members made declarations as to confidentiality and no conflicts of interest.

3.3 On 11 July 2022, the Evaluation Panel met to discuss and evaluate the Registrant's Expressions of Interest in detail.

3.3.1 The Evaluation Panel was joined by the Council's legal advisor, Norman Waterhouse Lawyers, to assist with any queries regarding the Evaluation Process

3.3.2 Prior to commencing the Evaluation Process, the Council's legal advisor confirmed that each of the Evaluation Panel members had signed a Declaration as to No Conflict and Confidentiality, and confirmed that they had no changes to their circumstances as outlined in those declarations.

3.3.3 The Evaluation Panel confirmed they had each received sufficient information provided by the Registrants and resolved to proceed to score the Expressions of Interest without the need to seek any further clarifications or requests for information.

3.3.4 The Evaluation Panel scored each of the Expressions of Interest against the Evaluation Criteria in accordance with the Evaluation Process set out in Paragraph 5 and 6 of the Evaluation and Probity Plan.

3.4 While detailed recommendations are set out below, a summary of the Evaluation Panel's assessment of the Expressions of Interest, and the corresponding total evaluation score, is attached to this Evaluation Report as ***Annexure B*.**

3.5 The abovementioned request for information and Evaluation Processes were undertaken consistent with the requirements of the Evaluation and Probity Plan and with the benefit of advice from the Council's Legal Advisor where required.

4. RECOMMENDATIONS

In light of the outcomes of the REOI Stage, the Evaluation Panel recommends that the Council:

4.1 notify IWS that they have been selected as the preferred Registrant pursuant to the REOI Stage;

4.2 enter into exclusive, direct negotiations with IWS for a defined period (approximately 90 days) to establish detailed terms and conditions and enter into an agreement for the lease and development of the land comprising the Project consistent with the key terms and conditions identified in ***Annexure A*** of the Evaluation Report.

4.3 if the Council is unable to reach an agreement with IWS to realise a satisfactory development outcome for the Project, the Council terminate negotiations with IWS and enter into direct negotiations with Whelan Kartaway for the development and potential lease of the land consistent with the key terms and conditions identified in ***Annexure A***.

4.4 The Council authorise the CEO to do all things necessary to give effect to the above resolutions of Council.

Annexure A Indicative Negotiation Points

This below Indicative Negotiation Points sets out a high-level commercial structure of the proposed transaction between the Council and the preferred Registrant with regard to the Newton Refuse Transfer Station.

The below table has been prepared for ***internal*** Council use only and is for the benefit of the Council's CEO and the Elected Members. It is indicative only and may be subject to change.

Introduction	• This table summarises the principal terms identified by the Evaluation Panel with respect to the potential development and potential lease of the whole of the land comprised Certificates of Title Volume 5722 Folios 903, 904 and 905 (**Land**), commonly known as the Newton Refuse Transfer Station.
Purpose	• The Council is the registered proprietor of the Land. • The Council has granted a lease over the Land (**Lease**). • Pursuant to the Lease, the lessee is permitted to operate the Newton Refuse Transfer Station and use the Land for a waste transfer and recycling station (for the receipt of permitted waste) together with associated equipment storage and the sale of recyclable materials. • The current term of the Lease is due to expire on 30 September 2022. The Council is interested in exploring its options with regard to a future lease with a new lesee for the Newton Refuse Transfer Station. • The Council is the holder of a licence issued by the Environment Protection Authority of South Australia which authorises the operation of the Newton Refuse Transfer Station on the Land. • The Council would like to maximise benefits for its community and consolidate its service offerings. • The Council foresees an opportunity to optimise the lease, development and operation of the Newton Refuse Transfer Station to deliver direct and direct indirect benefits to the community including benefit derived from reducing the Council's waste disposal costs and efficiency savings terms of the collection and transportation of refuse to the current disposal site(s). • The Council also sees this as a significant step in the right direction to centralise the Council's waste and refuse transportation practices, make better use of and futureproof existing Council infrastructure and resources, foster more environmentally sustainable practices, and to make better use of green organics within the Council's constituency. • The Council is open to considering delivery models which encompasses all forms of dealings, including options that may include the redevelopment of the site or joint ventures.

	• The parties agree to work collaboratively to facilitate the development of the Land under the Contractual Documents and maximise direct and indirect derived from a revitalised use of Newton Refuse Transfer Station.
Negotiation of Contractual Documents	• The Council will seek to enter into the Contractual Documents substantially in accordance with these terms as soon as is reasonably practicable. The documents to be executed by the parties include: o a land development agreement, a services agreement and a lease agreement setting out the relevant terms; and o such other documentation as the parties agree are necessary for the lease and development of the Land and related operations as contemplated above, (together the **Contractual Documents**).
Mandatory and Desirable Outcomes	Consistent with the Purpose as described above, the Council is seeking a consolidated service offering for the Newton Refuse Transfer Station which increases and improves its current operations and efficiencies. To facilitate this, the Registrant must have regard (amongst other things) to, the following key mandatory and desirable outcomes: • A demonstrated commitment to reducing carbon emissions for Council and improving the Council's current waste and refuse practices; • Increased service offerings that provide capacity for temporary storage of waste and green organic collection material including strategies that enable bulk transport to disposal site(s), thus reducing the Council's transport costs and the time associated with Council's current waste and refuse practices; • A concept masterplan that articulates the Registrant's proposed vision for the Land, including any future service expansions to include greater recycling initiatives: • An understanding of and strategies on how the Registrant will deliver all aspects of the Project including the design, approvals, construction (including any site works and seeking of all associated licenses and permits), marketing and financing of the development. • A structured approach for Council and Registrant to expand its service offerings to other neighbouring councils and local businesses. • Site improvements including any opportunities for the installation or use of a weighbridge to facilitate the collection and transportation of waste delivered by the Council from a variety of sources, fence upgrades, and undercover areas;

	• Strategies to collect hard-rubbish from residents within the Council constituency and providing a designated collection point for green organics and, sweepings and illegally dumped waste; • A clear outline of how the Registrant will offer exceptional customer service and value to customers; • Commercial and social strategies to offer competitive rates for the collection of waste and other recyclable materials to incentivise customers to engage in sustainable practices; • Appropriate data management systems for reporting purposes for recycling and waste materials that pass through the site; • Value add opportunities with regard to the processing and dissemination of green organics waste for mulch purposes for use by Council.
Transaction Structure	• The Council is and will remain the registered proprietor of the Land and agrees, at its own cost, to make the Land exclusively available and with full access to the Registrant for the purposes of the lease and development of the Land and the conduct of operations as described in these terms. • The Council and the Registrant may pursue a joint-venture style arrangement with the Registrant to achieve the Council's objectives for the Land. • In consideration for the Council leasing the Land to the Registrant, the Council will seek to maximise direct or indirect benefits resulting from the granting of rights sought by the Registrant. • As soon as reasonably practicable the parties will enter into a development agreement (**Development Agreement**) to govern the parties' respective rights and obligations in respect of the development of the Land, and will contain clauses specifying how the proceeds of the facility will be distributed between the parties. The Development Agreement will also set out provisions relating to: o control and decision making; and o such other matters as are customarily found in Development Agreements. • The parties agree that the Registrant will be appointed as manager to oversee the any developments associated with the Land. • The Development Agreement will require the Registrant to procure construction and development funding and approvals at the Registrant's cost. • The parties will also enter into a services agreement which will describe the services to be provided by the Registrant

	associated with managing the day-to-day operations of the Newton Refuse Transfer Station. • The lease agreement will set out the parties rights and obligations associated with the Registrant's occupation of the Land.
Confidentiality	• Each party agrees to keep all information which is disclosed to that party by any other party in connection with these negotiations (**Confidential Information**) confidential and will not disclose any of those terms or that information to any third party except if necessary for the proper conduct of that party's business and affairs (and then only on a confidential basis), or otherwise in connection with these negotiations.
Governance	• The Council will ensure that any commercial arrangement entered into with the registrant meets the requirements of relevant legislation and Council policy requirements.

Annexure B Evaluation Panel Scoring and Summary

Combined EOI Assessment - Newton Transfer Station

CONFIDENTIAL

Date of Assessment: 7 July 2022
Names of Assessors: Andrian Wiguna, Rachael Hamilton, Simon Zbierski, ., ,
WHS & Insurance Assessor: N/A
Finance Assessor: N/A

	Procurement Selection Criteria - 1			Procurement Selection Criteria - 2			Procurement Selection Criteria - 3			Procurement Selection Criteria - 4		
Criteria Description	**Certainty of Delivery**			**Alignment with the Council's Objectives**			**Commercial Terms**			**Customer Service Plan**		
Schedule References												
Criteria Weighting (%)	**25.0%**			**30.0%**			**25.0%**			**20.0%**		
	Average Point Score	Weighting	Weighted Score	Average Point Score	Weighting	Weighted Score	Average Point Score	Weighting	Weighted Score	Average Point Score	Weighting	Weighted Score
Contractor												
Integrated Waste Servcies	4.67	25.0%	**116.67**	4.00	30.0%	**120.00**	3.17	25.0%	**79.17**	3.83	20.0%	**76.67**
SB Demolition & Civil	2.67	25.0%	**66.67**	3.00	30.0%	**90.00**	2.17	25.0%	**54.17**	2.83	20.0%	**56.67**
Whelan Kartaway	3.67	25.0%	**91.67**	3.33	30.0%	**100.00**	2.67	25.0%	**66.67**	2.50	20.0%	**50.00**

Contractor	Price	Total Score	Rank
		100.0%	
Integrated Waste Servcies		392.50	1
SB Demolition & Civil		267.50	3
Whelan Kartaway		308.33	2

Tender Assessment - Newton Transfer Station

CONFIDENTIAL

Date of Assessment: 7 July 2022

Names of Assessors: Andrian Wiguna

The Tender Selection System is a weighted point score system which allows both price and non-price attributes to be taken into account in the selection of the preferred tender.

Each submission is evaluated on the criteria nominated in the Tender. Point scores are allocated using the following point scores:

Points	Description
5	Excellent
4	Very Good
3	Good or better than average
2	Acceptable
1	Marginally adequate; or success likely but not assured
0	will fail to satisfy required standards

	Procurement Selection Criteria - 1		Procurement Selection Criteria - 2	
Criteria Description	**Certainty of Delivery**		**Alignment with the Council's Objectives**	
Schedule References				
Criteria Weighting (%)	**25.0%**		**30.0%**	
	Point Score	Comments	Point Score	Comments
Contractor				
Integrated Waste Servcies	5	IWS has been in waste industry for over 50yrs. Own one of the largest and closest tranfer Station in Adeliade (Wingfield, Dublin and SRC Southern Facility). Their facilities has grown significantly including the covered area. IWS is now own by larger internation company. They provided various waste management activities (as listed in their submisison). They also servicing major players such as Veolia, Suex, Remondis, Solo and Cleanway	4	IWS have recouse/landfill. At Dublin they do have a large facility to do recycling. Have facility to process green waste, partnership with SRWRA, did provide basic impromenet plan. Providing a voucher system. Understand how to achieve the objective from less waste transportation/collection. Have plenty of key partners in the industry. IWS will investigate the feasibility of yellow bin option if successful but undertand EPA reququirmenet, however offer to deliver this to SRWRA.
SB Demolition & Civil	3	SBDC core is in demolition and civil construction. They have able to deliver construciton project on time as per their submission. However, Staff don't believe through their submission, they have had a direct. p to year 5 minor improvement including weighbridge, year 5 undercover facilities, year 7 recpetion year 9 future view.involvement beyond demolition waste. As a civil construction company they have access to some equipment, however SBDC could be consider as a small business compared to the other two.	3	it did outline steps to meet Concil's objective but not detailed on how, plan not provided, up to year 5 minor improvement including weighbridge, year 5 undercover facilities, year 7 recpetion year 9 future view. Did not expand on who would they partnering in regard to Reduce-reuse-recycle. Level of CS expereine probably different compared to the other two submisison
Whelan Kartaway	4	WK, has been in the waste inducstry business since 1977 and it's larger organisation across number of states. Have operating transfer station in SA, QLD, Victoria, NSW. Key people	4	Engage DBD Environmental to develop concept masterplan to cover the first 5 year of operation. did have a gate data to and have divert 80% of the current waste. Have better understanding for RRR. Roadway improvement by concrete. Also still provide C&D as 65% of waste received are n this category

	Procurement Selection Criteria - 3		Procurement Selection Criteria - 4	
Criteria Description	**Commercial Terms**		**Customer Service Plan**	
Schedule References				
Criteria Weighting (%)	**25.0%**		**20.0%**	
	Point Score	Comments	Point Score	Comments
Contractor				
Integrated Waste Servcies	3.5	co investement/joint venture , didn't stated how long the lease areement is for, seekign to increase EPA Levy through increase recycleing. Utiliise same model as SRWRA, however did not specifically stated amount of lease income to Council. Need to understand SRWRA model	3.5	detailed customer compaints management procedure, IWS seems more structured utilising skytrust to register complaints. Subsimission didn't mention assistance points will be included in Newton Transfer Station. Did not specifically outline time require to handle complaint.
SB Demolition & Civil	2.5	initiatlly $1k/week, up to year 5 minor improvement including weighbridge, year 5 undercover facilities, year 7 reception year 9 future view.	2.5	Did ouline time frame of 7 working days to reseloved compliant. Did say Customer Feedback Register, howeer not clear if this is jus excell basis or on a CRM system, further in submission did mentioned SFR will initially take the for of a hard coppy and will be translated to electronic if possible. . Site supervisor will be responsible to handle customer complaint, no dedicate CS staff. It seems Customer complaint send to generic company email. Company email still using internet provide address instead of business email (ie bigpond.com). There is assistant point at Newton Trasfer Station
Whelan Kartaway	3	short term (1st 5 yrs) - minor improvrement and develop detial costing for the second phase. If commercially viable seek further 5+5+5+5 option to extend at the discreation of Kartaway (this may pose a risk to Council). Based on the submission Council will not see additional sevice such as hard waste, depot waste until the second stage. Short term provide more income than the current lease	2.5	Customer complaint.enquiriries will be dealt by site supervisor ia 1300 number, however there is a support team from the orrensville office. Kartaway provided a training for their staff. Did outline time fram 1 day by email, immediately by phone. Any immediate issue should be resolved within 1 busines day, if not resolve will be contacted by email. In total there will be 4 Staff from fleet allocator SCO, BDM and RM will handle complaints.

Tender Assessment - Newton Transfer Station

CONFIDENTIAL

Date of Assessment: 7 July 2022

Names of Assessors: Andrian Wiguna

Schedule	Description
Schedule 1	Tender Formal Offer Form
Schedule 2	Respondent's Details
Schedule 3	Pricing
Schedule 4	Financial Capacity
Schedule 5	Licences and Accreditation
Schedule 6	Insurance
Schedule 7	Work Health & Safety & Risk Management
Schedule 8	Environmental Management System
Schedule 9	Quality System
Schedule 10	Industrial Relations Record
Schedule 11	Fair Work – Employee's Entitlements
Schedule 12	Local Business & Industry Participation
Schedule 13	Conflict of Interest
Schedule 14	Referees
Schedule 15	Statement of Conformity
Schedule 16	Organisation Structure, Facilities and Resources
Schedule 17	Experience
Schedule 18	Customer Service Plan
Schedule 19	Implementation Schedule, Transition Plan and Proposed Methodology
Schedule 20	Value Added Services
Schedule 21	Improvement and Innovation
Schedule 22	COVID-19 / Pandemic - Existing Conditions

Note: The return schedules are highlighted in each selection criteria category and this is **only** a guide to help your evaluation as there may be information elsewhere within their su

Andrian Wiguna Score

Contractor	Score	Rank
Integrated Waste Servcies	4.03	1
SB Demolition & Civil	2.78	3
Whelan Kartaway	3.45	2

Tender Assessment - Newton Transfer Station

CONFIDENTIAL

Date of Assessment: 7 July 2022

Names of Assessors: Rachael Hamilton

The Tender Selection System is a weighted point score system which allows both price and non-price attributes to be taken into account in the selection of the preferred tender.

Each submission is evaluated on the criteria nominated in the Tender. Point scores are allocated using the following point scores:

Points	Description
5	Excellent
4	Very Good
3	Good or better than average
2	Acceptable
1	Marginally adequate; or success likely but not assured
0	will fail to satisfy required standards

	Procurement Selection Criteria - 1		Procurement Selection Criteria - 2	
Criteria Description	**Certainty of Delivery**		**Alignment with the Council's Objectives**	
Schedule References				
Criteria Weighting (%)	**25.0%**		**30.0%**	
	Point Score	Comments	Point Score	Comments
Contractor				
Integrated Waste Servcies	5	has undertaken similar process before and strong experience in range of areas relevant to delivering	4	provides good overall outcomes for Council
SB Demolition & Civil	2	limited understanding of relevant experience other than mention of waste experience but no clarification. More focused on civil elements	2	not as relevant the overall Council objectives
Whelan Kartaway	4	capacity to undertake the project however more emphasis on reworking the site and howe it relates to Whelan not Council as much	3	delivers most outcomes but less. Demonstrated Customer service not great.

	Procurement Selection Criteria - 3		Procurement Selection Criteria - 4	
Criteria Description	**Commercial Terms**		**Customer Service Plan**	
Schedule References				
Criteria Weighting (%)	**25.0%**		**20.0%**	
	Point Score	Comments	Point Score	Comments
Contractor				
Integrated Waste Servcies	2	hard to assess and limited information to go with on benefits and costs	3	mostly about complaints
SB Demolition & Civil	2	improved revenue from site but not sure how this helps us achieve the overall objectives? Limited information about investment into site	3	
Whelan Kartaway	3	limited capacity to improve on current in first 5 years and further improvements at discretion of Whelan	2	Hard to contact in my experience (poor feedback from residents)

Schedule	Description
Schedule 1	Tender Formal Offer Form
Schedule 2	Respondent's Details
Schedule 3	Pricing
Schedule 4	Financial Capacity
Schedule 5	Licences and Accreditation
Schedule 6	Insurance
Schedule 7	Work Health & Safety & Risk Management
Schedule 8	Environmental Management System
Schedule 9	Quality System
Schedule 10	Industrial Relations Record
Schedule 11	Fair Work – Employee's Entitlements
Schedule 12	Local Business & Industry Participation
Schedule 13	Conflict of Interest
Schedule 14	Referees
Schedule 15	Statement of Conformity
Schedule 16	Organisation Structure, Facilities and Resources
Schedule 17	Experience
Schedule 18	Customer Service Plan
Schedule 19	Implementation Schedule, Transition Plan and Proposed Methodology
Schedule 20	Value Added Services
Schedule 21	Improvement and Innovation
Schedule 22	COVID-19 / Pandemic - Existing Conditions

Note: The return schedules are highlighted in each selection criteria category and this is **only** a guide to help your evaluation as there may be information elsewhere within their su

Rachael Hamilton Score

Contractor	Score	Rank
Integrated Waste Servcies	3.55	1
SB Demolition & Civil	2.20	3
Whelan Kartaway	3.05	2

Tender Assessment - Newton Transfer Station

CONFIDENTIAL

Date of Assessment: 7 July 2022

Names of Assessors: Simon Zbierski

The Tender Selection System is a weighted point score system which allows both price and non-price attributes to be taken into account in the selection of the preferred tender.

Each submission is evaluated on the criteria nominated in the Tender. Point scores are allocated using the following point scores:

Points	Description
5	Excellent
4	Very Good
3	Good or better than average
2	Acceptable
1	Marginally adequate; or success likely but not assured
0	will fail to satisfy required standards

	Procurement Selection Criteria - 1		Procurement Selection Criteria - 2	
Criteria Description	**Certainty of Delivery**		**Alignment with the Council's Objectives**	
Schedule References				
Criteria Weighting (%)	**25.0%**		**30.0%**	
	Point Score	Comments	Point Score	Comments
Contractor				
Integrated Waste Servcies	4	Have their own facilities for resource recovery, transfer station, soil treatment, composting, quarry, landfill and joint venture for recycling. Refer to page 10 of pdf for services Business with 40+ years of operations Street sweepings held here too	4	Refer to page 13 of pdf for value adds Improve site and safety - hazards identified, separate area for heavy vehicles maintain existing use due to licence arrangements - limited redevelopment opportunities Reduce emissions through transport, collection and disposal - reduced transport costs and time - saving 34km round trip and 30 minutes per day Consider acceptance of recyclables - requires undercover disposal area (EPA) - IWS will investigate feasibility - Wingfield to then be sent to SRWRA? Vouchers for residents (cost to Council?) Expand to other Councils or Businesses - incentive for Council? First Nations programs - Council natives included as part of program, look to improve site presentation
SB Demolition & Civil	3	Can deliver projects, however non relate to waste management Refer to plant required to operate, indicate their existing service complements proposal; haven't provided practical examples Is Mr Borrelli same person associated with IWS? Over 30 years of experience	4	Front of house approach Accommodate larger vehicles Review Traffic Management Plan, improve safety at site Green Waste for Mulch Good Neighbour approach Promote location Install weighbridge Accept Council trucks - opportunity for electric vehicles, due to reduced distance to travel Reuse of waste material for road base Separate Council trucks from domestic
Whelan Kartaway	3	Operated at the site for 24 years Had opportunity to improve site, but haven't? Hold continuous improvement meetings with Council Diverting 80% at site from landfill Concept Masterplan to be developed; better use of land, traffic management and processing optimisation Mechanical process for Concrete & Dirt; machinery and shelter Looking to find a site nearby to staff and vehicles Mimimal action in first 5 years (status quo), outside of minor repairs Looking to buy the land (page 9 of pdf)	3	Install CCTV, a Trommel, additional cover, purchase nearby site Regular review meetings Receive Council's hard rubbish, illegal dumping and green waste Will only take works after lease extension

	Procurement Selection Criteria - 3		Procurement Selection Criteria - 4	
Criteria Description	**Commercial Terms**		**Customer Service Plan**	
Schedule References				
Criteria Weighting (%)	**25.0%**		**20.0%**	
	Point Score	Comments	Point Score	Comments
Contractor				
Integrated Waste Servcies	4	Identify major investment to redevelop the site as they believe there are limitations to size and location Will transfer waste to Dublin or Wingfield for processing - most cost efficient for Council Joint Venture with profit sharing & co-investment (cost to Council?) - same model as SRWRA	5	Complaints procedure - Skytrust, online system to lodge complaints Have their own education centre Waste audits
SB Demolition & Civil	2	Difficult to determine due to lack of transaction information Capital investment required - may need to be phased in Assume $1k per week is to Council ($52k per annum), with indexation 20 year lease Page 8 of pdf shows capex timeframe - is this too long?	3	Customer Service Policy Customer Feedback Register - initially paper based, reviewed weekly? 1-2 staff at Transfer Station - is this enough? Refer to attachments, but are not included. AK stated there was only 1 document - refer to Customer Service info
Whelan Kartaway	2	Propose 30 year lease; First 10 years minor improvement with same operation model, then major investment in Years 10 to 30 Lease of $65k, subject to valuation Investment of $50k in phase 1 and $1.5m in phase 2 Their choice to extend lease Main concern seems to be tenure to be able to recover their capital investment Sell, lease to Kartaway or Council pays for capital works	3	Dedicated phone number Complaints handled by phone or email Currently have 1 supervisor and 3 labourers at the site

Tender Assessment - Newton Transfer Station

CONFIDENTIAL

Date of Assessment: 7 July 2022

Names of Assessors: Simon Zbierski

Schedule	Description
Schedule 1	Tender Formal Offer Form
Schedule 2	Respondent's Details
Schedule 3	Pricing
Schedule 4	Financial Capacity
Schedule 5	Licences and Accreditation
Schedule 6	Insurance
Schedule 7	Work Health & Safety & Risk Management
Schedule 8	Environmental Management System
Schedule 9	Quality System
Schedule 10	Industrial Relations Record
Schedule 11	Fair Work – Employee's Entitlements
Schedule 12	Local Business & Industry Participation
Schedule 13	Conflict of Interest
Schedule 14	Referees
Schedule 15	Statement of Conformity
Schedule 16	Organisation Structure, Facilities and Resources
Schedule 17	Experience
Schedule 18	Customer Service Plan
Schedule 19	Implementation Schedule, Transition Plan and Proposed Methodology
Schedule 20	Value Added Services
Schedule 21	Improvement and Innovation
Schedule 22	COVID-19 / Pandemic - Existing Conditions

Note: The return schedules are highlighted in each selection criteria category and this is **only** a guide to help your evaluation as there may be information elsewhere within their su

Simon Zbierski Score		
Contractor	**Score**	**Rank**
Integrated Waste Servcies	4.20	1
SB Demolition & Civil	3.05	2
Whelan Kartaway	2.75	3